

ACHIEVING NEW HEIGHTS

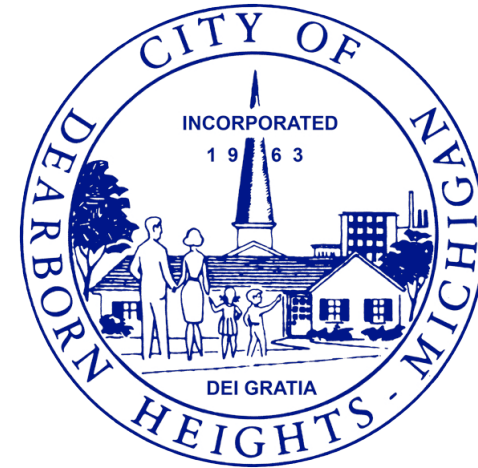
A Tale of Two Cities

Michigan Municipal Executives | July 17, 2024



Similarities

- “Heights” in the name!
- Originally Townships
- Growing population
- Changing demographics
- Shifting development patterns
- Lean staffing

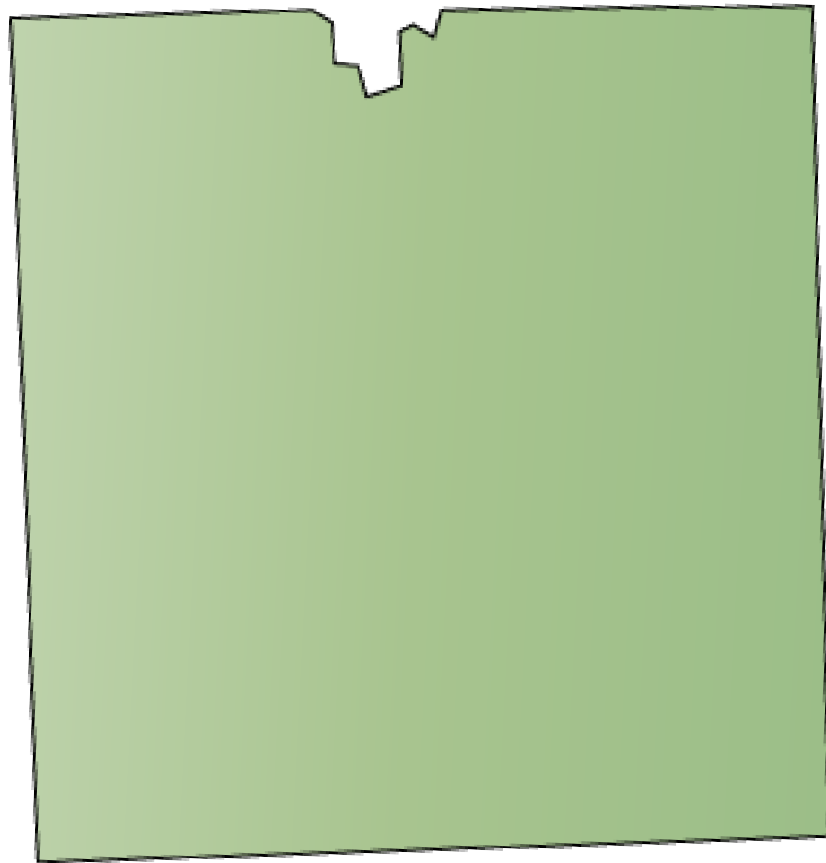


CITY OF
**Sterling
Heights**

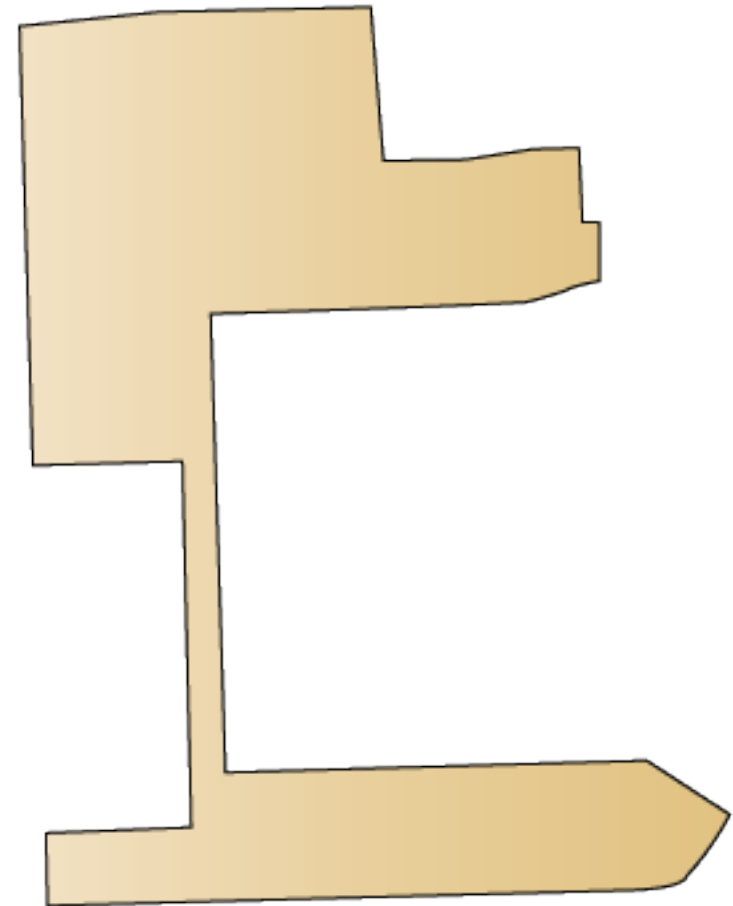
InnovatingLiving

Differences

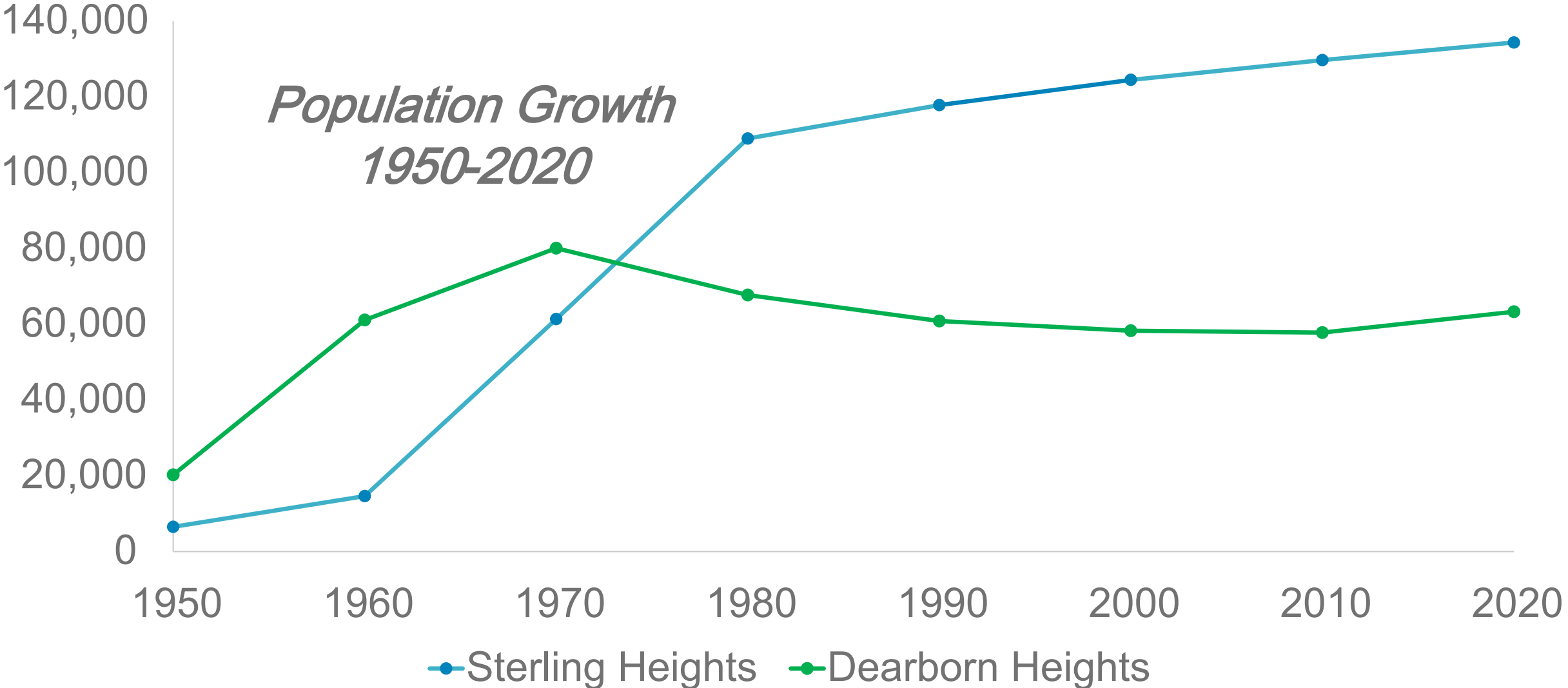
Sterling Heights



Dearborn Heights



Differences



Differences

Sterling Heights

- Significant industrial/commercial development
- Lack of walkable commercial/mixed-use area



Dearborn Heights

- Limited industrial/commercial development
- Infill changing complexion of neighborhoods



Differences

Sterling Heights

- City Manager administration
- Cohesive, efficient council
- Efficient, lean administration



Dearborn Heights

- Mayoral administration
- Adversarial Mayor/Council relationship
- Under resourced administration



FUNDING SCOUT



Identification

- Legislation/Budgets
- Rule Making
- Philanthropy/Private



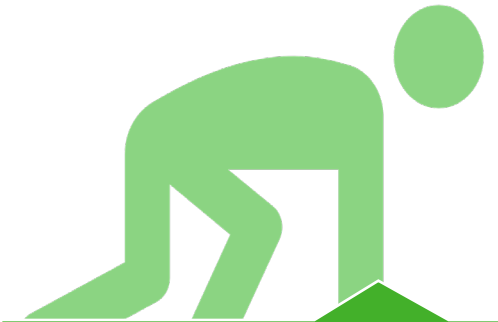
Strategy

- Analysis
- Scoping and Design
- Leveraging funding
- Valueadded funding



Pursuit

- Grant writing
- Marketing
- Advocacy (appropriations)



Performance

- Grant administration
- Reporting
- Compliance

FUNDING SCOUT



Complete



Competitive



Compelling



STERLING HEIGHTS



HANK ADVISOR

10 years: 2014-2024

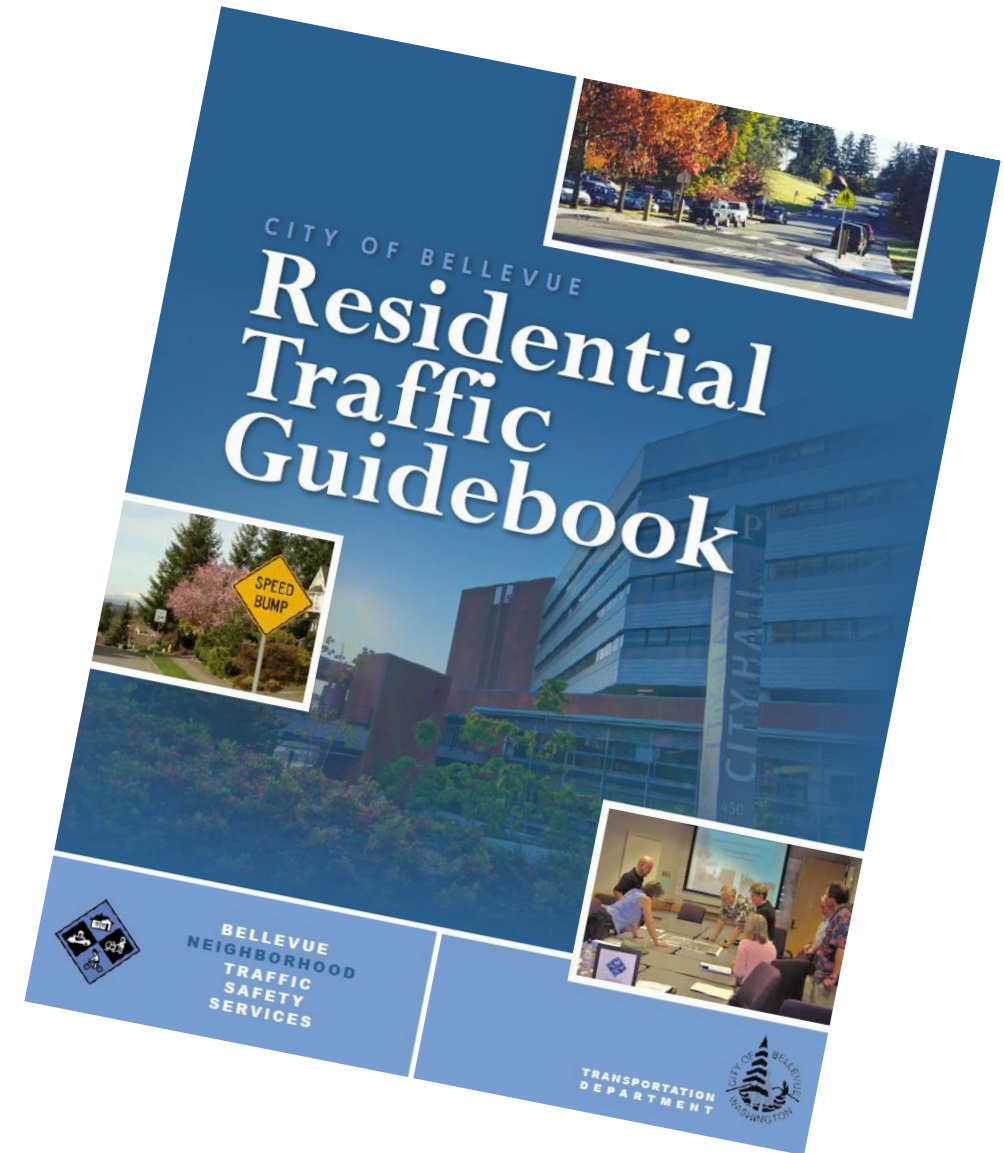
- Registered Federal Lobbyist Bill Hanka
- Assisted Sterling Heights in obtaining over \$10 million since 2022



SS4A

Safe Streets and Roads for All

- Residential traffic calming was a key objective



SS4A

Safe Streets and Roads for All

- Residential traffic calming was a key objective
- Ryan Road corridor was a high crash corridor



ClickOnDetroit
driver killed 2 in crash on Ryan Road ...



YouTube
crash on Ryan Road in Sterling Heights ...



FOX 2 Detroit
Sterling Heights accident, vehicle ...



ClickOnDetroit
driver killed 2 in crash on Ryan Road ...



ClickOnDetroit
Sterling Heights motorcyclist killed ...



FOX 2 Detroit
accident on Ryan Rd in Sterling Heights



WXYZ
dies in fatal motorcycle accident ...



ClickOnDetroit
Sterling Heights motorcyclist killed ...



FOX 2 Detroit
car accident in Sterling Heights



Geoff Garipey's Sterling Heights PolitBlog - Wor...
Yet another 15 Mile and Ryan-area crash ...

SS4A

Safe Streets and Roads for All

- Teamed with Hanka to apply in the first round
- Provided technical scope and budget
- \$500,000 grant through Macomb County



USDA Grant

Urban and Community Forestry

- Emerald ash borer resulted in loss of over 12,000 trees since 2000
- City expended millions to remove and replace the trees
- Tree planting was an important city objective

MACOMB COUNTY

New grant could help Sterling Heights recover from invasive beetle that devastated city trees



Anne Snabes
The Detroit News

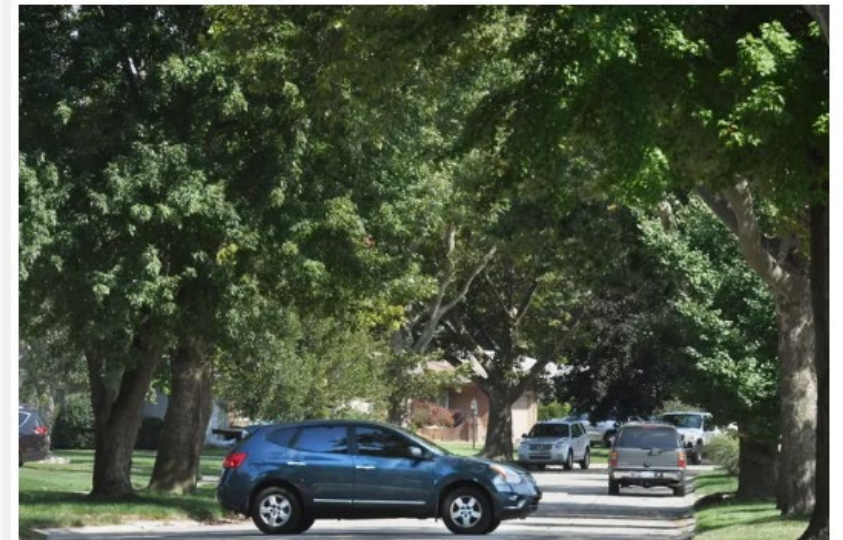
Published 1:03 p.m. ET Sept. 25, 2023 | Updated 1:03 p.m. ET Sept. 25, 2023

[View Comments](#)



Some of the streets in Sterling Heights that heat up on scorching summer days may soon get a little cooler because of a new tree planting program in the city.

The city has received a \$500,000 grant from the U.S. Department of Agriculture to plant trees in residential areas. [Ten other Michigan cities or groups](#) also received grant money from the USDA for urban forestry programs.




Large trees along Edshire Road in Sterling Heights, Michigan, on September 21, 2023. Daniel Mears, The Detroit News

USDA Grant

Urban and Community Forestry

- Inflation Reduction Act Funds
- \$1 billion appropriation
- Secured \$500,000 grant
- Agency offered match waiver
- **Daunting** approval process



The Forest Service's Urban and Community Forestry Program delivers nature-based solutions to ensure a resilient and equitable tree canopy in cities, towns, and suburbs where more than 84 percent of Americans live.

GEMT

Ground Emergency Medical Trans

- Created with the ACA
- Medicaid reimbursements
- 30 states currently participating, Michigan does not



Mark Vanderpool
City of Sterling Heights City M



Kevin Edmond
City of Sterling Heights Fire Ch

GEMT

Ground Emergency Medical Trans

- Created with the ACA
- Medicaid reimbursements
- 30 states currently participating, Michigan does not



Mark Vanderpool
City of Sterling Heights City Manager



Kevin Edmond
City of Sterling Heights Fire Chief

\$1.6 million annually for Sterling Heights
\$60 million annually for Michigan providers

GEMT

Ground Emergency Medical Transportation

- Identify challenges to implementation
- Review other state's programs
- Review model legislation
- Define an advocacy program

**Legislation was necessary.
Advocacy was needed.**



City Administration
40555 Utica Road
Sterling Heights, MI 48313
sterling-heights.net

Ground Emergency Medical Transportation Program Engagement Strategy

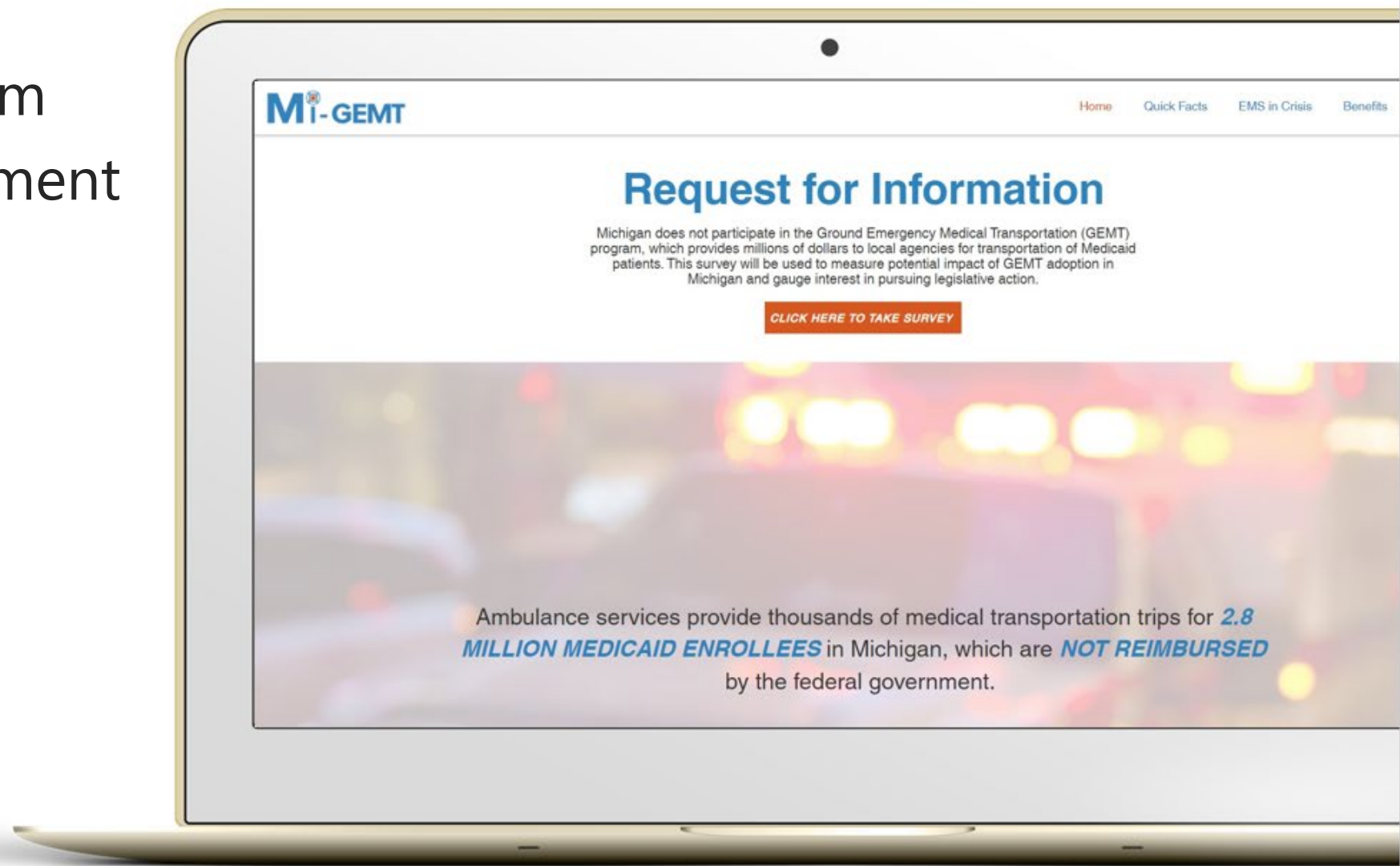
Assistance Provided By:



500 Griswold, Suite 2500
Detroit, MI 48226
www.wadetrin.com



- www.mi-gemt.com
- Provider engagement
- Outreach
 - Providers
 - Supporters
 - Legislators



Mi-GEMT

Coalition

- Survey
- Resolutions of support
- Legislative advocacy
- Draft legislation

Mi-GEMT
Implementing the Ground Emergency Medical Transportation Program (GEMT) in Michigan



Ambulance services provide thousands of medical transportation trips for 2.8 MILLION MEDICAID ENROLLEES in Michigan that DO NOT receive the full reimbursement available from the federal government.

WE AIM TO CHANGE THIS.

The United States Centers for Medicare and Medicaid Services (CMS) oversees the Ground Emergency Medical Transportation (GEMT) program. GEMT provides funding and support to eligible healthcare providers through state agencies, aiming to ensure that individuals without reliable transportation can access emergency medical care. This program improves access to emergency services for Medicaid beneficiaries, bridging the gap between patients and healthcare facilities and facilitating timely care during emergencies.

While Michigan doesn't currently participate in the program, our state has the 8th highest number of Medicaid Enrollees in the nation. Local emergency services and ambulance providers are not fully reimbursed by Medicaid to cover the costs of medical transportation for this significant segment of our communities. The GEMT initiative in Michigan seeks to address health disparities, promote health equity, and reimburse local agencies and emergency services providers for serving vulnerable populations.

Supporters



HOUSE BILL NO. _____

Introduced by Rep. _____

A bill to amend 1939 29 210, entitled "The social welfare act," (MCL 400.1 to 400.119b) by adding section 109c.

THE PEOPLE OF THE STATE OF MICHIGAN ENACT:

SEC. 109 (1) NOT LATER THAN 180 DAYS AFTER THE EFFECTIVE DATE OF THE AMENDATORY ACT THAT ADDED THIS SUBSECTION, **DEPARTMENT** SHALL SUBMIT A MEDICAID STATE PLAN AMENDMENT TO THE CENTERS FOR MEDICARE AND MEDICAID SERVICES OF THE UNITED STATES DEPARTMENT OF HEALTH AND HUMAN SERVICES TO REQUEST AUTHORIZATION TO ESTABLISH AND ADMINISTER A METROLOGICAL TO PROVIDE SUPPLEMENTAL REIMBURSEMENT TO ELIGIBLE GROUND EMERGENCY MEDICAL TRANSPORTATION PROVIDERS THAT PROVIDE GROUND EMERGENCY MEDICAL TRANSPORTATION SERVICES TO MEDICAID BENEFICIARIES. FOR THE PURPOSES OF THIS SECTION, "ELIGIBLE GROUND EMERGENCY MEDICAL TRANSPORTATION PROVIDERS" MEANS A PUBLIC PROVIDER WHO PROVIDES GROUND EMERGENCY MEDICAL TRANSPORTATION SERVICES TO MEDICAID BENEFICIARIES AND IS ENROLLED AS A MEDICAID PROVIDER DURING THE PERIOD BEING CLAIMED.

(2) THE **DEPARTMENT** SHALL PROMPTLY SEEK ANY NECESSARY FEDERAL APPROVALS FOR THE IMPLEMENTATION OF THIS SECTION. THE DEPARTMENT MAY LIMIT THE PROGRAM TO THOSE COSTS THAT ARE ALLOWABLE EXPENDITURES UNDER TITLE XIX OF THE FEDERAL SOCIAL SECURITY ACT, 42 U.S.C. 5 1396 ET SEQ.

(3) THE DEPARTMENT SHALL SUBMIT CLAIMS FOR FEDERAL FINANCIAL PARTICIPATION FOR THE EXPENDITURES FOR THE SERVICES DESCRIBED IN SUBSECTION (2) THAT ARE ALLOWABLE EXPENDITURES UNDER FEDERAL LAW.





Legislation

- ✓ SB 747 (State Budget)
- HB 5695

Expecting committee hearings soon on the bill!

1 emergency medical services program, the department shall allocate
 2 \$500,000.00 to develop and implement a system to support ground
 3 emergency medical transport. Funding must be used to develop a
 4 system for obtaining and recording federal Medicaid funding for the
 5 program. The department may apply for federal funds to support the
 6 program.

HOUSE BILL NO. 5695

April 30, 2024, Introduced by Reps. McFall, Tsernoglou, Harris, Mentzer, MacDonell, Andrews, Jaime Greene, Price, Arbit, Steckloff, Liberati, Wilson, Snyder, Haadsma, Paiz, Shannon, Grant, Coffia, Breen, Hope, Brixie, Tyrone Carter, Dievendorf, McKinney, Glanville, Conlin, Martus, Weiss, Young, Byrnes, Brenda Carter and Hoskins and referred to the Committee on Insurance and Financial Services.

A bill to amend 1939 PA 280, entitled
 "The social welfare act,"

(MCL 400.1 to 400.119b) by adding section 109p.

THE PEOPLE OF THE STATE OF MICHIGAN ENACT:

1 Sec. 109p. (1) No later than 180 days after the effective date
 2 of the amendatory act that added this section, the department shall
 3 apply to the United States Department of Health and Human Services
 4 for an amendment to this state's Medicaid state plan to establish
 5 and administer a program to provide supplemental reimbursement to

Next Steps

- Utilize community foundation to support projects
- Support the public side of Lakeside Mall redevelopment
- Expand the City's GoGreen program
- Leverage continued recreation investments



~ Established in 1991 ~

Masterplan





DEARBORN
HEIGHTS



Dearborn Heights 1968

Sewage covers Dearborn Heights streets after repeated flooding for years

Minnah Arshad
Detroit Free Press
Published 6:02 a.m. ET Aug. 15, 2021 | Updated 3:35 p.m. ET Aug. 16, 2021



Maddie George of Dearborn Heights looks over leftover sewage water at the intersection of Hanover Street and Banner Street near her home in Dearborn Heights on Friday, August 13, 2021 after flood waters receded. Ryan Garza, Detroit Free Press

When the rain starts, neighbors on the south side of Ecorse Creek know the drill: stacks of chairs around the house, moves over to the church parking lot before
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I
s
I
“All that muck and stuff —
On the corner of Hanover Street and Banner Street, Dearborn Heights resident
Jessiah Baron, 26, said that this week’s storm brought with it “that’s s---,”
wasn’t just rainwater he was dealing with.
Once the water receded, his neighborhood roads were caked in sewage.
“All that muck and stuff — that’s s---,” Baron said.

ELECTIONS

Bill Bazzi defeats council chair, becomes first Muslim elected mayor in Dearborn Heights

Niraj Warikoo
Detroit Free Press
Published 1:26 a.m. ET Nov. 3, 2021 | Updated 11:17 p.m. ET Nov. 3, 2021

Dearborn Heights Mayor Bill Bazzi fended off a challenge from Council Chair Denise Malinowski Maxwell to continue being mayor, winning 73% of the vote for a partial term that ends this year and 72% for a full four-year term that follows.



Dearborn Heights Mayor Bill Bazzi (left) and Council Chair Denise Malinowski Maxwell (right) are the mayor of Dearborn Heights.

WAYNE

Dearborn Heights Mayor Dan Paletko dies of COVID-19 complications

Darcie Moran
Detroit Free Press
Published 6:11 a.m. ET Dec. 30, 2020 | Updated 8:19 p.m. ET Dec. 30, 2020



Dearborn Heights Mayor Dan Paletko in 2016. Salwan Georges, Detroit Free Press

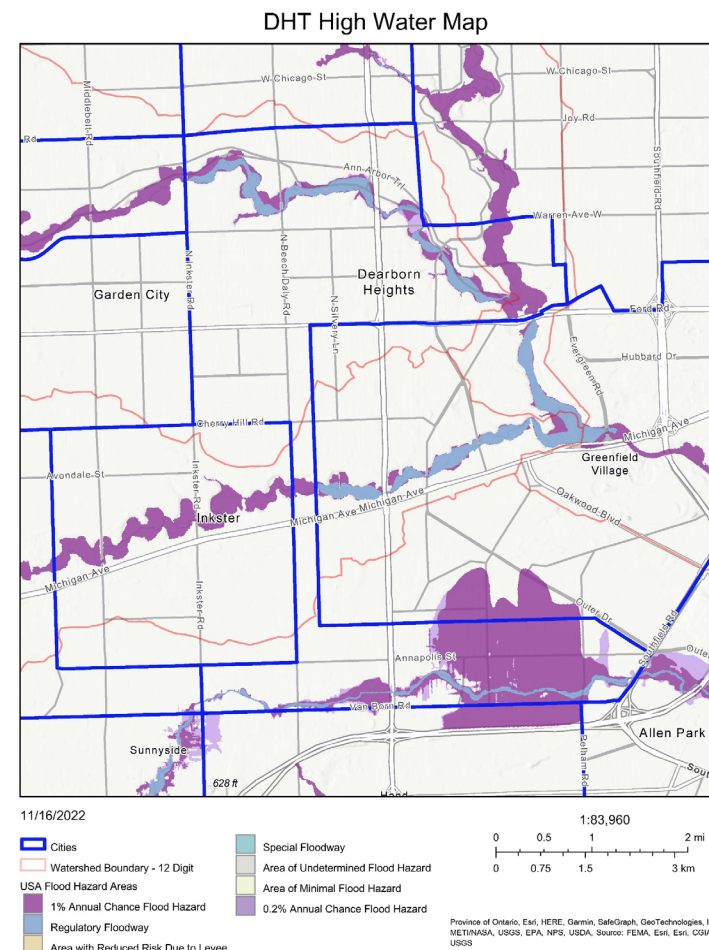


FEMA HGMP Scoping Grant

City attempted to apply for two years.

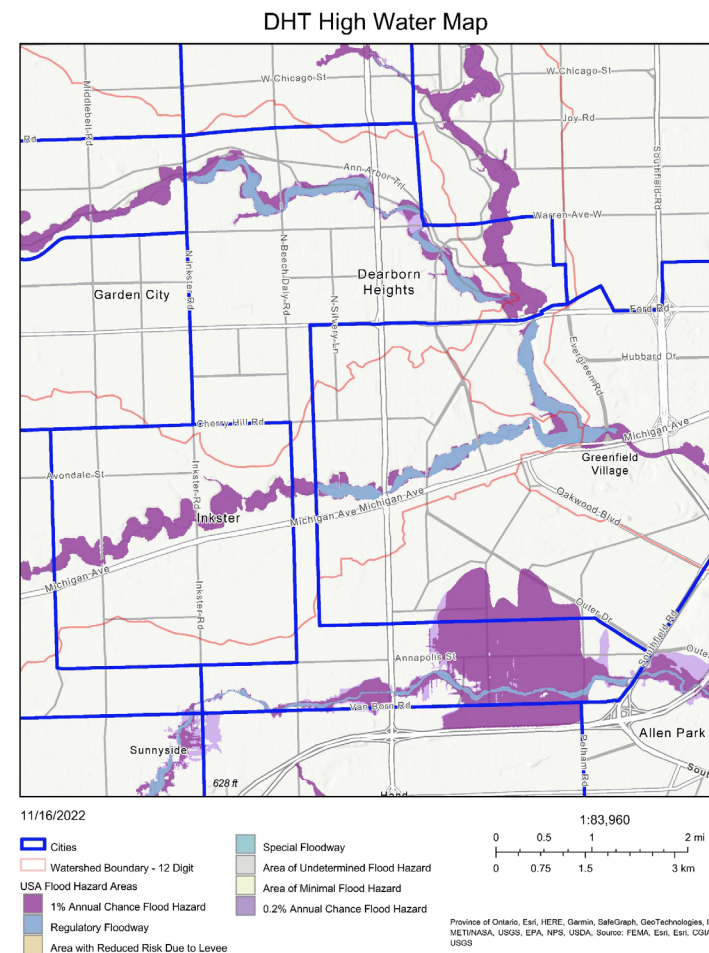
We got them awarded in six months.

- Project scoping along the Ecorse Creek
- City-wide Stormwater Plan
- Re-negotiated scope to cover:
 - Benefit-Cost Analysis
 - Future FEMA Grant Applications



EGLE High Water Grant

- \$306,825 grant
- Ecorse Creek and City-Wide Stormwater Study
 - Identify specific solutions along Ecorse Creek
 - Identify specific solutions throughout the City



CDBGDR Infrastructure Grant

- Ecorse Creek Channel Improvements (\$2.9 million)
- Replacement of Ecorse Creek culverts (\$2.1 million)



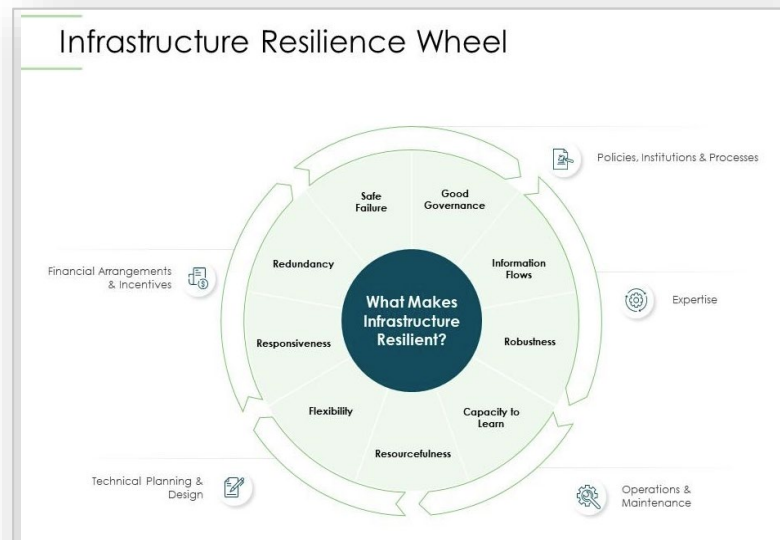
Ecorse Creek Culverts



**Ecorse Creek
Improvements**

CDBGDR Planning Grants

- Infrastructure Resiliency and Capital Improvements Plan (\$300,000)
- Comprehensive Land Use Plan Master Plan (\$150,000)



**Infrastructure Resilience and
Capital Improvement Plan**

The image shows the cover of the "CITY OF DEARBORN HEIGHTS MASTER PLAN". The title is enclosed in a black rectangular box. Below the title, the text "ADOPTED MAY 6, 2007" is visible.

**Comprehensive
Master Plan**

USDOT Safe Streets and Road for All

- \$396,700 grant for Safety Action Plan
- Enables the City to pursue implementation
- Funds and compete for other sources.
- Focus on areas near schools.

BIPARTISAN
INFRASTRUCTURE
LAW



Safe Streets and Roads for All

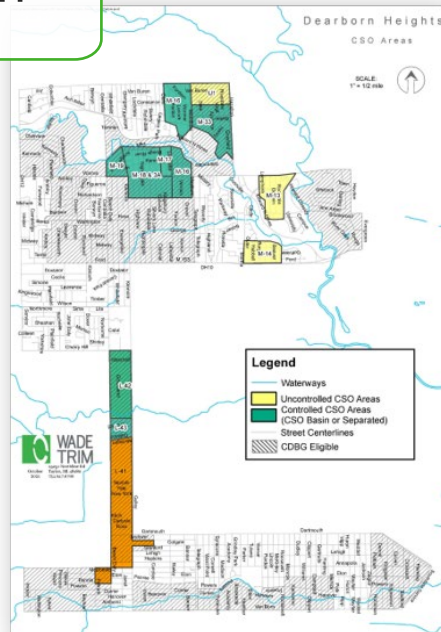


Michigan State Revolving Funds

Clean Water State
Revolving Fund
(CWSRF)

\$3.1m Grant
(50%)

L-41 CSO Sewer
Separation



Drinking Water State
Revolving Fund
(CWSRF)

\$17.1m Grant and
Principal Forgiveness

Lead Service Line
Replacement

Water Meter
Replacement

Water Main
Replacement

Federal Appropriations Awarded – FY 2024

Interior/Environment

- \$2,000,000 for Lead Service and Water Meter Replacements
- \$959,752 for Ecorse Creek Flood Mitigation

THUD Economic Development Initiatives

- \$500,000 for Fire Station

Federal Appropriations Pending – FY 2025

Interior/Environment

- \$1,100,000 for Rouge River Stormwater Detention

THUD Economic Development Initiatives

- \$850,000 for Community Center Renovation

Next Steps

Focus is transitioning from getting money to keeping money

Reprioritization:

1. Long-term, largescale flooding solutions
2. Housing and development
3. Recreation and public safety



Building & Engineering
Department

Bill Bazzi
Mayor

Ali Dib, P.E.
City Engineer

February 12, 2024

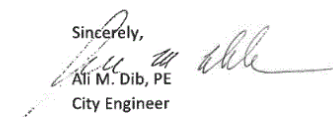
Vaughn Martin, PE
Wade Trim
25251 Northline Road
Taylor, MI 48180

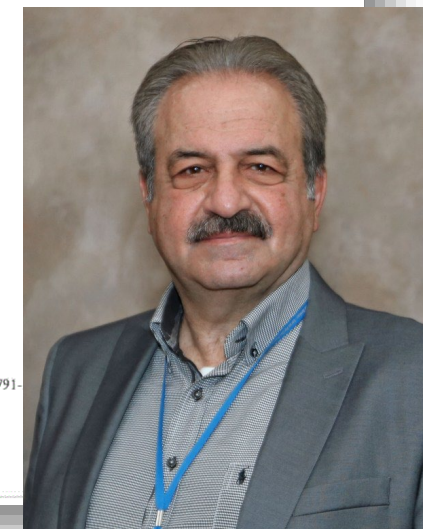
Dear Vaughn:

Please accept this letter as my recommendation for Wade Trim's Funding Scout Services for the City of Dearborn Heights to be considered for your firm's "Project of the Year" award. This project, under the guidance of yourself and Wayne Hofmann, has significantly contributed to our community's welfare and infrastructure development in a short amount of time. In just over a year of providing Funding Scout services, we have been able to secure more than \$23 million in grant funding for the city. The Wade Trim team has exceeded our expectations with respect to obtaining grant funding for the city. The Wade-Trim team was able to deliver the FEMA grant to our city in 6 months (A record time). This team also successfully managed the Michigan State Revolving Fund process to obtain over \$20 million in grants and principal forgiveness for CSO improvement, lead service line removals, water meter replacement, and water main reconstruction in the City.

After not pursuing grants in the past, Dearborn Heights is becoming a model for obtaining state and federal funding thanks to Funding Scout. I greatly appreciate your Funding Scout services and strongly believe that this project deserves recognition as the "Project of the Year."

Sincerely,


Ali M. Dib, PE
City Engineer
City of Dearborn Heights
6045 Fenton
Dearborn Heights, MI 48127



City of Dearborn Heights • 6045 Fenton, Dearborn Heights, MI 48127 • (313) 791-

Our work was
nominated for
Wade Trim's
Project of the
Year

FUTURE HEIGHTS



AI in Action

- Use technology to work with less people
- Policies for acceptable use
- Efficiencies and augmentation



REALITY CAPTURE

MODELING

DESIGN

RESOURCE
MANAGEMENT

ADMINISTRATION

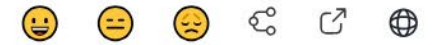
COMMUNICATIONS

Source Monitoring

USDOT Key Notices of Funding Opportunity

Visual Changes

Aa Text Changes



			Administration
July 2024	Low-Carbon Transportation Materials Grants – Round 2 Non-State		Federal Highway Administration
July 2024	Railroad Crossing Elimination		Federal Railroad Administration
July 2024	Reconnecting Communities Pilot Program		Office of the Secretary
July 2024	Strengthening Mobility & Revolutionizing Transportation (SMART) Grants		Office of the Secretary
August 2024	Promoting Resilient Operations for Transformative, Efficient, and Cost-saving Transportation (PROTECT)		Office of the Secretary
September 2024	Rural and Tribal Assistance Pilot Program		Federal Highway Administration
September 2024	Regional Infrastructure Accelerators Demonstration		Office of the Secretary

Large Language Models

 Review

 Context

 Sourcing

 Writing

inc Editing



The Human is Always in the Loop!!!



QUESTIONS