GRANTS OFFICE
empowering communities

Grant Funding Opportunities to Unlock Smart and Secure Communities

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Presented by Michael Paddock, Sean McCann, Shannon Day, and Joseph Phelan

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Welcome and Introductions

Michael Paddock:

Hello everyone, and thanks for joining us for Grant Funding Opportunities to Unlock Smart and Secure Communities. I'm Michael Paddock, CEO of Grants Office, and I want to welcome everyone to today's session. We've got a great session lined up for you — certainly a jam-packed session — so sit back, relax, grab your favorite beverage, and we'll get started.

Before we get too far into it, I want to very much thank Samsara for sponsoring today's session and making it possible for us to bring you this information. So thanks to Samsara for that, and we'll be hearing more about Samsara solutions coming up in the next few minutes.

Housekeeping

Michael Paddock:

A few other housekeeping items for you. As many of you know, you can listen hands-free over your computer's speakers or headphones. There's no need to dial in, but if you do become disconnected, you can go to the Audio and Video menu at the top of your screen to find alternative ways to connect to today's session. If you don't see the Audio and Video menu at the top of your screen, it might be hidden — there's a little carat at the very top of your screen that says “Hide Menu Bar” or “Show Menu Bar,” so you can find it that way.

Also, you can ask questions using the question-and-answer interface at the bottom right-hand corner of your screen. Again, if you don't see it, look for those three dots at the bottom right-hand corner of your screen that will allow you to open up the Q&A interface. You can send in questions at any time during the course of today's session, and we'll get to as many as we can — although I do have to say it's going to be a very busy hour, pretty well packed with information.

The session is being recorded and the replay will be available. Kate will be putting that information through the chat, probably a couple of times, along with any additional resources. It will be on a page — essentially the same page where you registered for today's session, just switched over into a resources

page. I encourage you to check that out and feel free to share it with anyone you think might find the information useful and interesting.

Today's Agenda and Speakers

Michael Paddock:
We'll get right started. We're going to start out with connecting your operations with Samsara — a really innovative way to connect physical operations and make sure they are both safe and secure. To provide some context for some of the things we're talking about, we'll then get into an overview of grant funding, talk a little bit about navigating the current shifting landscape of grant funding, and cover how to tell if a grant is technology-friendly. We'll have some examples of public safety grant programs and transportation grant programs that all fit within that context of smart and secure communities, and then talk about some grant readiness tips and tricks before we finish up with Q&A.

I'm joined by a great panel of speakers today. Sean McCann is the AVP for Public Sector at Samsara. Shannon Day is a Senior Grants Development Consultant here at Grants Office, and Joseph Phelan is a Grants Development Consultant here at Grants Office as well. Welcome to our speakers — we're very much looking forward to hearing what you have today. Okay, so let's jump right in with Sean McCann to tell us a little bit about connecting your operations with Samsara. Sean?

Connecting Your Operations with Samsara

Sean McCann:
Yes, thank you, Michael. For the next 10 to 15 minutes, what I'm going to talk about is just how we connect your operations with our Samsara platform.

Our Mission and Outcomes

Sean McCann:
At the end of the day, our mission as a company and as a platform is to improve the safety, efficiency, and sustainability of the operations that power our global economy. From a public sector perspective, this is really relevant and really key to grant writing opportunities, because we do see grants for safety, efficiency, and sustainability out there today.

Let's talk about some of the outcomes that we work with our customers on. This isn't all the things we do, but these are some of the main ones. Our focus for public sector is all around safety and accident costs. What we're able to do is provide safety measures within our platform — and I'll show you that as we move through the presentation — to help reduce the amount of incidents on the roads and reduce the costs associated with those incidents.

Another area where we focus is fuel costs and fuel consumption. Fuel is one of the biggest line items on any balance sheet for any government entity, and we're able to take a very strategic look at how fuel is being used throughout your operation. We can drive efficiency up and costs down from a fuel perspective.

The last piece I'll talk about is asset utilization. We have customers in public sector with millions and millions of dollars worth of assets. Some of those assets become lost; some become stolen. What we're trying to do is track those assets so you're not taking those losses every single year from an asset utilization perspective.

Toward the bottom are some of the outcomes. We look at things like recognition and retention as a very key piece of our safety program. It's already very challenging to find and retain great operators within the fleets we work with. Being able to provide positive recognition based on safe driving will ultimately allow you to retain these folks and keep them within the operation for an extended period of time. We also have training programs that we build on top of our safety platform that allow drivers who maybe are good drivers but need some coaching throughout time to get to that safety record we're looking for.

Finally, sustainability and compliance — that's a big buzzword today with our customers, and we're able to do things with our platform to show how we could potentially look at our fleet to become an EV fleet in the future, and how we stay compliant and deliver the best outcomes and the best services to our citizens.

The Samsara Platform

Sean McCann:
Our platform is essentially built up of these points: vehicle telematics, which is a very important piece of what we do; video-based safety, which I spoke about a little bit; site visibility; smart trailers and equipment, which we talked about with asset tracking; connected workflows; and connected training.

I'll double-click on connected workflows for just a minute. A lot of our customers have a very arduous paper process to go through their day, and what we're starting to do with our customers — which is really saving millions and millions of dollars within their respective organizations — is digitizing the workflows that they do from a paper process today. I'm not going to drill into that in the rest of the presentation, but I didn't want to leave it out because it is one of those important aspects and a big cost-saving area where we see results with our customers.

At the end of the day, your operation is going to be made up of trucks, buses, cars, even yellow iron — anything that technically moves or has wheels, we can support with our platform. If you look at the gamut of public sector entities, you could have a fleet of 50 vehicles, a fleet of 10, or thousands. We work in all shapes and sizes of public sector.

Why the Samsara Platform Is Powerful

Sean McCann:
One of the things I wanted to touch on is just why we're so relevant in the market and why our platform is so powerful. We are a robust platform that ingests 10 trillion data points. With all that data we can make very, very good decisions from an AI perspective. We also have 85 billion API calls and 70 billion miles traveled, meaning that 98% of the roads traveled daily in North America have Samsara devices phoning home and reporting data metrics. There's really no place within North America where we can't provide real-time data and value of your assets and your vehicles with our technology.

We partner with a number of public sector organizations. This is not all of the organizations we partner with, but it's just a snapshot. We focus on anywhere from state government, local government, transportation, and education — both K-12 and higher education. Any public sector entity with any type of fleet or assets is where we focus, and we have over a thousand customers.

Customer Outcomes: Real Impact

Sean McCann:
When we're talking about outcomes, what's the real impact? This is where I think we tie it into the grant writing conversation. For these examples, we've saved real hard costs and driven efficiencies.

The first example is a 50% reduction in accidents for Canyons School District. That's significant over a fleet of 500 buses. If you look at Edison Township, we saved $100,000 annually in maintenance costs. I'll talk a little bit about how we do that, but maintenance is also a big-ticket item on any balance sheet.

We talked about fuel: City of Sacramento, $300,000 saved in fuel costs — and that was just in one year. Again, significant. That $300,000 can be reallocated toward something else to deliver better services to the citizens of the City of Sacramento. The last example here is $1 million in estimated tax dollars saved for the City of Allentown. That comes from a gamut of things — fuel efficiency, maintenance costs — but their total savings were a million dollars. The ROI on our technology and our platform is very, very fast, and these are real-world examples of how we did that.

Another use-case example is the City and County of Denver. They had rolled out a safety program, and the goal was to make their drivers as safe as possible on the streets. Essentially, what they were able to do within a short period of time was drive down their safety events by 94% with our platform. The two biggest pieces of those safety events were harsh driving and distracted driving, and we were able to drive those down by 99% for harsh driving and 98% for distracted driving. If you multiply that over almost 2,000 vehicles, that's significant savings — and it's also very significant because now these drivers are much safer on the roads, and we're reducing accidents and fatalities within the City and County of Denver. Again, very relevant to the grant writing process.

About Samsara

Sean McCann:
The last piece I want to talk about is just our company in general. We are a public company, listed on the New York Stock Exchange under the stock symbol IOT. We grow 30% year over year, we have $1.3 billion in annualized revenue, and we have a billion dollars of cash on the balance sheet. Why is that important? It's important because we take the revenue that we drive with our customers and reinvest it back into our business and our R&D. We do more R&D investment than our competitor does in total revenue. What that means is that since there are always new pain points and new problems we need to solve, because we innovate, we're able to work closely with our customers and continue to solve those problems to ultimately drive better outcomes for the constituents of that state, county, city, et cetera.

Platform Demo

Sean McCann:
I'm going to close with a quick demo. This is not going to be a live demo — I did take some screenshots. They're fairly recent, but for the sake of time I just wanted to do this with screenshots to make it a little bit easier for everyone to follow.

This is what our platform looks like. When you open up our tool and look in our platform, you're going to see basically your world. You have some green assets and some assets that are dark. The green ones mean powered on and moving — some are trailers, some are trucks. You can hover over these and get all the information you need. If I double-click into one of those vehicles, you'll start to see what that looks like. You can see vehicle 59901 is traveling at 54 miles per hour. I've got a view of what the road conditions look like, and if I were doing this in real time, you would actually see that arrow traveling on the road in real time.

You can also add map layers as well. We can look at traffic patterns; we can look at weather patterns. A great example of this would be if there's a storm coming in and our drivers are going from point A to point B — let's take a look at that and reroute them around the storm so they potentially will have a safer experience delivering whatever they're delivering at that point in time.

The other piece we continue to drill down into is diagnostics. This is really where we talk about reducing the amount of dollars you spend on maintenance and service. Here's an example: I can see that the seatbelt is buckled, the engine state is running with the engine hours showing, and I could also see that the check engine light is on. That might be a situation where, if a check engine light pops on, you have to take that vehicle out of service and bring it in to have it looked at. In this situation, you can continue to drill down and see there are some active faults — we have a P1450 fault. Let's take a look at what that is.

There's a little button toward the bottom right of the screen — it kind of looks like a fingerprint. If you click on that, you can actually ask our AI tool, Samsara Assistant, “Hey, how do I fix P1450?” and it will actually spit out what the error code is and then some troubleshooting things you can do to clear that error code and have the check engine light come off. In this case, this is a minor issue. So this is a situation where, nine times out of 10, we'd pull this vehicle, add it to a service queue to get looked at — which there's a cost associated with. In this situation, we can just call the driver and say, “Hey, next time you fuel up, can you just check the gas cap and make sure that's on properly?” That might wipe away this error code. If you compile this over thousands of vehicles, you can see that these small little things all add up, and that's really how we drive the efficiencies with our platform.

The other piece is safety — what I was talking about earlier. This is basically an overall view of your safety profile for your organization. You can see that, for example, harsh driving events: there were five total events last week, and that's gone up 500%. We could potentially look and just see how our fleet is operating overall from a safety perspective, and then we can do some coaching and put some corrective action in place.

This is our safety inbox. We could see we've had a couple of events in the last seven days — we've had a no-seatbelt event and a rolling-stop event. Let's just examine the no-seatbelt event and double-click into that. We could see that yes, indeed, this individual was driving with no seatbelt on. This is a situation where we can apply some coaching, we can set off an alert and say, “Hey, you need to put your seatbelt on.” There's a bunch of actions you could take on this. When I talk about safety, it's really just trying to monitor the drivers and make sure they're doing things in the right manner — they're not driving distracted, they're not looking at their phone, their seatbelts are on, they're not speeding, all those things. That's basically how we handle safety with our platform.

Let's talk a little bit about fuel and energy. An example here: when I was talking about fuel and what a big-ticket item that is on any expense sheet — in this situation in the month of March, you could see that there were 9,620 gallons wasted on idling vehicles. If you multiply that number by how much it costs per gallon for fuel, you can see your savings right there pretty significantly. What we'll do is look at the fleet, look at vehicles that are idling over extended periods of time, and set off alerts. We'll try to decrease the amount of idling, among other things, to help drive fuel savings and efficiency.

The last slide, again — EV suitability. I talked about this briefly at the beginning, but this is an example if you do have a grant that you're writing for EV suitability. Once we are in your fleet and we have the data, we can make good decisions on which parts of the fleet are suitable for EV, meaning that, based on the driving patterns, based on charging stations within the area, all those things need to be considered when you want to take a traditional gas-powered fleet or diesel-powered fleet and turn that into an EV fleet. In this case, 72% of the fleet, based on the data we have, is suitable for electric vehicles.

That's it for me. I want to turn it back over to you, Michael. I just wanted to thank everyone for the time, and if there's any opportunity — if you want to double-click and drill down more into the Samsara platform — please let us know. We'd be happy to do so.

Michael Paddock:
Great, thanks very much, Sean. Really a great example of leveraging a wide range of different technologies to connect everything together and provide a simplified view of an entire operation. Thanks very much for that. Now we're going to turn it over to Shannon Day to take us through an overview of grant funding, and she'll be joined by Joseph Phelan as well. So Shannon, you want to kick us off?

Overview of Grant Funding

Shannon Day:
Absolutely. Thank you, Michael, and thank you, Sean — that was really cool. We are going to start by looking at the various sources of grant funding for public agencies. But before we do that, it's important to acknowledge the current status of federal grant funding.

Many federal grant programs are temporarily paused while the various agencies review their Notices of Funding Opportunities, or NOFOs, to ensure that they and the language within them align with the present administration's priorities. Grants Office is proactively monitoring these developments. You can check out our website — you can find all sorts of resources, including a continuously updated blog post. We have done GrantCasts on the subject, and we may be doing more GrantCasts in the future, so it's a good idea to check out our website for any updates. Maintaining awareness of the status of federal grants is very important because it's the largest source of grant funding for public sector organizations.

Three Main Categories of Grant Funding

Shannon Day:
When we talk about grants and grant funding, we're talking about monies that are offered to eligible parties to accomplish projects that are in alignment with a particular funder's desired outcomes, and those outcomes vary greatly. There are three main categories: federal funders, state funders, and foundation funders.

The largest by far in terms of overall funding available comes from the federal government. A little over $700 billion a year is available from 26 federal grant-making agencies through a variety of competitive, entitlement, pass-through, or cooperative agreement grant opportunities. Federal grants tend to be much more competitive in that they draw from a nationwide pool of applicants, and in exchange for that, they have larger award sizes — but they also have more complex application processes.

Next down we have state agencies. These, in contrast, tend to be a little less competitive. Applicants are limited to a specific state, and the application process is usually a little less involved. But funds tend to be a little more limited, so it really comes down to the state how plentiful those funds are. For example, some states invest heavily in public safety grants; some less so. Federal and state agencies collectively provide public grant funding, meaning they are financed through public tax dollars. Consequently, these grants are subject to regulations governing their utilization.

Finally, rounding out the available grant funding landscape are private grant funders. These can be corporations, families, even individual shared interests, or community foundations. These foundation grant opportunities really run the gamut from small to large in award size, and they're just as varied in terms of competitiveness. Generally, we find that foundation funding is primarily for nonprofits and 501(c)(3)s. While there is some foundation funding out there for public entities, it's really not common — so you'll want to keep your eyes open for any local foundations that may align with what your agency is trying to accomplish.

A Note on Sanctuary Jurisdictions and State Pass-Through Funding

Shannon Day:
I do also want to briefly address — because you may be seeing stories pop up in the news — that the Department of Justice is threatening to withhold funding from so-called sanctuary jurisdictions. There's no legal definition of what constitutes a sanctuary jurisdiction, but unofficially it's a state, a county, a city, or a town that has policies to protect undocumented immigrants. We did see this happen back during the first Trump administration in 2016, with federal funds being tied up in courts, but those funds were eventually released.

When we talk about state grant funding, we're not only talking about grants funded through the state budget — as I mentioned, those vary pretty greatly — but we're also talking about federal pass-through funding. These latter grants (I'll talk about one or two later on) are programs that are federally funded, but applicants apply through their state. Ergo, “pass-through.” Those are the ones that may be in danger of being tied up in courts.

Today's Focus: Federal and State Public Safety Funding

Shannon Day:
That said, today we're going to focus primarily on federal funding. I'm going to touch a little bit on state opportunities, so you can get an idea of what may be available for your agencies. The top funding agencies for public safety initiatives are the Department of Justice and the Department of Homeland Security. Some of the funding offices within these agencies include the Bureau of Justice Assistance, the Office on Violence Against Women, the Office of Community Oriented Policing Services, and FEMA — there are quite a few others. The DOJ focuses funding on criminal justice initiatives like law

enforcement, and DHS provides funding for other first responder agencies like fire and EMS in addition to law enforcement agencies.

How to Tell if a Grant Is Technology-Friendly

Grants for Technology vs. Technology-Friendly Grants

Shannon Day:
How can we tell if a grant is friendly for your Samsara needs? You want to understand that grants broadly divide into two categories: those specifically for a technology solution, and those for every other purpose.

It's important to understand that grants explicitly funding technology are pretty rare. A customer seeking funding for body-worn cameras, for example, would have a hard time finding grants solely for that product if they set out Googling “grants for body cameras.” This is because grant funders focus on the desired social impact rather than the specific technological means to achieve it.

Far more common, as you can see, are technology-friendly grants. Grant funders prioritize projects with a holistic approach — such as increasing traffic safety utilizing dashcams and license plate readers — rather than solely funding the technology itself.

While there are occasionally grants created to fund specific technology solutions like body-worn cameras, they are very rare. By overlooking those other grants on the right of your screen — the grants that don't explicitly mention technology but will definitely fund it within a comprehensive project — you may be leaving funding on the table.

We aim to prevent this by revealing the wider range of tech funding possibilities. We encourage you to think creatively about how your needed solution can be part of a wider project. How can the solution fit in as just another tool in your toolbox to do the work that you do, along with the other things you may need — like training, as Sean mentioned, contractual services, staffing, supplies, et cetera — so you're building a holistic project? This strategic approach significantly expands your grant opportunities and increases your chances of securing funding. Always remember: grants fund projects, not just products.

Determining Tech-Friendliness: What to Look For

Shannon Day:
Understanding how certain types of grants support specific technology solutions: how can we really determine if a grant is tech-friendly? When looking at potential grants that can fund technology, one of the most important steps you can take is to check the grant's guidance. This usually comes in the form of a Request for Proposals, or RFP — sometimes they're called NOFOs, sometimes they're called RFAs. As

with most fields, grants love their acronyms. Anyway, it's application guidance. You want to review this document for information such as deadlines, funding information, application instructions, budget information, and whatever other information you may need to know.

What we really want to know is if the grant is tech-friendly. We usually check the allowable or unallowable expenses for the grant. Funders are usually pretty specific about what the grant can or cannot be used for. Grants that list specific allowable technologies to be purchased or even installed can be considered tech-friendly. We should also read between the lines when it comes to the priorities of the program. If we have a specific project in mind that can utilize technology, it's imperative that we make sure our project's goals and missions are fully aligned with the program's objectives. Critically and objectively assessing whether your technology directly addresses the program's intended outcomes will help your project be successful.

We can also get a better sense of whether a grant is truly technology-friendly by looking at what sort of projects the program has funded in previous cycles. These past funded projects can usually be seen on the funder's website. Sometimes this information may not be available — it really depends on the grant or the funder. We also want to look at how the program has leveraged technology solutions in the past to fulfill its mission, through those past projects. If those past funded projects are not readily available, you can always reach out to the funder directly or even submit a Freedom of Information Act request for that information.

Federal and State Public Safety Programs

Shannon Day:
In a little bit, as Michael mentioned, Joe is going to talk to you about grants that support smart transportation initiatives. But before that, I want to talk about some public safety opportunities — and the public safety component of transportation safety, because interoperability is key.

Edward Byrne Memorial Justice Assistance Grant (JAG)

Shannon Day:
The first grant here is one of those pass-through grants I mentioned: it's the Edward Byrne Memorial Justice Assistance Grant, or JAG. It is the primary provider of federal criminal justice funding to state and local jurisdictions, providing the critical funding necessary to support a range of program areas — including law enforcement, prosecution and courts, prevention and education, corrections, drug treatment, technology improvement programs, et cetera.

JAG funding is available across two funding areas: there is JAG Local and JAG State. Both programs are funded through a formula. States and localities receive funds based on their resident population and on violent crime data reported to the FBI. Based on this information, local governments may receive

formula funding anywhere from $10,000 and up, depending on that formula. If a local government is on the local list, they apply directly to the Bureau of Justice Assistance each year.

If your jurisdiction doesn't receive a direct JAG allocation, you may be eligible to receive JAG funding through your state. Each state designates a single State Administering Agency, or SAA, to administer JAG funding and other criminal justice funding. States are required to pass through a certain percentage of their annual JAG allocation to local jurisdictions; this percentage varies by state. Otherwise, states have a pretty good amount of flexibility with how JAG funds are used, which means there may be a lot of variation from state to state and even from year to year.

For example, a state may opt to distribute funds to multijurisdictional task forces every year — that's what they do with their JAG funding — or a state may opt to host a competitive JAG program for law enforcement equipment one year and then distribute formula funds for community outreach the next. You'll want to keep an eye on what your state is doing. States are also required to open their JAG plans for public review and comment, so you also want to make sure you are reviewing that and advocating for your department and for your community's needs.

State Funding Examples

Shannon Day:
As I mentioned, state funding for public safety and first responders really varies a lot. I've provided a few examples here to demonstrate what I talked about regarding how to determine the tech-friendliness of a grant.

First, the Illinois Law Enforcement Camera Grant Program — that's an easy one. It's right in the name. But what kind of cameras? That's where checking the program page and the application guidance, looking for more information — that's where the importance comes in. For example, this program used to be just for police body cameras, but they recently expanded it to include dashcams.

Next, the Arkansas Department of Public Safety Equipment Grant is a little less specific, but it is clearly for equipment or technology. Again, you want to look at the guidance and say, “Hey, what kind of equipment can we get with this grant? What kind of technology solutions will this grant fund?”

Finally, the Washington Association of Sheriffs and Police Chiefs Traffic Safety Grants. Every state — I want to mention, every state — does get pass-through funding for traffic safety law enforcement initiatives. This is not that. This is a state-funded program, but it's similar. The traffic safety grants in Washington, in the title, don't mention equipment or technology — they mention traffic safety, that social outcome we talked about. The grant may fund the equipment you need to attain that outcome. In this case, looking at the grant guidance, we see that it will fund traffic enforcement equipment,

including LIDARs, radars, in-car video systems, rear antennas, scanners, printers, and the like — the equipment law enforcement needs to do their job when it comes to traffic safety.

Where to Find State Opportunities

Shannon Day:
On the right of our screen, I've provided a couple of resources to get you started in how you can find grant opportunities in your particular state. Because there are 50 states, there are 50 ways to go about it — but you can start with those SAAs that I mentioned. They administer pass-through grants through the Department of Justice and through the Department of Homeland Security. The verbiage is slightly different, but they're both called SAAs.

These agencies usually also administer state-funded public safety opportunities, so they're a really good place to start. You want to find your agencies and join their email subscription service or listserv so you know when a grant opportunity is available.

We also find a lot of state opportunities in places we wouldn't initially think of when we're thinking about public safety funding, so you want to get creative — think (I hate to say it) outside the box. In addition to the above agencies, think about Departments of Commerce; we see a lot of public safety funding through Departments of Commerce. We also see Departments of Transportation — that's a little easier. We also see Departments of Conservation and environmental impact for things like fire grants. Again, think creatively. Those are just a few off the top of my head; you know your states better than I do. That's a great place to start, and hopefully it can get your brain juices flowing thinking about state funding.

Assistance to Firefighters Grants (AFG) and Traffic Preemption

Shannon Day:
Finally, I haven't forgotten — I do want to talk about fire and EMS response. The Assistance to Firefighters Grant, or AFG, can be used for the purchase of fire trucks and ambulances, which may be equipped with emitters that communicate with receiving devices on traffic signals. This is referred to as either traffic priority or preemption — preemption is the more common verbiage.

When an emitter is activated, the device causes the traffic lights in the path of that emergency response vehicle to immediately cycle and grant the right of way in the direction the vehicle is traveling. These preemptive signals allow emergency vehicles to get to scenes faster. They clear the path for the vehicle, and can also improve safety by giving a red light to all other lights at that intersection, so no traffic impedes an emergency vehicle or, God forbid, causes a traffic accident. Clearly, departments purchasing vehicles equipped with this preemption technology want to work with their local Department of

Transportation to ensure that this preemption technology actually exists within the municipality or is planned.

This is where I will turn it over to Joseph, who will take over talking about those transportation initiatives. Thank you, everyone.

Federal Transportation Grant Programs

Joseph Phelan:
Thank you so much, Shannon. I appreciate that valuable information. For today, we'll speak about four different programs that are transportation-related — whether it's rail, transit, or just surface transportation. These are four programs that are going to come out in the next 10 months or so. We're still kind of in the waiting game as far as when future rounds of funding will be announced from the DOT, the Federal Highway Administration, or even the Department of Homeland Security.

Safe Streets and Roads for All (SS4A)

Joseph Phelan:
We did actually get some clarity about this specific program — Safe Streets and Roads for All — just this week. We anticipate a NOFO to be released sometime this month, before the end of the month, for the next round of funding under Safe Streets and Roads for All. There's still a little bit of a couple billion left in the program, which was part of the IIJA back at the end of 2021 when it was passed, and we've seen it be funded in fiscal years 2022, 2023, and 2024. As far as the timeframe, it looks like the deadline is going to be June 26, 2025, for this program.

How the NOFO will read as far as the different aspects of the grant program hasn't been clear yet. However, we do anticipate the NOFO to be released sometime by the end of this month. The goal of this program is really to help improve overall roadway safety through various initiatives. These action plans are the root of it, so those planning action plans that any applicant who would hope to receive funding for any type of demonstration activities would be required to have an action plan in place. This program is open to all types of local governments, metropolitan planning organizations, tribal governments, counties, transit agencies, and the like.

There are two project types: the planning and demonstration grants — those are going to be the action plans — and then within those action plans, you're allowed to pilot various technologies to help improve the safety benefits of that technology for the community. These are basically technologies that are commercially available but not yet adopted in the community. There are a ton of examples, whether it's variable speed limits, speed safety camera installations, retrofitting public transit with cameras, intelligent speed assist, adaptive lighting, adaptive signal timing, in-vehicle safety warnings for wrong-way driving alerts, intelligent transportation systems, or vehicle-to-infrastructure technologies. There's a

ton of eligible technology for these Safe Streets and Roads for All demonstration activities, under the planning and demonstration grants as well as the implementation grants.

There's definitely more — the larger grants — for the implementation. There are a ton of eligible technologies to help promote the adoption of innovative technologies and strategies in order to promote safety, as well as to protect vulnerable road users in high-traffic areas where commercial motor vehicles, pedestrians, bicyclists, and motorcyclists interact. Those are going to be eligible for those implementation grant activities. The award amount is going to range from $100,000 to $25 million, so it's a pretty wide gap. However, the implementation grants are going to be the higher amount — up to $25 million — whereas the planning and demonstration grants are going to be the lower amount. There is a 20% cost share required for Safe Streets and Roads for All.

This is a program that has seen a lot of activity as far as successful applications. The action plan is an important aspect of it: you need to have a plan in place to provide some implementation of these technologies in order to receive funding. We have seen a lot of success with applicants over the last few years, and there should be some additional rounds of funding for Safe Streets and Roads for All moving forward. There was — with the new administration, with some of the equity and climate mentions in NOFOs — that's what we're kind of waiting to see: exactly how the NOFO will be changed this year. However, the goal of this program really is just to improve roadway safety, so there's a ton of eligible technology that's going to be included.

Transit Security Grant Program (TSGP)

Joseph Phelan:
This next program comes from the Department of Homeland Security: the Transit Security Grant Program. Those eligible for this program are public transportation agencies that serve historically eligible Urban Area Security Initiative jurisdictions. Think about the major metropolitan areas throughout the country — those public transportation agencies are eligible to apply for the Transit Security Grant Program. Basically, any type of intercity bus or commuter bus, ferries, or passenger rail. These funds will allow them to protect this critical surface transportation infrastructure, as well as the public, through various cybersecurity initiatives and physical security upgrades.

The focus of this program is pretty self-explanatory as far as what it will fund: cybersecurity as well as physical security upgrades. In 2024, there was just under $84 million made available under this program, with applications due in June. We've followed a similar path this year as last year as far as the budget being passed from the federal level. There was a little bit of a delay last year with the passage of the Department of Homeland Security aspect of the budget, which had that June 24, 2024 deadline. We do anticipate a similar deadline for this program near the end of June. However, more clarity will exist in the next couple of weeks or couple of months, depending on where things stand from the Department

of Homeland Security. We do anticipate the same amount of funding to be available, and no cost share is required for the Transit Security Grant Program.

Port Security Grant Program (PSGP)

Joseph Phelan:
In relation to the Transit Security Grant Program, there's also the Port Security Grant Program, which actually opens up the pool for more applicants. Port authorities are eligible to apply, as well as state and local government agencies, but facility operators are also eligible — so for-profit organizations can take advantage of these funds. It's really focused on port-wide risk management and protection of those critical surface transportation infrastructures from various forms of terrorism, major disasters, and emergencies. It helps enhance the cybersecurity of the port or the protection of soft targets and crowded places.

Last year there was $90 million available, and there is a cost share for this program. There's a 25% match for public sector applicants, and for private sector applicants it's going to be a 50% cost share required. Similar to the Transit Security Grant Program, we're looking at a June 2025 deadline — last year was toward the end of June, so we do anticipate a similar timeframe. That's our best guess as of now; however, that could change, and we'll definitely learn more information in the coming weeks.

BUILD (Better Utilizing Investments to Leverage Development)

Joseph Phelan:
The last grant program comes from the U.S. Department of Transportation: Better Utilizing Investments to Leverage Development, otherwise known as BUILD. It was renamed BUILD — it used to be called RAISE, and it's been called TIGER in the past as well, but now it's called BUILD. There was a deadline earlier this year.

Basically, these grants go toward all types of transportation infrastructure projects, with the real focus on having significant local or regional impact. These grants are going to be capital projects — there's also money out there for planning projects, but for the purpose of the conversation, we can focus on the capital projects side of things. You're going to have highway or bridge projects, public transportation projects, passenger and freight rail transportation projects, and port infrastructure investments. There is a minimum amount for rural areas, which is $1 million — each project needs to be at least $1 million for rural areas — and $5 million for urban areas.

This program definitely encourages innovation. At least one component of the project needs to have innovation; that's part of the metric criteria for the BUILD grant program. So it could be improved safety using advanced driver assistance systems on public transit vehicles, any type of sensors to monitor real-time conditions of pavement quality, crosswalks, transit headways, digitized various current

management to optimize use across different purposes and modes, or detection systems on railroads to target and deter trespassing. It's pretty widespread as far as what type of technologies are eligible under the BUILD program.

We do anticipate this grant program returning toward the end of this year, with a deadline in early 2026. That's what we've seen in recent years, especially considering this program has been adjusted to reflect the current administration's priorities — as far as removing some of the equity piece that the RAISE grant program focused on, as well as climate. As far as eligibility goes, any type of state government is going to be eligible, as well as tribes, transit agencies, port authorities, and counties. They're all eligible to apply for BUILD.

Grant Readiness Tips and Tricks

Joseph Phelan:
Those were some of the grant programs that exist right now that Shannon and I spoke about, which touch on the various safety and smart city initiatives that an organization would like to receive funding for. But how you go about that is another thing entirely, so I definitely wanted to leave you with some tips and tricks before we pass it back to Michael to talk through some questions that may have come in during our presentation.

1. Know Your Need

Joseph Phelan:
To get your organization grant-ready, it's pretty important to start with just why you need funding. Know your need: Why are you grant-seeking? Is there a specific piece of equipment, a program, or a project you wish to finance, and how will grant funding help you achieve these objectives? Knowing your need will allow you to know exactly where to look — whether it's a federal program or a state program. The size of your need might determine where to apply; as Shannon mentioned, sometimes federal grants are going to be larger in scope than state grants. What your need is and how you establish that is going to go a long way toward knowing what grants to pursue and how to approach that grant application.

2. Identify Your Team

Joseph Phelan:
Next is to identify team members. Assembling the project team is going to be very essential because sometimes these grants can be complex, as Shannon mentioned — some of them are going to be 30, 40, 50 pages worth of narrative. There might be a benefit-cost analysis, especially if it's a Department of Transportation grant or a Federal Highway Administration grant. The number of people who need to be

involved in the actual grant-seeking team is going to be pretty substantial, and it's going to be important and imperative to your application.

Definitely assemble your grant-seeking team early in the process, assign various responsibility roles, and make sure that there's accountability in place for a more seamless process. Consider building in checks and balances for large or important pieces of the application. That's definitely going to be an important aspect.

3. Establish a Plan

Joseph Phelan:
Next is a plan. Establishing a plan is essential for a successful grant-seeking endeavor. Be sure to include time in the schedule for when things don't quite go to plan — like website portals being out of commission for a period of time, someone calling out sick, or someone being on vacation during the time. Grants are a pretty quick process; it might be six to eight weeks, depending on what grant you're applying for. The process is a quick turnaround, so you have to be sure you're accounting for all those potential mishaps or schedule conflicts along the way.

4. Complete Registrations

Joseph Phelan:
Then, complete registration. As you'll see with a lot of different grants, there are different types of requirements to register for various federal or state authorizations. Making sure that you're up to date with your various portals and registrations goes a long way as well — especially because you can do that as soon as possible when it comes to making sure that you have everything in order to apply for the grant when the application does come out. That's one of the things we definitely are learning right now with the current review of the applications: we don't know exactly when these grant programs are going to open. However, there are things you can do right now to be prepared for when they do open, and making sure that all the registrations are complete will go a long way.

5. Gather Required Documents in Advance

Joseph Phelan:
Once you have those registrations done, make sure you have all the required documents. A lot of the federal grants are going to have various standard forms, lobbying forms, budget forms, and the like. Making sure that's something you can access whenever — you don't have to wait for the NOFO to be released. You can look into the history of the program you're looking for funding from and have that information ready, those forms filled out, well in advance of when the NOFO is released. Those are just a few tips to get your organization grant-ready. We definitely wanted to leave you with some more

information as far as getting yourself grant-ready for your organization. With that, I'll pass it back to Michael.

Q&A Session

Michael Paddock:
Great, thanks very much, Sean, Shannon, and Joseph — great presentations. I did forewarn everybody that we have a lot of content to get through today, but we do have a little time for questions.

Q1: Will the recording be available?

Michael Paddock:
The first question that seems to be coming through quite a bit is: will the recording be available? If you look at the chat, you see that Kate has added the link to the recording. It will be available at the close of business today, along with any other resources — the slides, for example — but also the replay of today's session.

Q2: How does DOGE impact some of these funding sources?

Michael Paddock:
This one is probably for Shannon: how does DOGE impact some of these funding sources we've been talking about?

Shannon Day:
DOGE is a new department. When we're looking at federal grants specifically, there are mandatory and discretionary grants. I think where we're going to see the most impact is with those discretionary grants, because it's in the name — department heads have more discretion in what those types of grants will fund, what their priorities will be, et cetera. Mandated grants are exactly that: they are mandated through an act of Congress usually, and those are a lot harder to change because, again, they are mandated by Congress.

So while DOGE is a department at the federal level, Congress has the power of the purse. We're going to wait and see what the priorities are as these grants start to reopen, but I don't foresee a whole lot of change with the overarching goals of the programs — especially on the public safety side of things, and also, as Joe mentioned, on the transit side of things. Public safety and transportation are bipartisan. I don't foresee a whole lot of change. We're mostly going to see change in some of the language.

Michael Paddock:
Hopefully that helps answer your question. I want to let everyone know too that we're going to be doing a special conversation continuing the conversation around the 2025 continuing resolution that's going to extend federal funding through the end of federal fiscal year 2025. We'll be doing that in a couple of

weeks, so stay tuned for that — just a 30-minute, maybe 40-minute conversation that kind of goes through what is going to be included from a funding perspective. We're seeing most of that funding maintained for the remainder of 2025, up through September 30, 2025, and then we'll see how things shake out as the budget process begins once again for fiscal year 2026.

Q3: Are school district bus systems eligible for the Transit Security Grant Program?

Michael Paddock:
The next question that came in — this one is more for Joseph: are school district bus systems eligible for the Transit Security Grant Program?

Joseph Phelan:
Unfortunately, they are not eligible, and for a lot of the federal transit grant programs, you wouldn't be eligible from a school district perspective. But there definitely are some grants out there for school buses. So, definitely not the Transit Security one, but there are definitely grant programs out there that could fund school buses — at the federal landscape level, would you say?

Michael Paddock:
Definitely. Great.

Q4: How can attendees reach out to Samsara?

Michael Paddock:
Other questions that have come in — actually this one came in for Sean: if we wanted to reach out to Samsara, can we get an email address or other contact information? Is there someone, Sean, they should reach out to?

Sean McCann:
If they want to get a demo of the Samsara solution, sure, absolutely. They can reach out to me. My email is sean.mccann@samsara.com. I'll put that in the chat as well.

Michael Paddock:
Perfect, thanks Kate — she's on it. Great, thanks Kate.

Closing

Michael Paddock:
That's all the questions we have, unless anyone has any additional questions. I want to very much thank our panelists, Sean McCann, Shannon Day, and Joseph Phelan, for sharing your knowledge and insights with us and helping us better understand this topic. Big thanks to Samsara for sponsoring today's session and making it possible to bring you this information. And to all of you, I want to thank you for

your participation and for your attention in today's session. I hope you found this a valuable use of your time, and we'll look forward to seeing you again on a future webcast. Have a great day, everybody.

— End of Transcript —

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