



RFP #22-005
Grant Writing and
Grant Administration
Services

Presentation to Key West City Commission
January 4, 2023

City Officials & Staff + Langton Consulting = Millions \$\$\$ in Grant Awards!

- Over \$23.3 million in just the last three years!
- Notable projects include:
 - Fogarty & 3rd Stormwater - \$6.3 million
 - Keys Overnight Temporary Shelter (KOTS) - \$4.3 million
 - Force Main Relocation - \$3.5 million
 - City-wide Tide Valves - \$3 million
- Nearly \$2 million for planning efforts addressing resiliency
- Nearly a half-million for Police & Fire Departments
- Several tourism development grants totaling almost \$1.3 million

Your own statements of appreciation demonstrate our City/Consultant Team success:

“Must be Friday afternoon. The money gods have rained down on us again. \$5 million.”

– *Mark Finigan, Former Finance Director*

“Just wanted to let you know that the TDC fully funded the Mallory Restrooms project. Great job Team!!!!!! Congrats on another great application.”

– *Carolyn Sheldon, Senior Grants Administrator*

“...We have an opportunity to meet with these two incredibly knowledgeable women from Langton every year... and they truly are some of the most knowledgeable people that I have ever met in grant funding... We’ve got a great team here...”

– *Teri Johnston, Mayor*

“I really appreciate the professionalism that your group brings to the table... I think we all agree that having the professionalism and strong leadership in the organization is really key for us... Thank you for what you’re doing.”

– *Samuel Kaufman, Commissioner*

Established Working Trust and Rapport

Why start again with a new firm?

Our existing relationships include the following:

- Teri Johnston, Mayor
- Mary Lou Hoover, City Commissioner
- Samuel Kaufman, City Commissioner
- Clayton Lopez, City Commissioner
- Billy Wardlow, City Commissioner
- Jimmy Weekley, City Commissioner
- Patti McLauchlin, City Manager
- Todd Stoughton, Assistant City Manager
- Albi Balliu, Senior Project Manager
- Christina Bervaldi, Finance Director
- Sean Brandenburg, KWPD Chief of Police
- Kelly Crowe, Utilities Director
- Katie Halloran, City Planner
- Keith Hernandez, Division Chief, EMS
- Alison Higgins, Sustainability Coordinator
- Elizabeth Ignoffo, Contract & Permit Engineer
- Steve McAlearney, Director of Port and Marine Services
- Karen Olson, Deputy Director of Port and Marine Services
- Carolyn Sheldon, Senior Grants Administrator
- Randy Smith, KWPD Administrative Bureau Captain
- JR Torres, KWPD Operations Bureau Captain
- Karen Wilman, Senior Construction Manager

We Welcome the Opportunity for Expansion

- Grant Administration and Technical Assistance Services will alleviate burdens on Staff
- Training Programs and Workshops will facilitate a more knowledgeable Staff and effective overall Grants Program
- Our approved 2023 Strategic Grants Plan, with new and improved procedural mechanisms, will even further streamline our implementation process

Why Choose Langton Again?

- Nearly a decade of experience together = high level of familiarity with City needs, priorities, and processes
- We know your Leadership. We know your Staff.
- You may judge our performance based on our proven successes and not just promises for the future

*WE WOULD GREATLY APPRECIATE YOUR VOTE TO
CONTINUE OUR WINNING TEAM!*