

# CAPABILITY STATEMENT



KIM JOYCE  
& ASSOCIATES, LLC

www.kimjoyceandassociates.com



At KJA, we understand there are an infinite number of challenges for any government entity to address with high competition for finite resources. We provide the competitive edge you need to maximize your funding success. We will internalize your vision, priorities, and goals with a view toward advancing community impacts by way of successful funding of projects and programs. Our Government Team has over 50 years of government and public experience and understands government structure and organization, complexities of the government decision-making process, responsibility and accountability to the public, and the need for community input in various projects and programs.

## Core Competencies

**Grant Readiness:** The KJA team will help you gain a competitive edge through project gap analysis to ensure your organization is ready to apply for any grant.

**Grants Research:** Our expert team will identify federal and state grants that align with your projects and program priorities.

**Grant Consulting:** We excel at developing funding and matching funds strategies for your projects to maximize funding opportunities, and support your subject matter experts (planners, engineers, etc.) in developing competitive federal and state grant applications. We specialize in small rural or urban communities, quasi-government entities (utilities), government authorities, regional government associations, and more.

**Grant Writing:** We work collaboratively and closely with our clients to develop competitive grant proposals that win.

**Post Award Grant Management and Compliance:** We will collaborate with your finance department for all federal grant projects to ensure compliance and reporting as required. KJA has managed more than \$44M in grants for our clients.

**Tailored Training:** We provide customized training across the full spectrum of the grant lifecycle.

## Performance

Through research, consultation, and grant writing a sampling of grants we have helped our government clients find and win in FY24 include:

- U.S. Department of Energy (Planning): \$10.4M
- U.S. Department of Transportation RAISE (Planning): \$500K
- U.S. Economic Development Administration (Capital): \$5M
- Land and Water Conservation Fund (Capital): \$504K
- Arizona Parks and Trails (Capital): \$125K
- Federal Transit Administration (Capital): \$127K
- Arizona Tribal Grant to Governments (Capital): \$124K
- Community Block Development Grant (Capital): \$311K

### **FY25/26 Grants Pending/Planned:**

- U.S. Economic Development Administration (Planning): \$370K
- U.S. Department of Transportation Rural and Tribal (Planning): \$750K
- National Telecommunications and Information Administration (Tribal Program): \$2M
- Arizona Department of Transportation SMART (Planning): \$350K
- U.S. Economic Development Administration (Capital): \$3M
- U.S. Department of Transportation RAISE (Capital): \$25M

In total, KJA has helped our clients secure more than \$429,000,000 in grant awards.

## Why Choose KJA?

- Our full-time, dedicated KJA team (we do not utilize subcontractors) provides seamless, white-glove customer service throughout the grant life cycle, delivering results-driven solutions for our clients.
- We have a proven track record helping our clients develop long range strategies to maximize funding opportunities at the highest level.
- One stop shop - KJA has the capacity and expertise to research, strategize, write, and win grant awards, as well as conduct program evaluation, and provide post-award grants management and compliance under one company.

## Primary NAICS & UNSPSC Codes

**541611:** Administrative Management and General Management Consulting Services

**541618:** Other Management Consulting Services

**821115:** Technical Writing

**841015:** Development Assistance

**80101509:** Government affairs and community relations consultation service

**80111621:** Temporary research and development services

**93151508:** Government Department Services

## Company Snapshot

**UEI:** F2TWABG59RF3 | **CAGE:** 96PT8

**EIN:** 45-4065099

**City of Scottsdale Business License #:** 1138385

**NAICS:** 561410

**Contact:** Mandy Rossi, Government Division Manager

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Scottsdale, AZ 85260

**Work Area:** Nationwide

### **Additional Certifications & Association Affiliations:**

- Woman Owned Small Business (WOSB) by the SBA
- Women's Business Enterprise (WBENC)
- Grant Professional Certified (GPC)
- Grant Professional Association (GPA) and Approved GPA Trainers
- National Grants Management Association (NGMA) CAPP Partner