



### **The Challenge**

Avondale faced rapid growth that placed tremendous pressure on city services, creating traffic problems that hindered economic development.

### **The Solution**

The city used eCivis' Grants Network: Research to help locate grants to fund local transit and highway projects, including an I-10 expansion project.

### **The Results**

Avondale doubled the dollar value of grants received in its first two years using eCivis.

## **The Municipality: Avondale**

Avondale, Arizona, located on the west side of the Phoenix metropolitan area, boasts a population of 70,000 people.

## **The Challenge: Rapid Growth Strains City Staff and Transportation**

When the city of Avondale began pursuing grants information, department representatives found that there were a number of redundancies. According to Grants Administrator Janeen Gaskins, "Monitoring was the biggest issue. There wasn't anyone in charge, so the police might not talk with the IT people about whether a project they wanted to fund with a grant would even work with the city's system. On the flip side, two departments could pursue the same grant. It was a free-for-all. Avondale was growing so fast that all our departments were short-staffed. We needed to centralize the process and find a more efficient way to identify and manage grant opportunities for the whole city."

While growth affected city government staffing resources, traffic also became an economic development issue for Avondale and the neighboring cities of Goodyear, Buckeye, and Tolleson. Three of these cities had doubled in population size over the course of five years, which caused significant traffic issues.

## **The Solution: Avondale Turns to eCivis**

Avondale chose eCivis' Grants Network: Research to help find grants relevant to city needs and to streamline the grants process. Gaskins coordinated the efforts for the entire city. "Now I have searches set up for the departments. I can quickly get information and shoot it out to the right person," said Gaskins. "If it weren't for eCivis ... it simply wouldn't be possible [for us] to do the research. The search feature and summaries save 90 percent of the time we used to spend going through each grant."

The city also took advantage of the Grants Network: Research email alert feature to keep them abreast of the latest grant opportunities. An eCivis alert notified Gaskins about funding available through the federal Department of Transportation. "I went back to eCivis and pulled all the information we needed, then coordinated with the state to seek funds for an I-10 expansion project," said Gaskins.

## **The Results: Grant Awards Double Through Cooperation**

After Avondale began using Grants Network: Research, the city's annual competitive grant revenue grew from \$1.5 million to \$3 million after five years.

eCivis also helped make it possible for Avondale to work with the state to pursue grant funding for essential city projects. Gaskins wrote the application, and Arizona applied for federal highway funds for the I-10 expansion project. "Using eCivis on this project has really enhanced collaboration between our city and the state," said Gaskins.



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**Janeen Gaskins**  
Grants Administrator