

Insight + Creativity = Cost Savings



Bluff Lake Nature Center, Denver, CO

The City of Newport, OR, hired Dig Deep to identify potential grants for the City’s water infrastructure projects. What the City didn’t expect was for the Dig Deep team to look at everything in its capital improvement plan and make recommendations about where to save money. This kind of progressive, long-term thinking is what sets Dig Deep apart from other consultants. “We might talk you out of pursuing a particular grant,” reveals CEO Tia Cavender. “We weigh the potential success of the grant against the competitive landscape; how much time and money it costs to secure and administer the grant.” As noted in the examples below, these critical insights help organizations save money and plan strategically for future capital funding needs.

Money Saved Project Highlights

City of Newport, OR

PROBLEM A laundry list of expensive capital and infrastructure projects had stressed the City’s capital budget for years.

SOLUTION By identifying government grants and public financing options, Dig Deep helped the City save \$3.7 million in costly interest payments, and defer payments until the first phase of construction was completed.

Gibson Athletic

PROBLEM This privately held manufacturer of athletic equipment was burdened with high state taxes.

SOLUTION Dig Deep revealed to the company that it was eligible for specific income tax credits, qualifying the business to receive >\$40,000 in state and federal tax credits. As a result of the state tax credits, the company hasn’t had to pay state income taxes for the past four years.

CLIENT	MONEY SAVED	RESULT
Bluff Lake Nature Center, CO	\$500,000 in design/engineering costs	With Dig Deep’s referral of a more innovative engineering firm, Bluff Lake Nature Center saved costs on an improved design solution, and secured over \$1.1 million in state funding
City of Newport, OR	\$3.7 million in interest payments	Redirected \$3.7 million in tax revenues to pay for other capital improvements
Gibson Athletics, CO	\$40,000 for four years in state and federal tax savings	Able to reinvest funds into operating budget annually for four years
Share Good Foods, CO	\$50,000 in state and federal income tax credits in the first year	Increased operating capital by \$50,000