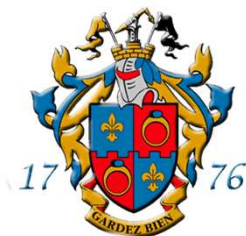




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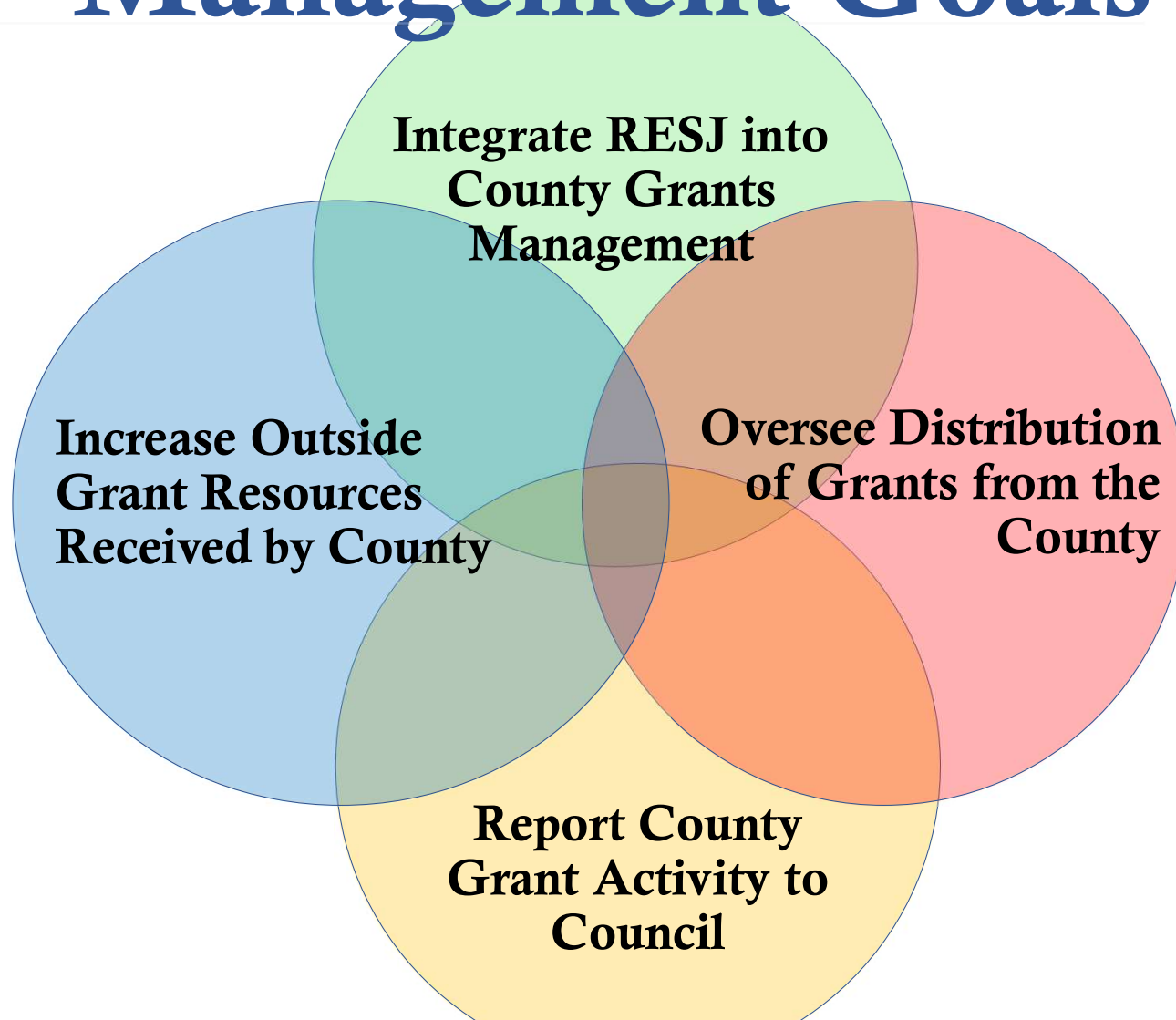
**FY24 Approved Budget Community Grants  
Non-Departmental Account (NDA)**

**June 16, 2023**



*Prepared by Montgomery County Office of Grants Management*

# Office of Grants Management Goals



# Our Incoming Grants Mission

**Support** MCG Departments in **leveraging** federal, state, and private grants as a **strategy** to **extend** Departments' ability to deliver County programs and services.

## What do we offer Departments?

- Cornerstone lobbying contract in cooperation with OIR
- Grant Writers open-solicitation contract (Coming in Early FY24)
- Circulating relevant funding opportunities
- Assistance with grants.gov and best practices for departments
- Trouble-shooting County processes as they intersect with Incoming Grants related efforts
- Convening cross-departmental teams to develop grant strategies
- Consolidated Resources on our Intranet site
- Teams space dedicated to information sharing and training opportunities



*Incoming Grants*



Montgomery County Office of  
**Grants Management**

# Our Outgoing Grants Mission

**Support** MCG Departments in **competing and issuing grant awards** as part of their **strategy** to support programs and services within the County.

- Advising departments on using a **grant vs. procurement strategy** for competing and providing funding for programs
- **Structuring RESJ considerations** into all aspects of grant-making across MCG
- Helping departments **design and implement competitive grants programs**
- Hosting department competitions on **OGM's online grants application platform**
- Generating and vetting **grants agreements** for awarded funding
- Developing **policies and procedures** for grant competitions and agreements
- **Trouble-shooting County grant processes** and how they intersect with other County systems
- Providing **guidance and support to outside parties** applying for County grant funds
- Hosting a one-stop-shop **advertising all County grant opportunities**
- Build the capacity of nonprofit partners to **independently and successfully apply for and manage State and Federal grant opportunities**



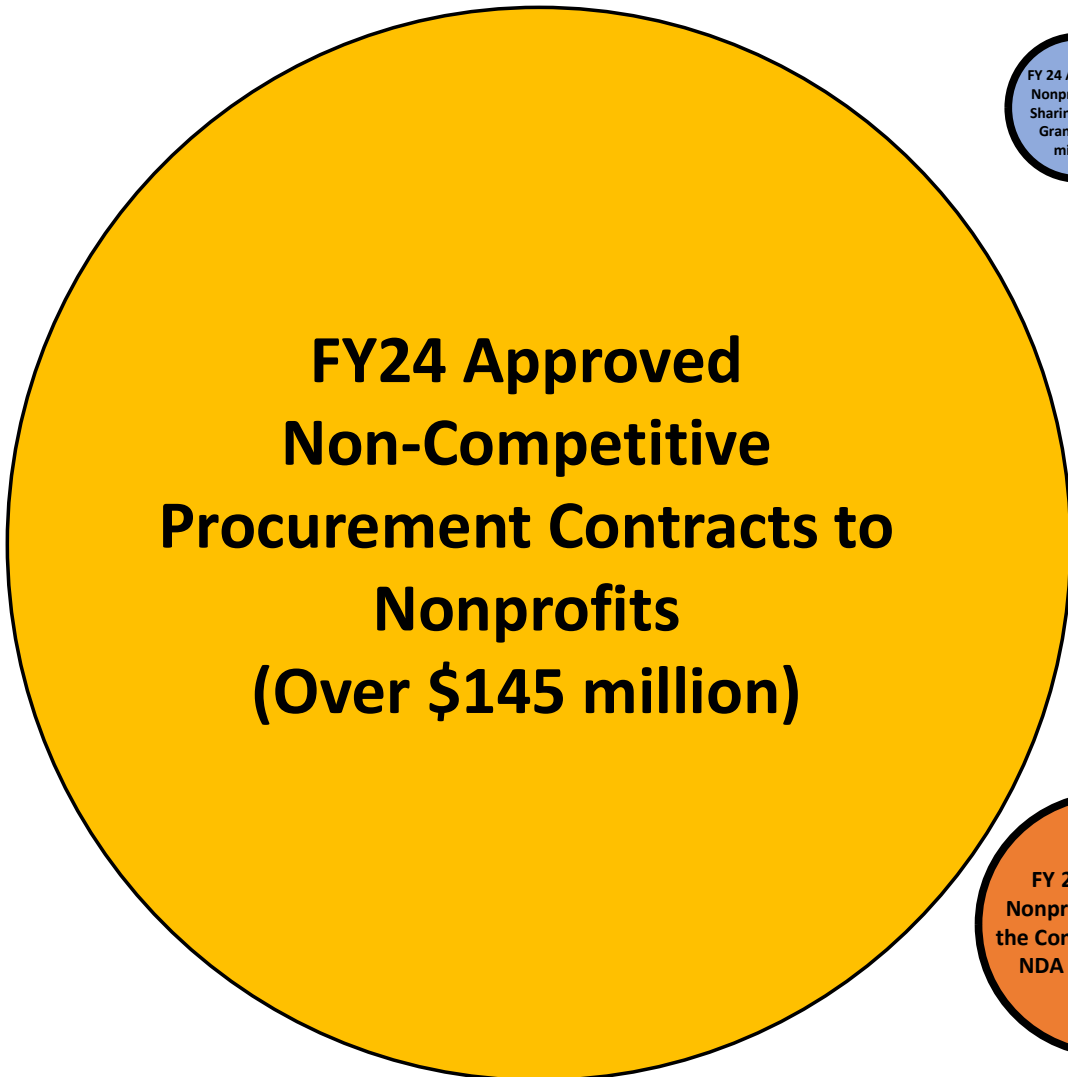
*Outgoing Grants*



Montgomery County Office of  
**Grants Management**



# What is the Community Grant Non-Departmental Account (NDA)?



FY 24 Approved  
Nonprofit Cost  
Sharing Capital  
Grants (\$3.0  
million)

FY 24 Approved  
Nonprofit Funding in  
the Community Grants  
NDA (\$9.9 million)

Chart does **not** include:

- FY24 competitive contracts won by nonprofits
- Potential FY24 Supplemental or Special Appropriations with additional awards to Nonprofits
- Base budget funded Nonprofit grant programs

# FY23 Grant Opportunities Outside of the CG NDA



- Transportation and Specialized Mobility Capital Grant Program (DOT) – \$640,000
- Community Gardening and Local Resilience Grants Program (OFSR) - \$100,000
- Nonprofit Security Grants Program (OEMHS) - \$700,000
- Transportation and Specialized Mobility Operating Grant Program (DOT) – \$160,000
- Abortion Access Grant Program (HHS) - \$ 1.0 million
- Newcomers Grant Program (HHS) - \$200,000

OGM is planning to implement **at least** 10 other department funded competitive grant programs in FY24 with more departments reaching out on a weekly basis.

# CG NDA Reform History



- **September 25, 2018:** Office of Legislative Oversight Report 2018-9 – [Montgomery County Council Community Grants](#)
- **Summer – Winter 2019:** Montgomery County Government Internal Working Group & Nonprofit Montgomery Coordinated Nonprofit Focus Group – 6 Consensus Recommendations for Reform
- **July 13, 2021:** [Bill 36-19](#) creating OGM passed by Council; signed by CE on July 16, 2021;
- **July 1, 2022 (FY23):** OGM becomes active
- **January 4 – February 16, 2023:** Nonprofit Community Grants and Grants Management Reform Survey

# 6 MCG/Nonprofit Consensus Recommendations



	<u>Recommendation</u>	<u>Status</u>
1.	Combine County Executive and County Council Community Grant NDAs	✓ <b>Combined in FY21</b>
2.	Change the Community Grants Process to be Outcomes Driven	✓ <b>FY24 CE REC</b>
3.	Create a Grants Office to Manage the Community Grants Process	✓ <b>Bill 36-19</b> ✓ <b>OGM active in FY23</b>
4.	Create an Aspire Grant Program to help build Nonprofit Capacity	✓ <b>NTAMS Program in FY23</b> ✓ <b>Nonprofit Incubators in FY24 REC</b>
5.	Create a Grant Agreement Tool	✓ <b>Successfully piloted in FY23</b> ✓ <b>Bringing to scale in FY24</b>
6.	Move Certain Community Grants to the Base Budgets of Departments	✓ <b>Shifts made in FY21-FY23 with more in FY24 CE REC</b>



# FY24 Approved Community Grants NDA Reform Goals



- Act on long-standing, and new, recommendations and feedback from Council, OLO, Nonprofit communities, and MCG stakeholders
- Integrate Racial Equity & Social Justice considerations and best practices directly into Community Grants processes to improve accessibility
- Re-establish a more active and appropriate role for Council in shaping the Community Grants NDA that is in-line with the rest of budget process
- Create a budget space and funding process for innovative, flexible programs that meet community needs but don't fit neatly into a single department or actively cut across the missions of different departments
- Create space to realign funding with current needs instead of FY18 needs
- Make the Community Grants NDA more strategic by creating targeted grant programs within the NDA
- Segment some pools of funding by size of organization to create for smaller or volunteer led community organizations

# FY24 Budget Process



1. **July-December, 2022:** OGM collated existing recommendations and feedback while engaging with stakeholders to generate new feedback
2. **January 4-February 16, 2023:** OGM launched the Nonprofit Community Grants & Grants Management Reform survey
3. **Late February, 2023:** OGM analyzes responses and developed options and recommendations to the CE
4. **March 15, 2023:** CE decisions released within the FY24 Recommended Budget
5. **Spring, 2023:** County Council deliberated on and made changes to the FY24 CE REC Budget
6. **May 25, 2023:** Council passed the FY24 Approved Budget

# FY24 Approved Budget Updates



## Council Actions

- 3 months of Bridge Funding (to September 30) included in FY24 CE REC for all programs remaining in the CG NDA
- Bridge Funding Extended by 3 months (to December 31) in final Reconciliation List with an additional \$1.73 million
- Approved two additional positions for OGM
- Final Reconciliation List did NOT include a nonprofit inflationary increase above the 3% within the CE REC budget

# FY24 Approved Office of Grants Management



- **Maintains all FY23 Approved funding:**
  - 3 positions: Director, Incoming Grants Program Manager, and Outgoing Grants Program Manager
  - Operating Expenses
- **Adds two new positions:**
  - Additional Outgoing Grants Program Manager – Hiring Now!  
(<https://tinyurl.com/47n7a6zr>)
  - Administrative Specialist – To be posted in late Summer with ideal October 1 start date
- **Goals of expansion:**
  - Manage the expected increased volume of competitive grant programs and grant agreements;
  - Support an intensive outgoing grants management training curriculum with a focus on monitoring and oversight; and
  - Provide equitable training and support to emerging organizations applying for County grants as part of the County's Racial Equity and Social Justice goals.

# FY24 Approved CG NDA Focus Areas (1 of 2)



- **Youth Support Grants:** \$1.5 million will be available for programs targeting the needs of the County's youth community.
- **Senior Support Grants:** \$1.5 million will be available for programs targeting the needs of the County's senior community.
- **Grants for Organizations Supporting Individuals with Disabilities:** \$1.5 million will be available for programs targeting the needs of County residents who have disabilities.
- **Underserved Communities Project Grants:** \$1,258,128 will be available to nonprofit organizations from underserved communities who have unique insights into their local challenges and can develop the best programmatic solutions address them.

# FY24 Approved CG NDA Focus Areas (2 of 2)



- **Community Projects Fund Grants:** \$1 million in one-time funding will be available for small, emerging, and volunteer led organizations to implement small, community focused projects, initiatives, and events with a quarterly application cycle.
- **Nonprofit Technical Assistance and Management Support Grants:** \$1 million will be available to strengthen County nonprofit organizations with a prioritization of organizations based in underserved communities.
- **Nonprofit Incubators:** \$560,987 will be available to pilot sustained, innovative, accessible, and community-based support for emerging nonprofit organizations with potential to serve the County's most hard-to-reach and underserved communities.
- **Place Based Management Grants:** \$400,000 will be available to continue support for Place Based Management activities in the County using the Main Streets USA model.

# FY24 Approved Capital Grants



## To be competed in late June/early July of 2023

- **Arts Facility Capital Grants: Major Projects/State Match Fund:** \$750,000 will be available to maximize leverage of State matches for major (over \$100,000) County arts related capital projects.
- **Arts Facility Capital Grants: Small Projects Fund:** \$250,000 will be available to support small (\$100,000 and below) County arts related capital projects in underserved communities.
- **Cost Sharing Capital Grants: Major Projects/State Match Fund:** \$1.25 million will be available to maximize leverage of State matches for major (over \$100,000) County non-arts related capital projects.
- **Cost Sharing Capital Grants: Small Projects Fund:** \$750,000 will be available to support small (\$100,000 and below) County non-arts related capital projects in underserved communities.

# FY24 Approved Base Budgets vs CG NDA



- **Myth:** *“Moving a program to the base budget guarantees permanent funding.”*  
Moving funding for a *service* just changes the decision from the CG NDA process to the department
- Departments may (and have) cut, reduce, consolidate, or change base budget program funding to meet future reductions or to address new needs
- Organizations reapplying for funding through the Community Grants NDA will have the options of:
  - Resetting Funding Levels – Programs will not be bound to an inflationary increase or previous funding levels when requesting funds
  - Resetting Program Scope – Programs will have the option of revising their scope to address new or changing needs instead of carrying over an old contract scope into a new fiscal year
  - Resetting Overall Program – Organizations will have the option of submitting an entirely different program compared to previous funding



# CG NDA Changes in *How vs How Much*



- Simplified, lean “Common Application” for grants across programs
- Boosted grants management training and support to applicant, award winners, and departments
- Multi-year awards (subject to performance and future Council appropriations)
- Grants opportunity schedule
- Issuing of real grants agreements, instead of procurement contracts
- Unrestricted/Indirect Funding allowances
- Improved functionality and efficiency in the online grants application platform
- Tranche and lump sum payment options instead of reimbursements
- And more...

# Delays in FY24 CG Launch



- **Finalizing FY23 Grant Programs** - including Nonprofit Technical Assistance and Management Support (NTAMS) and Underserved Communities Projects (UCP) programs
- **Finalizing FY24 Bridge Funding** – awards need to be in place by July 1
- **Exploring Efficiency Options on our Platform** – Looking at ways to minimize administrative burden when submitting applications
- **Capacity Constraints** – Issue to be avoided in future cycles thanks to Council support for capacity expansion in OGM

# FY24 Approved New CG Application Timeline



- **Third week of June (June 19-23)** – FY24 Community Grants competitions will be launched on OGM’s online grants application platform <https://mcmdgrants.smapply.org>
- **Mid to Late July** – Applications due
- **Late July** – Review Committees score applications and make award recommendations
- **Late July** – OGM notifies award winners and begins processing awards into grant agreements
- **August – December, 2023** – Organizations prepare to start programs on January 1, 2024
- **January 1, 2024** – New programs begin
- **December 31, 2024** – New programs end
- **FY25 Onwards** – Repeat cycle on the same timeline

# FY24 Community Grants June Funding Pools



- **Shared Community Grants Application Format** for:
  - Underserved Communities Project Grants: \$1,258,128
  - Youth Support Grants: \$1.5 million
  - Senior Support Grants: \$1.5 million
  - Grants for Organizations Supporting Individuals with Disabilities: \$1.5 million
- **Community Projects Fund Grants:** \$1 million (to be repeated each quarter)

## **Other FY24 Grant Competitions:**

- Nonprofit Technical Assistance and Management Support Grants and Emerging Business District Grants (Late summer)
- Place Based Management Grants and other department funded competitions (rolling basis throughout FY24, schedule to be posted)

# FY24 CG Shared Application Structure



- **January 1, 2024 to December 31, 2024 Performance Period**
- **Up to 4 applications per org with a \$375,000 request limit each**
- **Priority for programs/efforts NOT covered by County elsewhere**
- **Focus on outcomes to be achieved**
- **Organization Data Form** – data fields with basic organizational information used for integration into grant agreements and data tracking
- **Strategy Narrative** – description of the problem the project is addressing and strategy on how to project will have an impact (document upload)
- **Budget** – Outline of project expenses (MS Excel upload)
- **Budget Justification** – Description of expenses (document upload)
- **Staffing Plan** – Description of project staff (document upload)
- **Project Timeline** – Outline of implementation plan (document upload)
- **Performance Plan** – Description of plan to track outputs and outcomes of project (document upload)
- **Supporting Document Uploads** – Legal and project related documents

# FY24 Community Projects Fund Application Structure



- **\$25,000 max awards for one-time projects**
- **Targets small, emerging, and/or volunteer led organizations**
- **Competed quarterly throughout FY24**
- **Organization Data Form** – data fields with basic organizational information used for integration into grant agreements and data tracking
- **Strategy Narrative** – description of the problem the project is addressing and strategy on how to project will have an impact (document upload)
- **Budget** – Outline of project expenses (MS Excel upload)
- **Budget Justification** – Description of expenses (document upload)
- ~~**Staffing Plan** – Description of project staff (document upload)~~
- **Project Timeline** – Outline of implementation plan (document upload)
- **Performance Plan** – Description of plan to track outputs and outcomes of project (document upload)
- **Supporting Document Uploads** – Legal and project related documents

# OGM Application Process Support



- **OGM MS Teams Live Events**
  - Recorded Information Sessions on each program
  - Recorded training sessions on EACH component of proposals
  - Recorded training sessions on how to use the platform, check SDAT, CVRS, and other application related topics
- **Online Guidance and Documentation**
  - Full Notice of Funding Opportunity (NOFO), formerly program details document
  - Sample copies of grant agreement and general terms and conditions
  - Examples of strong applications and OPTIONAL application templates
  - Other guidance and support resources
- **On Call Technical Support**
- **Streamlined application platform** <https://mcmdgrants.smapply.org>

# How to Prepare NOW



- **Register and create a profile on the online application platform** for each team member who will be working on your application. <https://mcmdgrants.smapply.org>
- **Verify that your organization is registered with the Maryland State Department of Assessment and Taxation (SDAT).** Click [here](#) to go to the SDAT Business Express site to confirm. Even if your organization is registered in another jurisdiction, you must be registered with SDAT for Montgomery County to finalize an award with your organization.
- **If your organization is not in Good Standing with SDAT, take the necessary steps to get back into Good Standing.** SDAT will advise what steps are required. Montgomery County cannot finalize an award with you or organization if you are not in Good Standing. Your application for a grant could be disqualified if you are not in Good Standing.
- **Register with the Montgomery County Central Vendor Registration System (CVRS)** by clicking [here](#). If you or your organization receives an award from the County then you will need to be registered with CVRS to receive payments.



# Focus on Equity



- **Intellectual Framework for OGM's Approach to Equity**
  - Justice Funders – The Choir Book
  - Nonprofit Finance Fund
  - Trust Based Philanthropy
  - ORESJ Racial Equity Impact Analyses
  - Ongoing engagement with ORESJ
  - Community feedback
- **Streamlining Application**
  - Focus on essential materials for decision-making
  - Enhanced training and support for applicants
- **Review Committee Selection and Training**
  - Selecting diverse representation from in and out of MCG
  - Training on how to approach application reviews with equity lens
  - Focus on SMEs with grass-roots/community level perspective
  - Integration of cultural competence into scoring, when applicable

# Improved OGM Communication Tools



- **OGM County website**
  - All County grant opportunities **posted in one place**
  - Links to other Montgomery County grant makers
  - Calendar of County grant programs and OGM training events
  - Pages with guidance and resources for grant applicants
  - Pages with guidance and resources for grant award winners
  - Grant related RESJ materials and reform resources/background
  - Public County grant data and reports
- **OGM County Listserv/Newsletter to distribute:**
  - County grant opportunities
  - OGM and other grant related trainings
  - Other grant maker opportunities
- **Twitter Handle**
- **Streamlined application platform** <https://mcmdgrants.smapply.org>



# Resources

- **Full FY24 CE Recommended Budget Publication**
  - Office of Grants Management: Page 34-1
  - Community Grants NDA: Page 73-4
  - Community Grants to Base Budgets: Page 80-1
  - **FY24 CE REC Community Grants NDA Information Sheet**
- **FY24 Budget Resolution – Section G**: Pages 37-74
- Office of Grants Management Online Application Platform - **<https://mcmdgrants.smapply.org/>**
- **Office of Procurement Solicitations and Contracts**

# Questions?



## *Montgomery County Office of* **Grants Management**

**Rafael Pumarejo Murphy, Director**  
**240-777-2775**

**[Rafael.murphy@montgomerycountymd.gov](mailto:Rafael.murphy@montgomerycountymd.gov)**

**Ali Hoy, Outgoing Grants Program Manager**  
**240-773-3384**

**[Allison.hoy@montgomerycountymd.gov](mailto:Allison.hoy@montgomerycountymd.gov)**

**Emily Danyluk, Incoming Grants Program Manager**  
**240-773-3343**

**[Emily.danyluk@montgomerycountymd.gov](mailto:Emily.danyluk@montgomerycountymd.gov)**

**OGM online grants application platform for information, updates,  
and to apply for County Grants (OGM website coming soon)**

**<https://mcmdgrants.smapply.org/>**

