

GOVERNMENT OF THE DISTRICT OF COLUMBIA
OFFICE OF PARTNERSHIPS
AND
GRANTS DEVELOPMENT

EXECUTIVE OFFICE OF THE MAYOR

Fiscal Year 2007 Annual Report



 Responsive Government Promoting
Partnerships for a Better District of Columbia

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Office of Partnerships and Grants Development FY 2007 Annual Report

This report summarizes the key activities and initiatives of the Executive Office of the Mayor’s Office of Partnerships and Grants Development (OPGD) in Fiscal Year 2007. OPGD supports the “Mayor’s Opportunities for All: Key 2008 Priorities” by facilitating multi-sector partnerships and maximizing competitive grant revenue. The table below summarizes OPGD’s key FY07 accomplishments and recommendations.

Figure 1. Key FY07 Results and Recommendations*

<u>Results</u>	<u>Recommendations</u>
-18.2M in competitive grant revenue received by District Agencies in FY07, a 61% increase from FY06	-Write into OPGD’s Mayoral Order a <u>requirement</u> that Agencies report competitive federal grant data to OPGD
-14.2M in approved donations to the District government, more than all previous years combined	- Support OPGD and OCA efforts to development rigorous grants development and management policies and accountability systems
-Development of Effi Barry HIV/AIDS Initiative with HAA, contributing to technical support being provided to a total of 6,434 representatives from nonprofit and faith-based organizations, a 17% increase from FY06	-Support OPGD in ensuring that District agencies participate in donor cultivation/care workshops to maximize the volume of donations dollars supporting the Mayor’s priorities

**Please note that recommendations do not necessarily correspond to the results in the same row.*

FY07 in Review – A Summary

GRANTS DEVELOPMENT

In FY07, OPGD supported the District government’s grants development process by identifying and communicating all known new competitive federal grant opportunities, providing technical assistance to District agencies to increase the number of grant application submissions and developing and implementing relevant capacity building programs. In this fiscal period, competitive federal grant awards totaled \$18.2M compared to \$11.3M in FY06. OPGD sent Agencies a total 214 Notices of Funding Availability (NOFAs), a total of 35 grant applications (worth \$51.7 million) were submitted and 15 (worth \$18.2M) were awarded. The Office of the State Superintendent for Education (OSSE), the Department of Health (DOH), and Serve DC received \$14.7M or approximately 81% of the total dollar amount awarded in FY07.

OPGD continued to offer technical assistance to agencies applying for new competitive federal grant funds. However, for the second financial year since the service was introduced, no District Agency used OPGD’s expedited grant writer hiring service. The office maintained its role as the District’s State Single Point of Contact (SPOC) for all

federal grant programs covered by Executive Order 12372. In FY07, OPGD continued to accept online SPOC applications as part of its Grants Information Data System (GIDS). Through GIDS, applicants are able to submit their information from the SF-424 form (application for federal assistance) and immediately receive a State Application Identifier (SAI) number via e-mail. This number is proof of compliance with Executive Order 12372.

DONATIONS

In FY07, OPGD continued to administer the Rules of Conduct Governing Donations to the District, in consultation with the Office of the Chief Financial Officer and Office of the Attorney General. OPGD reviewed 195 applications to accept donations (AAD) and authorized the acceptance of \$14.2M, more than all previous years combined. Four District agencies received \$10.4M or roughly 73% of the total receipts in FY07. The Department of Health (DOH) accounted for approximately 40% of FY07 receipts, while the Office of the State Superintendent of Education (OSSE) accounted for almost 20%.

PARTNERSHIPS

OPGD created and expanded multi-sector partnerships between the District government, private, and public sector partners in support of the Mayor's education and economic development priorities. In FY07, the OCFO reported the budget authority of over \$13.5M in private grants, a decrease of \$4M from FY06. These private grant revenues supported a variety of new and multi-year public-private initiatives in 13 District agencies, including the following: District of Columbia Public Schools (\$10,250,946), University of the District of Columbia (\$995,463), Department of Parks and Recreation (\$932,993), and District of Columbia Public Library (\$321,000).

OPGD primarily brokered inter and intra-governmental, and international partnerships to support the Mayor's education, economic development, and community engagement priorities. This included partnerships with DonorsChoose.org to increase and track the volume of private dollars supporting District classrooms; with the offices of Governors Kaine and O'Malley, the World Bank, and the U.S. Trade Development Agency to increase business opportunities for District businesses, and; with the Mayor's Office of Lesbian, Gay, Bisexual, and Transgender Affairs to develop philanthropy in the LGBT-serving community.

CAPACITY BUILDING

OPGD's capacity building initiatives and one-on-one technical assistance for nonprofit and faith-based organizations reached some 6000 customers, and OPGD continued to train and certify staff members in post-award grants management. In FY07 we completed the fifth year of the Strengthening Partners Initiative (SPI), a one-year training program designed to strengthen the organizational development and leadership capacity of local faith-based and nonprofit organizations. FY07 was also the first year that OPGD teamed with the Department of Health to launch the East of the River HIV/AIDS Capacity Building Initiative (since renamed the Effi Barry HIV/AIDS Program) for DOH grantees. The program was so successful that the program will expand in FY08.

The Grants Information Resource Center (GIRC), which opened in FY03, was used by 313 users and continued to serve District government agency representatives, nonprofits,

and faith-based organizations that lack computer access, need assistance to identify potential funding, or want to start a nonprofit organization. GIRC staff also instructed users on ways to perform customized online research on grant and other potential resource opportunities.

RESEARCH AND COMMUNICATIONS

During FY07, 214 competitive federal grant opportunities were communicated specifically to DC agencies through the weekly *Federal Grants Bulletin*, which highlights available federal grant funding opportunities and is distributed to District agencies. In addition, some \$75M in District government sub-grants was announced in our weekly publication, *Funding Alert*. The *Funding Alert* is available on the OPGD website. The total number of website visits jumped 31% to almost 250,000 visits in FY07.

A critical function of OPGD is to establish and maintain lines of communication between potential and existing philanthropic supporters. In FY07, OPGD continued to expand its reach by improving its website and utilizing e-mail communications, while maintaining its commitment to quality, timeliness, and accuracy.

OPGD's Mission Statement:

To advance the District of Columbia's strategic plan and contribute to the improvement of quality of life for residents of our nation's capital by establishing multi-sector partnerships, and pursuing financial support and technical assistance from public and private sources.

OPGD assists District government agencies in their pursuit of competitive funding opportunities, including supporting them in the preparation of quality grant applications that lead to improved services for District residents. OPGD offers services and assistance to increase the capacity of District agencies and nonprofit organizations to be informed about and successfully compete for all available competitive grant dollars.

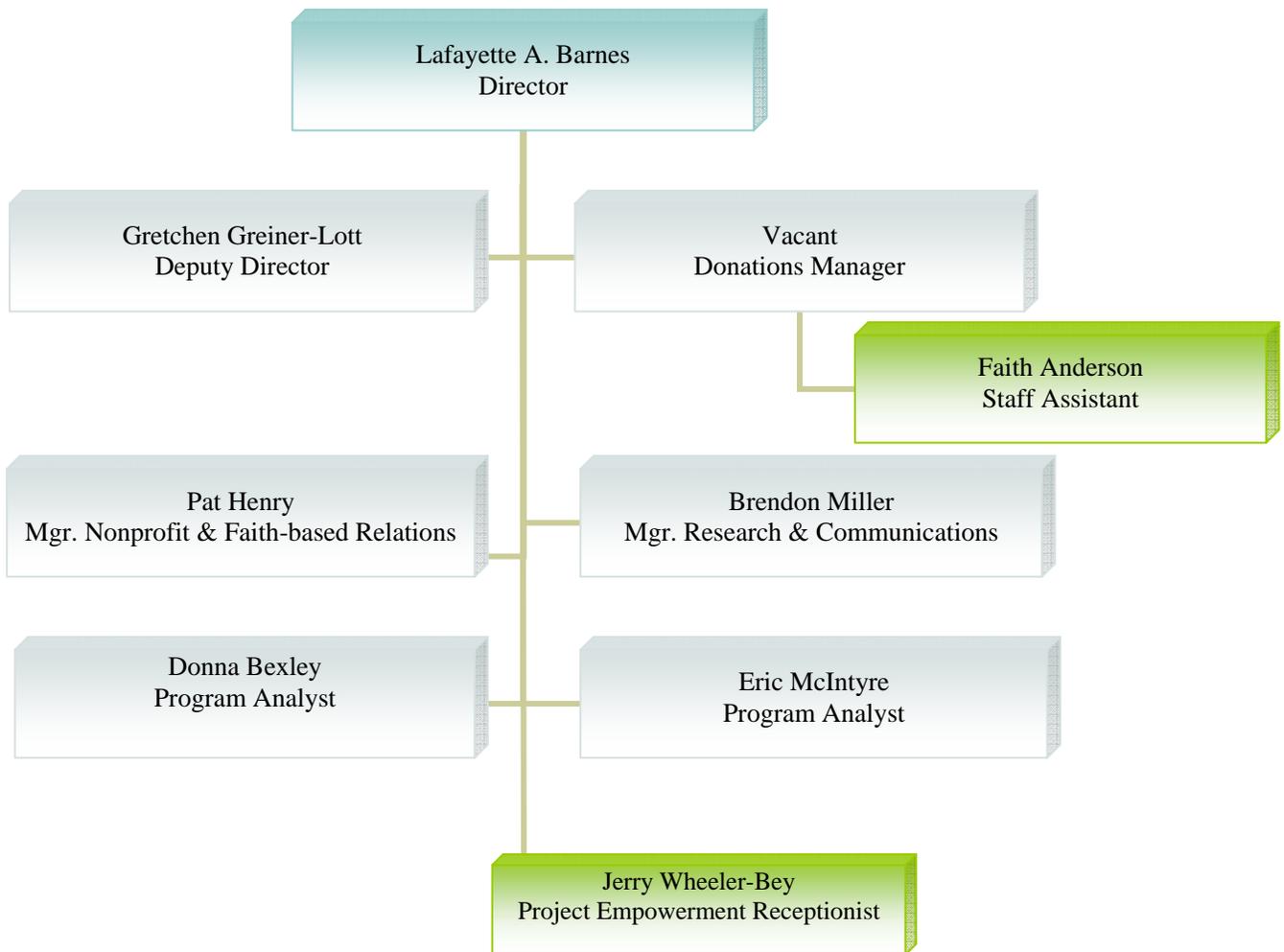
OPGD's Goals:

This report is organized according to OPGD's goals:

1. To support the grants development process in the District government that improves the quality and quantity of grant application submissions resulting in the increase of grant funding for the city.
2. To administer and enhance the District's donation solicitation process.
3. To advance the Mayor's Strategic Plan by facilitating the establishment and sustainability of multi-sector partnerships.
4. To facilitate capacity building for the District's multi-sector partners, including nonprofit and faith-based organizations, to improve their ability to offer needed services to residents.
5. To enhance research and communication services to DC government, federal government, foundations, businesses, nonprofits, and citizens on funding and partnership opportunities related to the District's strategic priorities.

In FY07, the OPGD team included the director, deputy director, a manager of nonprofit and faith-based relations, a manager of research and communications, two program analysts, a staff assistant, and a DOES Project Empowerment receptionist as presented in the following organization chart. In FY07, Gretchen Greiner-Lott was promoted from Manager, Research and Communications to Deputy Director. In May 2007, Brendon Miller joined the team as Manager, Research and Communications. The team also includes a manager of donations position, which has been vacant since August of 2004 due to budgetary constraints within the Executive Office. In FY07, OPGD secured funding to support this critical position within the office, and plans to hire for this position early in FY08.

Figure 2. OPGD Organizational Chart



1.1 Grants Development Executive Summary

The District’s FY07 federal competitive grant revenues totaled \$18.2M, a 61% increase over FY06 competitive grant receipts and an 8% increase over mean grant receipts for FY98-FY06. This dollar growth occurred despite a 21% decrease in the number of Notices of Funding Availability (NOFAs) available to District Agencies, demonstrating that the District improved its competitive grant revenue despite fewer opportunities being available. District Agencies submitted 35 grant applications in FY07, 9 more than in FY06, and won 15 grant awards for a proposal win rate of 42.9%. Overall, District Agencies won 35.3% of the \$51.7 million dollars for which they applied. In FY07, the District received more than \$500,000 for every competitive grant proposal submitted.

1.2 Key FY07 Grants Development Results and Recommendations

Figure 3. Key Grants Development Results and Recommendations*

<u>Results</u>	<u>Recommendations</u>
-18.2M in competitive federal grant revenue, an increase of 61% over FY06	-Write into OPGD’s Mayoral Order a <u>requirement</u> that Agencies report competitive data to OPGD
-District agency proposal win rate of 42.9%; dollar win rate of 35%	-Support OPGD and OCA efforts to develop rigorous grants development and management policies and accountability systems
-On average, District government received more than \$500,000 each time a competitive federal grant proposal was submitted- indicative of ROI of OPGD’s grant funding research, communication, and support efforts	-Support grants management technical assistance being deployed by OPGD in FY08

**Please note that recommendations do not necessarily correspond to the results in the same row.*

1.3 Federal Grants

District Wide Data

In FY07, District agencies submitted 35 grant applications, totaling more than \$51M, out of a possible 214 NOFAs and were awarded 15 grants, totaling \$18.2M. This amount marks an increase of \$6.9M or 61% in the amount of competitive federal grants awarded to the District compared to FY06.

In FY07, OPGD provided information regarding 214 Federal NOFAs to District government agencies as opportunities were announced through Grants.gov. These NOFAs were selected from all the new competitive federal funding opportunities announced based on eligibility criteria. With the Grants Information Data System (GIDS), OPGD continues to publish funding opportunities specifically to District government agencies through its weekly *Federal Grants Bulletin*. With this publication,

OPGD is able to deliver summaries and links to complete application packets to District agencies on a timely basis.

District agencies applied for 16% (35) of all grant programs for which they were eligible. Some of the primary reasons that District agencies did not apply for grants include:

- Agency had not spent existing funds on similar grant program;
- An award was made the previous year for the same program making the agency ineligible to apply again;
- An award was made in previous years and is still active (continuation);
- Monetary match could not be met;
- Grant scope did not fall within the agency’s strategic direction;
- Decision to apply was not made on a timely basis preventing sufficient time to develop a viable proposal; or
- Agency staff was not available to write proposal or unable to hire a grant writer.

See Figure 4 (page 8), FY00-FY07 Opportunities v. Applications v. Awards, for detailed information on competitive federal grant activity trends from FY00-FY07.

Grant Awards

Approximately \$18.2M was awarded to the District in response to applications submitted in FY07. Table 1 provides examples of these new competitive federal grant awards.

Table 1: Examples of Federal Grant Awards in FY07

Grant Title	Federal Funding Agency	DC Agency	Amount Funded (in \$ 000s)
Transition to Teaching Grant Program-- National/Regional Projects	Department of Education	Office of the State Superintendent for Education (OSSE)	\$7,609
Access to Recovery and Drug-Free Communities Grant	White House Office of National Drug Control Policy	Executive Office of the Mayor (EOM)	\$3,522
Expanded and Integrated HIV Testing for Populations Disproportionately Affected by HIV, Primarily African Americans	Department of Health and Human Services	Department of Health (DOH)	\$1,482
AmeriCorps State and Territories Competitive Grant	Corporation for National and Community Service	Serve DC	\$1,469
Fire Prevention & Safety Grant	Department of Homeland Security	Fire and Emergency Medical Services (FEMS)	\$430
Hispanic Health Services Research Grant Program	Department of Health and Human Services	University of the District of Columbia (UDC)	\$125

FY07 Applications and Awards

OPGD tracked each NOFA sent to District agencies to determine whether agencies were going to apply, to encourage them to apply, and to offer them assistance in applying. Working closely with grant managers in each District agency to assist them in self reporting their grant activities, OPGD tracked applications submitted by and awarded to each agency. This analysis by agency is illustrated in Table 2.

Table 2: New Competitive Federal Grant Data by DC Agencies in FY07

Agency	Total Applications Submitted	Total Grant Awards	Total Funds Awarded
Office of the State Superintendent for Education	5	4	9,669,521
Department of Health	3	2	1,686,098
Executive Office of the Mayor	2	2	3,572,968
Serve DC	2	1	1,469,257
University of DC	13	3	1,188,076
Fire and Emergency Medical Services	1	1	430,000
District Department of Environment (DDOE)	1	1	224,540
Department of Mental Health	1	1	0
Metropolitan Police Department	5	0	0
Department of Corrections	1	0	0
Office on Aging	1	0	0
TOTAL	35	15	18,240,460

When interpreting the above data, please keep in mind:

- Data represents only new competitive federal grants applied for in FY07 as reported by agencies in the Grants Information Data System (GIDS)
- Data does not include awards when the District government partnered with community-based or nonprofit organizations who served as the lead applicant;
- Award data is limited to amounts for the first year award for multi-year grants. (For example, DHS was awarded \$10 million over five years for the Promoting Responsible Fatherhood Community Access Program. Because the first year award amount is \$2 million, that is the amount reflected in DHS' awards in FY06.)

Competitive Federal Grant Activity and Win Trends

Figure 4 (page 8) illustrates competitive grant opportunities, applications, and awards since FY2000, and Figure 5 (page 8) illustrates District competitive grant revenues since FY98. An analysis of the data shows that: a) the number of federal competitive grant opportunities is decreasing, and b) District Agencies have secured comparatively more competitive federal funding despite the decrease in opportunities. FY07's competitive federal grant receipts of \$18.2 million contributed to an average of \$21.8M in annual competitive federal grant awards received since FY98.

Figure 4. FY00-FY07 Opportunities v. Applications v. Awards

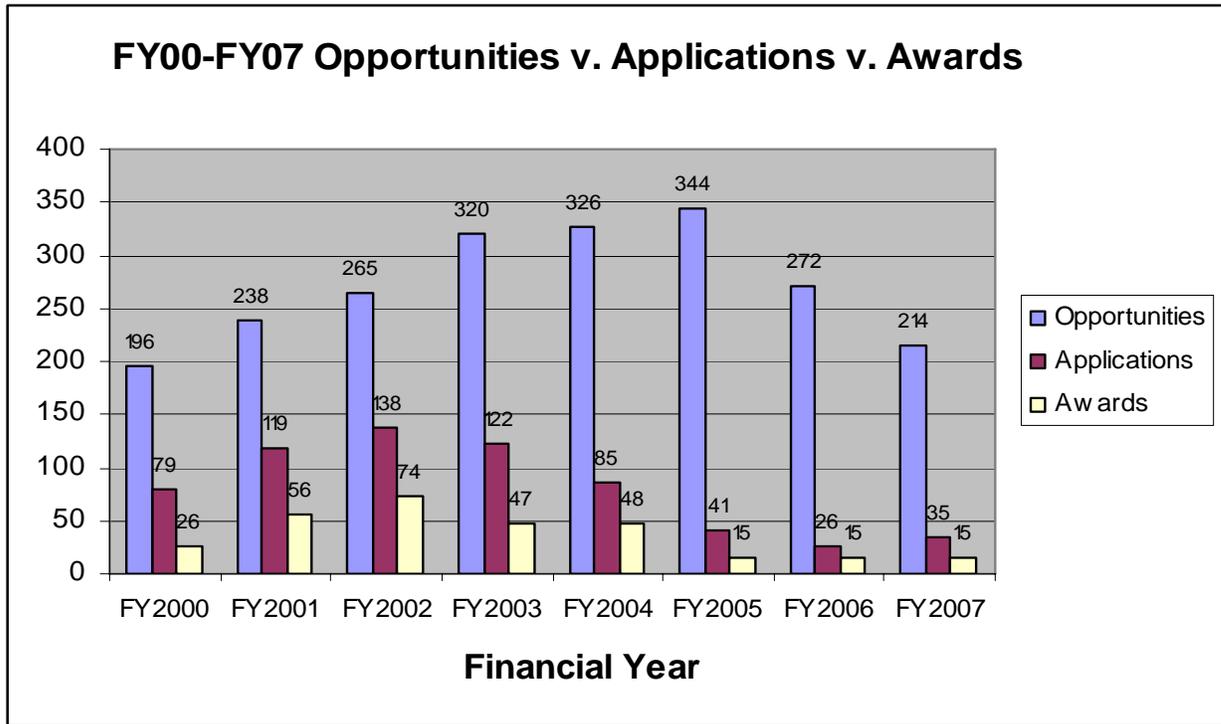
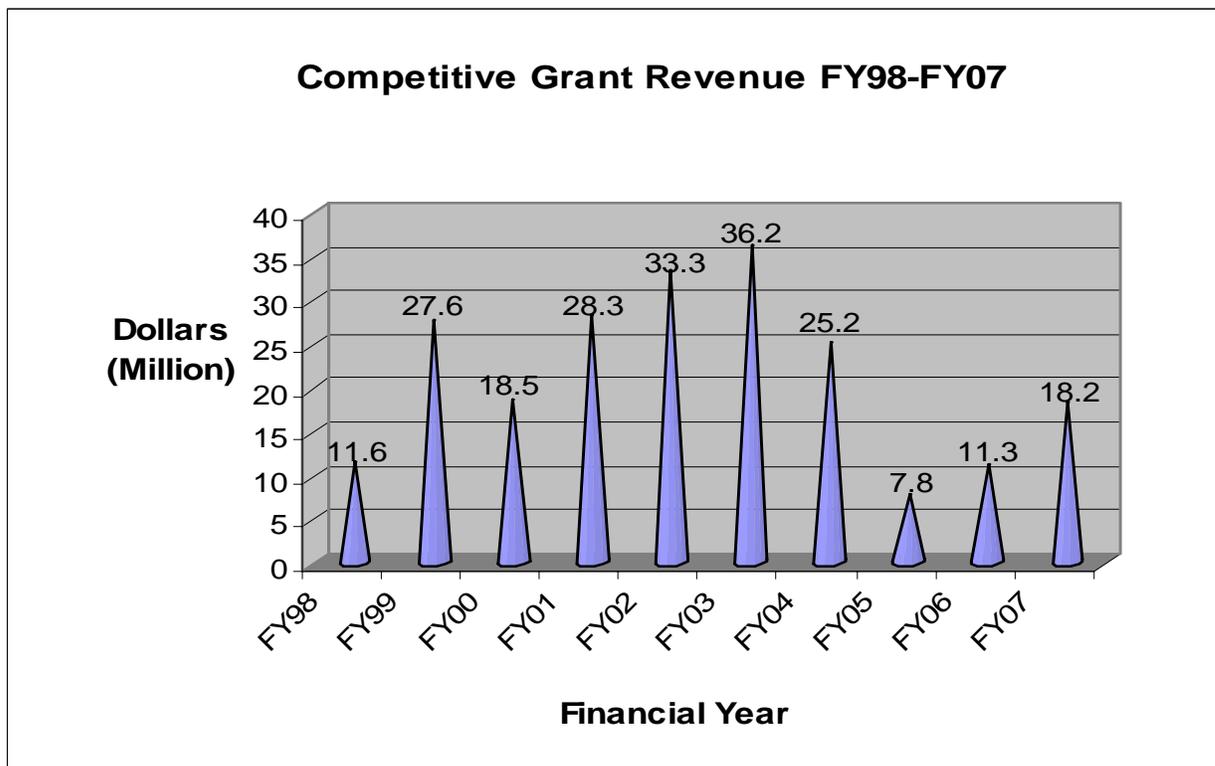


Figure 5. Competitive Grant Revenue FY98-FY07



OPGD's Direct Assistance

OPGD provided direct technical assistance to District government agencies, departments, and offices that request research on funding opportunities and advice on how to pursue them. Other available services included hiring grant writers, coordinating the application process, facilitating planning meetings, participating on grant writing teams, identifying partners, and securing letters of support.

State Single Point of Contact (SPOC)

OPGD is the District's State Single Point of Contact (SPOC) pursuant to Executive Order (EO) 12372, "Intergovernmental Review of Federal Programs." This order was established in 1982 to encourage coordination between federal agencies and state and local governments by giving local governments the right to review and comment on proposed federal financial assistance in their jurisdiction. The EO covers approximately 511 grant programs (competitive and non-competitive) of the total federal grants programs. The White House Office of Management and Budget maintains the official policies and the list of all programs covered by this order. All applications related to this EO for federal financial assistance from organizations located in the District of Columbia or providing services in the District of Columbia must be submitted to OPGD for review. In FY07, OPGD continued to use a customer-friendly automated system to allow applicants to comply with EO 12372. Applicants for covered federal grants 12372 were able to electronically provide information about their applications to OPGD at which point they immediately received the necessary State Application Identifier (SAI) Number via e-mail.

In FY07, OPGD issued 315 SAI numbers to organizations applying for federal grant programs covered by EO 12372. This was a 13% increase compared to the number provided in FY06. Of the 315 total, 235 were private organizations applying for federal funds and 80 were District government agencies. The dollar amount applied for by the 315 applicants totaled \$919.5M (approximately \$491.6M by non-governmental organizations and \$427.8M by District government agencies). This includes all grant programs, competitive as well as non-competitive. This amount represents a \$665.6M dollar increase in the amount of federal funds requested compared to FY06.

Further analysis of SAI numbers given by OPGD indicated a 13% increase in the total number of DC government applications submitted for review which represented a \$353.2M dollar increase in requested federal funding from the District in FY07. This increase appears related to fact that federal grant programs applied for previously were available in FY06.

2.1 Donations Executive Summary

In FY2007, OPGD received 195 Applications to Approve Donations (AAD) and authorized the acceptance of \$14.2 million in total donations made to the District government. On average, the District government received over \$73,000 for every AAD OPGD received. FY07 marked the fifth full year that the Rules of Conduct Governing Donations to the District government were administered by OPGD. During this period, OPGD in cooperation with the Office of the Chief Financial Officer (OCFO), deposited

all authorized financial donations into the DC Treasurer’s Private Donations Fund Account (0450) in SOAR.

Please note that the Executive Branch of the District government is the largest municipality in the region to institute a process to approve the solicitation, acceptance, and use of private donations. Thus, the District leads the region in institutionalizing a donation system to augment private support for public sector initiatives.

2.2 Key FY07 Donations Results and Recommendations

Figure 6. Key FY07 Donations Results and Recommendations*

<u>Results</u>	<u>Recommendations</u>
-Authorized \$14.2M in donations, more than all previous years combined, demonstrating the tremendous trust donors have in the District’s donations process	-Support OPGD in ensuring that agencies participate in donor cultivation/care workshops to maximize the volume of donations dollars supporting the Mayor’s priorities
-On average, the District government received over \$73,000 for every donation application OPGD received- demonstrating the efficiency and ROI of our oversight system	

**Please note that recommendations do not necessarily correspond to the results in the same row.*

2.3 Donation Amounts

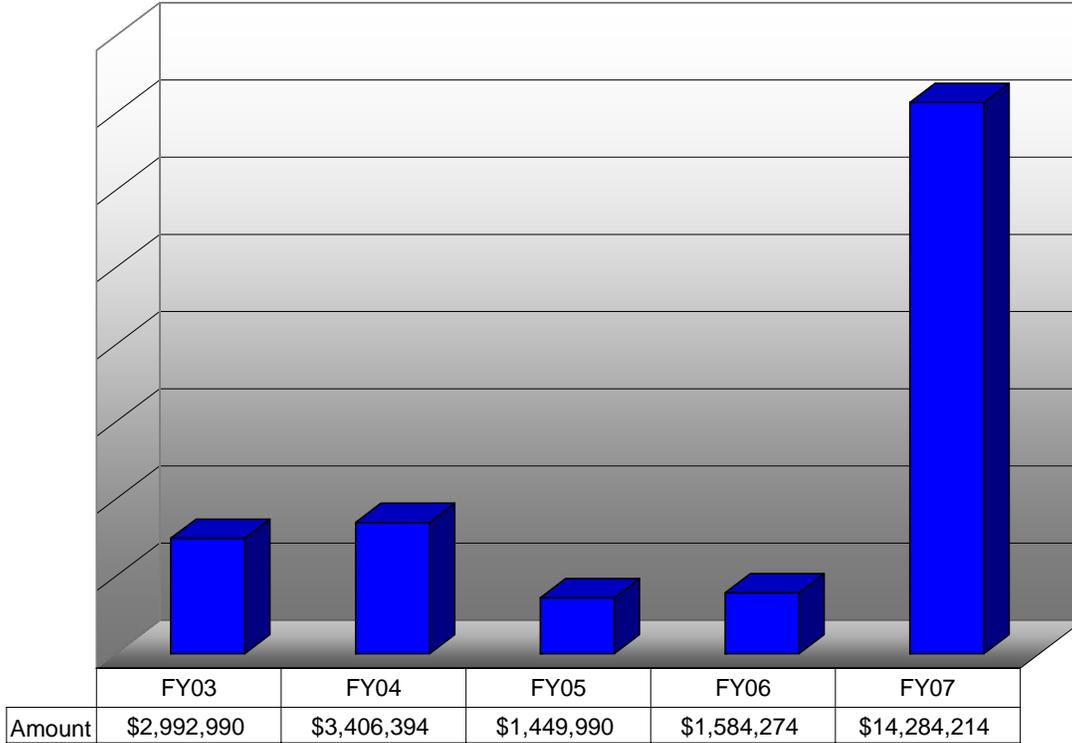
FY2007 was an excellent year for donations to the District government. OPGD received 195 AAD and authorized the acceptance of \$14.2M in total donations, the majority of which were in-kind contributions worth \$13.9M. The remainder was financial gifts valued at \$154,450. Between FY02 and FY06, OPGD received 1,114 AAD and authorized approximately \$11.5M in total donation receipts for District agencies. During this period, the District received \$9.2M in in-kind contributions and \$2.3M in financial donations. Analysis of the data in Table 3 (below) reveals that the District government solicited fewer donations, but received a much larger dollar value per donation.

Table 3: Donations Applications vs. Approved Donations Value FY02-FY07

Financial Year	AAD Received	Funding
FY02	49	\$2,063,907
FY03	203	\$2,992,990
FY04	246	\$3,406,394
FY05	339	\$1,449,990
FY06	277	\$1,584,274
FY07	195	\$14,284,214
FY02-FY07 Averages	218	\$2,148,481

Figure 7 (below) shows the five-year trend in authorized donations made to the District. It illustrates that the District has received a dramatic increase in donations in FY07 compared to the last four fiscal years.

Figure 7. Authorized Donations Made to the District Government FY03-FY07



Most of the donations OPGD processed in FY07 supported the Mayor’s education and health priorities. The Department of Health (DOH) received \$6.2M from the Children’s National Medical Center to set up school-based nursing programs. The Office of the Deputy Mayor for Education (ODME) received \$3.2M for school projects including the Buff & Scrub Initiative. The Department of Parks and Recreation (DPR) continued to enjoy strong donations support, receiving \$1.5M to support programs such as field trips to the Verizon Center, the expansion of the soccer program in Ward 8, and the beautification of recreational facilities around the District.

The third quarter of FY07 saw a record in donations receipts for the District. OPGD authorized the acceptance of \$10.5M in the 3rd quarter, a figure that exceeds the combined total for four previous years.

Figure 8 (page 12) shows a breakdown of FY07’s 3rd quarter donations receipts by District agency.

Figure 8. FY07 3rd Quarter Donations by Agency

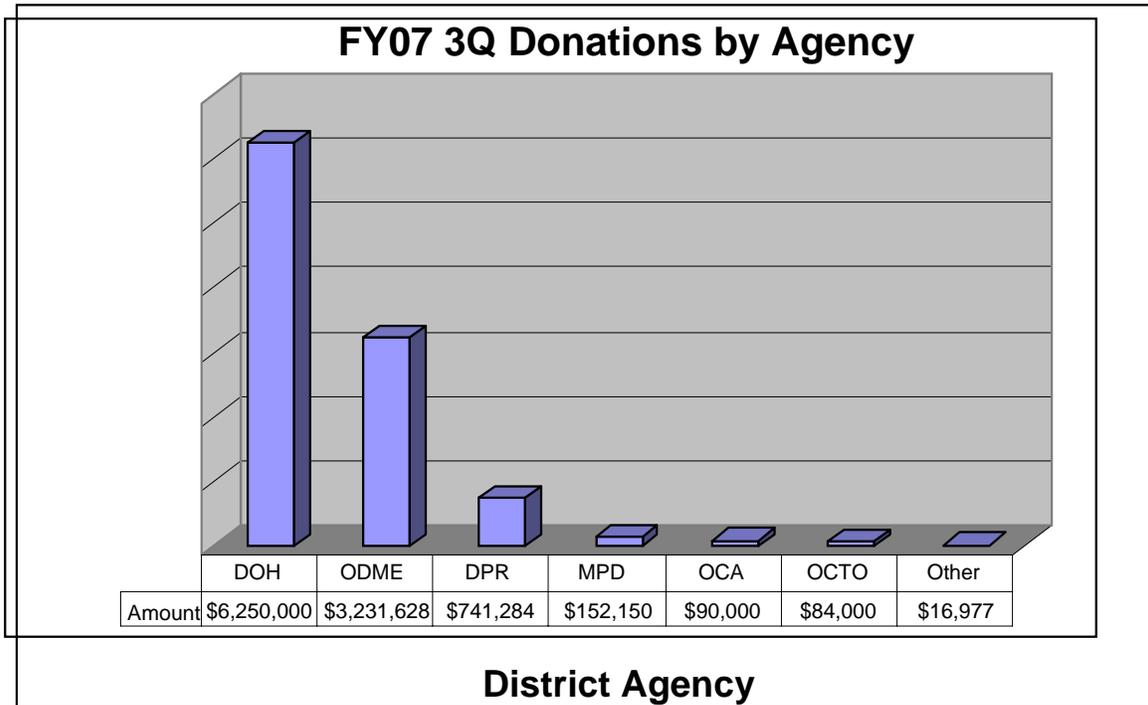
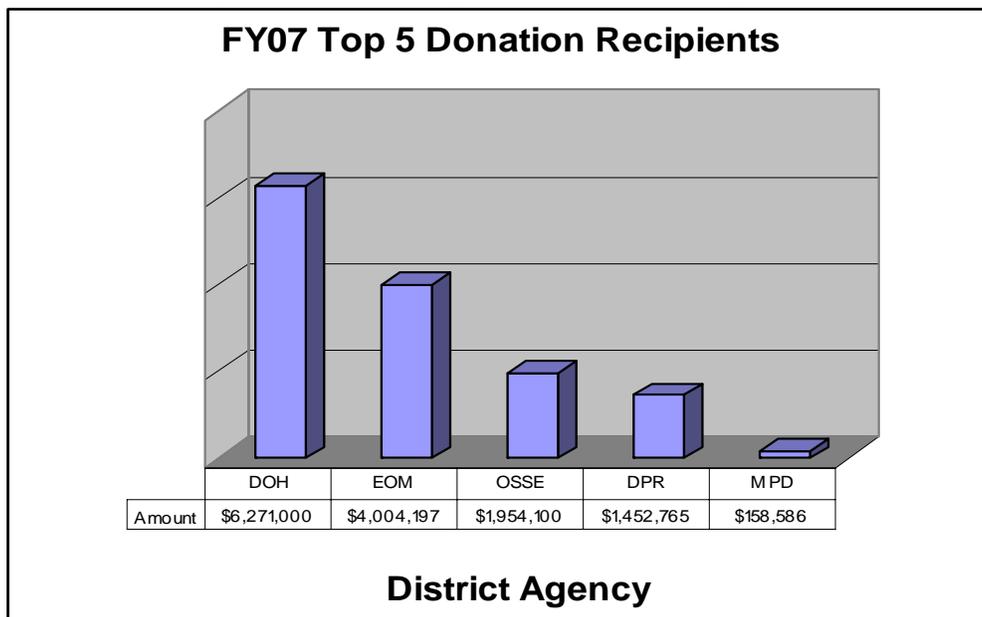


Figure 9 (below) shows the top five District government donation recipients for FY07. DOH accounted for 40% of the total receipts for this period. ODME followed DOH, with almost 20% of donations receipts. Other top donation beneficiaries are the Executive Office of the Mayor (EOM), Office of the State Superintendent of Education (OSSE), Department of Parks and Recreation (DPR), Office of the Chief Technology Officer (OCTO), the Metropolitan Police Department (MPD).

Figure 9. FY07 Top 5 Donations Recipients



The Office of the Deputy Mayor for Education (ODME) received 98% of donations dollars accepted by the EOM. Accordingly, the Office of the Deputy Mayor for Education and Serve DC were the top two recipients of donations in the EOM. EOM donations were used to support activities such as the District’s Annual Youth Service Day; DC Emancipation Day Celebration; Martin Luther King, Jr. Day; Mayor Williams’ Trade Mission to South Africa, where he visited Tshwane, Cape Town, and Durbin; and the Mayor’s 2007 Turkey Drive.

In FY07, District agencies used private donations to augment support for their respective projects and services for local residents. A brief description of sample donations and related benefits are described in Table 4 (below). Please visit the OPGD website at <http://opgd.dc.gov> for more details.

Table 4. Sample of Donation Benefits to the District in FY07

DC Agency	Donor	Benefit(s)	\$ Value
Department of Health	Children’s National Medical Center	In-kind donation of services for education and training of school nurses, outreach services to locate children in need of health care and to develop and implement a program evaluation design.	\$6,250,000.00
Department of Parks and Recreation	DC Building Industry Association	In-kind donation of renovation on the DC Therapeutic Recreation Center in Ward 7.	\$500,000.00
Office of the Deputy Mayor for Education	Blue Sky Construction Facchina Construction Co. Horning Brothers William C. Smith & Co. Bannaker Ventures, LLC Adams Investment Group LLC	In-kind donations of services to accomplish minor repairs, cleaning, beautification and landscaping of DCPS.	\$231,627.51
Office of the State Superintendent of Education	Bill & Melinda Gates Foundation	In-kind donation of consulting services to support the development of an internal system of accountability.	\$202,800.00
Office of the City Administrator	The Urban Institute	In-kind donation of research services to support the Mayor’s reconnecting disconnected youth initiative.	\$90,000.00
Department of Parks and Recreation	Allstate Foundation	In-kind donation of materials for playground enhancement at Petworth Recreation Center.	\$61,000.00
Office of the Chief Technology Officer	Hewlett-Packard	In-kind donations of services to facilitate the integration of three OCTO databases (PASS, PeopleSoft and FTS).	\$48,000.00

The above donations made to the District government demonstrate the tremendous amount of good will, corporate social responsibility, and philanthropic support that exists in the District of Columbia. It also represents the growing confidence that donors have

developed in the District’s donation process. OPGD will capitalize on this by informing more local agencies and potential donors about the District’s donation process and its benefits to the residents and stakeholders of our nation’s capital city.

2.4 Donations Outreach and Training

OPGD, in conjunction with the Office of the Attorney General (OAG), conducted group training sessions for approximately 50 government personnel from the EOM including the Office of the Deputy Mayor for Planning and Economic Development in FY07. The training provided a step-by-step account of OPGD’s online donations application process, the OAG’s legal sufficiency review, the completion of all donation agreements, the Office of the Chief Financial Officer’s (OCFO) procedures for depositing financial contributions, as well as several donation training scenarios. In addition, OPGD provided one-on-one donation consultation with staff from a wide-range of local agencies that submitted donation applications during this period.

3.1 Partnerships Executive Summary

In FY07, private grants to district agencies exceeded \$13.5M, a decrease of \$4M from FY06. OPGD facilitated inter and intra-governmental partnerships, with a special focus on international grant and trade opportunities. OPGD focused on developing partnerships to support the Mayor’s education, economic development, and community engagement priorities. This included partnerships with DonorsChoose.org, the offices of Governors Tim Kaine and Martin O’Malley, the World Bank, the Mayor’s Office of Lesbian, Gay, Bisexual, and Transgender (LGBT) Affairs, and the U.S. Trade Development Agency.

3.2 Key FY07 Partnerships Results and Recommendations

Figure10. Key FY07 Partnerships Results and Recommendations*

<u>Results</u>	<u>Recommendations</u>
-Introduced DonorsChoose.org to ODME, brokering a partnership to increase and monitor the amount of resources supporting District classrooms	-Continue support for existing Sister City relationships by renewing the District’s Sister City relationship with Tshwane (Pretoria) and Dakar
-Teamed with the offices of Governors O’Malley and Kaine to co-host an international grant and trade conference to promote global business opportunities for regional companies and nonprofits including some 100 District entities	-Continue to collaborate with the Governors’ offices to inform District and regional for-profit and non-profits about potential international grant and trade opportunities offered by DC based international financial institutions (IFIs)
-Worked with the Mayor’s Office of LGBT Affairs to hold a conference on philanthropy and development to the District’s LGBT community partners.	-Collaborate with DC government and nonprofits that provide direct services to the District’s diverse immigrant communities

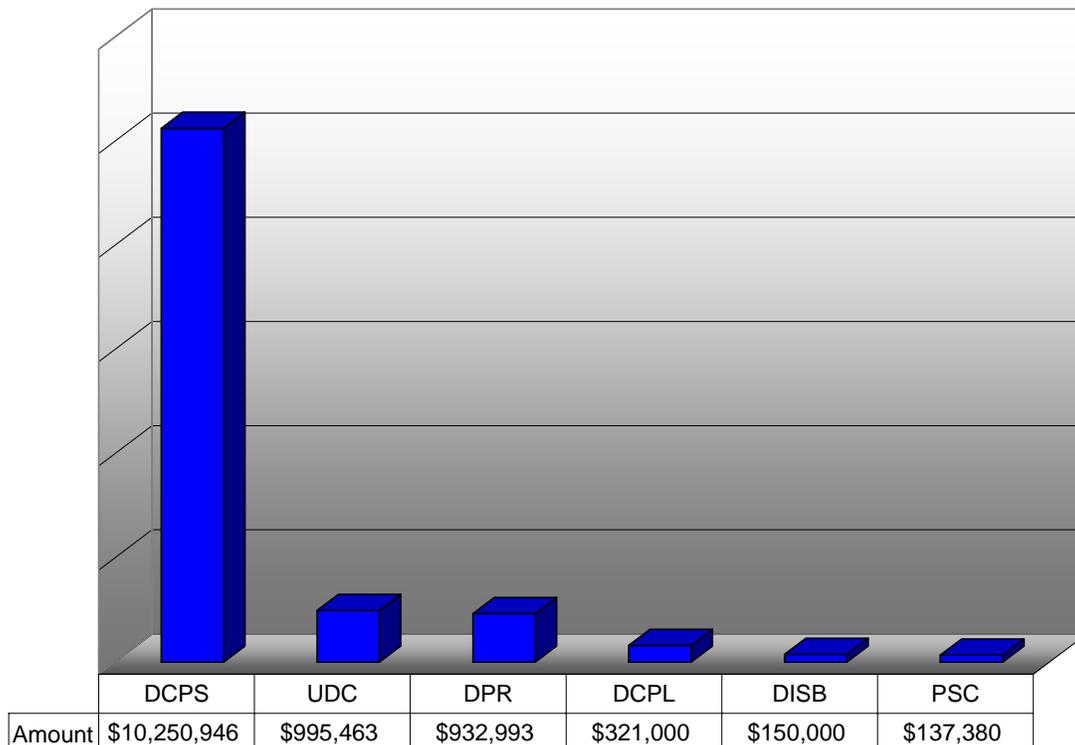
**Please note that recommendations do not necessarily correspond to the results in the same row.*

3.3 District-Wide Data on Private Grants

Private grants represent one source of philanthropic collaboration between grant makers and District government grant seekers. The Office of the Chief Financial Officer’s Office of Budget and Planning (OBP) authorized and reported that the government had Congressionally Approved Budget Authority for nearly \$13.5 million in private grant funds in FY07. These private grant revenues supported a variety of new and multi-year public-private initiatives in 13 District agencies, including the following: District of Columbia Public Schools (\$10,250,946), University of the District of Columbia (\$995,463), Department of Parks and Recreation (\$932,993), and District of Columbia Public Library (\$321,000).

Figure 11 below shows the top six District government agencies that received private grants in FY07.

Figure 11: Top Private Grant Recipients in FY07



3.4 Local Partnerships

In late FY07, OPGD facilitated a partnership between DonorsChoose.org and ODME to increase and track the volume of resources available to support the Mayor’s education priorities. DonorsChoose.org is a nonprofit organization that allows potential donors to view teacher-posted projects and donations requests, and go online to make donations using a simple ‘point, click, give’ interface. Please see DonorsChoose.org website for more details. OPGD learned about DonorsChoose.org while doing DC foundation outreach and invited DonorsChoose.org to meet with ODME and DCPS staff to discuss how to increase DonorsChoose.org’s activity and visibility in the District. The result was

a partnership that will, in FY08, publicize DonorsChoose.org's activity in the District and use OPGD's donations process to monitor the volume and types of donations made to District schools through DonorsChoose.org.

In FY07, OPGD also collaborated with the Mayor's Office of LGBT Affairs, the Whitman-Walker clinic, the Human Rights Campaign, and the Service Members Legal Defense Fund to deliver a conference on philanthropy and development for the District's LGBT community. The conference was designed to help LGBT service providers develop the skills to identify funding opportunities, as well as establish, cultivate, and sustain philanthropic relationships. The conference was held on October 23, 2007 during which some 80 representatives from local LGBT-serving organizations were present.

OPGD also began discussions with the Grand Lodge of Washington DC to donate programs and services to DCPS in support of the Mayor's education priorities. One program suggested by the Grand Lodge is a two series Constitutional Seminar provided by the Bill of Rights Institute, on the Declaration of Independence, the Bill of Rights, and the Constitution of the United States. This donation would benefit some 100 DCPS Social Studies teachers and their respective students. Other services suggested by the Grand Lodge are the Adopt-A-School-Program, Child ID Registration Program, and scholarships for teachers and students from DCPS.

3.5 International Partnerships

In a partnership that included international and domestic participants, OPGD worked with the offices of Governors Tim Kaine, of the Commonwealth of Virginia and Martin O'Malley of the State of Maryland, the World Bank, and the United States Trade and Development Agency (USTDA) to co-host a conference on international grant and trade opportunities available to businesses and nonprofits in the Greater Washington Metropolitan Region. Over 150 representatives from regional businesses, including 80 businesses from the District of Columbia, learned about specific and general business opportunities and met face-to-face with potential business partners. The conference included presentations from organizations like the USTDA, the Millennium Challenge Corporation, and the United States Agency for International Development (USAID) as well as remarks from the Commercial Ministries of the Republic of South Africa, the Kingdom of Jordan, the Socialist Republic of Vietnam, Ukraine, and the Federative Republic of Brazil.

OPGD also developed a relationship with World Bank officials to use the bank's facilities and office space as a site for OPGD training events. In FY07, OPGD also collaborated with World Bank officials to support the District government's efforts to strengthen its partnership with its "Sister City," the City of Tshwane Metropolitan Municipalities, also called Pretoria, the capital city of the Republic of South Africa. This relationship has led to a commitment by the World Bank to host a series of videoconferences between public policy leaders and service providers in both capital cities.

4.1 Capacity Building Executive Summary

In FY07, OPGD assisted a diverse group of nonprofit, faith-based and government representatives across the District of Columbia. In our effort to provide technical assistance to small and start-up community-based and faith-based organizations, OPGD provided organizational and executive leadership training workshops, resource development training sessions, and one-on-one technical assistance. The Strengthening Partners Initiative (SPI) successfully completed its fifth year and OPGD, in partnership with DOH’s HIV/AIDS Administration (HAA), added a new program, the Effi Barry HIV/AIDS Initiative. The commitment to these activities reflects the value OPGD places on the important role that nonprofit and faith-based organizations play in providing services to District residents.

4.2 Key FY07 Capacity Building Results and Recommendations

Figure 12. Key FY07 Capacity Building Results*

Results	Recommendations
-Successfully implemented first year of HIV/AIDS Capacity Building Initiative in partnership with DOH’s HIV/AIDS Administration	-Increase technical support to assist HAA grantees fully implement their respective capacity building corrective action plans
-Successfully completed the design of a post-program evaluation plan and tool for OPGD’s Effi Barry HIV/AIDS Capacity Building Initiative and SPI programs	-Develop on-line capacity building training services for local government and nonprofit clients
-Provided capacity building and technical support for 6,434 representatives of nonprofit and faith-based organizations, a 17% increase over FY06	

**Please note that recommendations do not necessarily correspond to the results in the same row.*

4.3 Customer Service/Capacity Building

In FY07, OPGD provided capacity building and related technical support workshops for 6,434 representatives of nonprofit, faith-based, and government organizations. This number includes 3,003 nonprofit and faith-based organizations receiving technical assistance through the receipt of OPGD’s weekly newsletter, *Funding Alert*. OPGD presented information about its services at numerous forums including but not limited to the following:

- workshops for grantees of the Children Youth Investment Trust Corporation (CYITC);
- the Foundation Center-Washington, DC to provide *Grant Seeking Basics: Learn How Foundations Work* and *How to Find Funders for Your Nonprofit Organization*;
- GrantsDirect.com/Jankowski Associates to deliver two programs: *Mining for Gold- How to Read Foundation Tax Returns* and ‘Foundation Research: Who Gives and Who Gets in Washington.’

OPGD developed and delivered additional sessions on the following topics: Funding & Financing; Preparing Logic Models – Parts I and II; and How to Complete the IRS 1023 for Nonprofit Status. On May 14, 2007, OPGD convened its Grant Development Triathlon where experts from local foundations, District of Columbia and Federal governments provided information on upcoming funding opportunities and how to respond with competitive proposals.

One-on-one consultations continue to be a service highly sought after by the nonprofit and faith-based communities. OPGD staff assists organizations in accessing funding, becoming a registered nonprofit, and partnering with other organizations.

4.4 Strengthening Partners Initiative (SPI)

OPGD’s Strengthening Partners Initiative (SPI) is a one-year organizational and executive leadership development program for emerging faith-based and nonprofit organizations in the District. The program offers bi-weekly capacity building instruction on critical topics like board development, resource development, and financial management. SPI also provides specialized coaching and requires the participants to demonstrate how they plan to use the tools learned from the program.

SPI successfully graduated its fifth class in September 2007. Of the 20 competitively selected organizations, 18 successfully completed all phases and graduated. A description of each organization that graduated is presented in Table 5 (below).

Table 5: Strengthening Partners Initiative Graduates 2006-2007

Organization	Description of Services
Aban’s Institute and Associates, Inc.	Aban offers comprehensive education and health programs that empower children, rebuild families, and revive communities.
Alliance for Fairness in Reforms to Medicaid (AFFIRM)	AFFIRM provides direct consumer assistance, including education about publicly funded health programs and application assistance, to consumers who may be eligible for Medicaid/DC Healthy Families or the DC Health Care Alliance program.
Amani Global Ambassadors	Amani Global Ambassadors carries out advocacy, awareness, and resource referral programs focusing on education and skills training to empower youth, women, immigrants, refugees, homeless populations, abused and trafficked women and girls, and persons with disabilities to overcome the consequences of poverty resulting in crime, violence, drug addiction, HIV/AIDS, other threatening diseases, and domestic and international human trafficking.
Beta Omega Social Service, Inc.	Beta Omega Social Services promotes sustainable achievement, responsibility, and pro-social behavior among youth and young adults in the District of Columbia through the provision of education and mentoring services focusing on leadership development.
Byte Back, Inc.	Byte Back provides high-quality computer training for under-employed and unemployed adults and at-risk youth ranging from PC for beginners to web development.

Table 5 (cont.): Strengthening Partners Initiative Graduates 2006-2007

Organization	Description of Services
Center for Minority Studies	The Center for Minority Studies is a health awareness non-profit organization that utilizes pharmacists to decrease health disparities through the provision of medication therapy management and health topic discussions.
Coaching for College	Coaching for College helps students: strengthen academic skills, explore rewarding careers, and view education as a vehicle for success.
FAN (Finhankra Akoma Ntoas)	FAN's goal is to bring a Positive Youth Development perspective to Washington, DC youth in foster care.
Free Advice, Inc.	Free Advice provides in-home and/or in-school therapy services to individuals and families who have been victims of violent crime in Washington, DC.
Grace Paige Prison Ministries	Grace Paige Prison Ministries provides spiritual counseling, bible teaching, and self-esteem building and tutors children of prisoners during the school year. This Ministry is mandated to feed the poor, clothe the needy, and visit the prisoners.
M.O.M.I.E.'s, Inc.	M.O.M.I.E.'s offers creative & culturally-relevant out of-school time programming; parent/community support and advocacy; and year-round children gallery initiatives.
Mission Opportunity	Mission Opportunity offers educational hands-on programming that equips "Success Partners" with the knowledge needed to make the best decisions about various careers and life styles.
Neighbors of Seaton Place, Inc.	Neighbors of Seaton Place provide high quality, research-based programs that meet the needs of children and their families.
Peaceholics Inc.	Peaceholics is committed to enhancing the academic and social development of at-risk youth and their families in the Washington, DC area, by utilizing core principles: pride, respect, education, family, and community to strengthen youth and their families.
SamariCorp Community Development Corporation	SamariCorp provides services that promote the economic social and spiritual empowerment of individuals and families in low to moderate income communities, including GED preparation, parenting education, substance abuse prevention, and financial literacy.
To Inspire Strong (TIS African Children Fund, Inc.)	TIS African Children Fund conducts programs and services that benefit the health, education and social welfare of low-income, disadvantaged African immigrants and children in Africa in collaboration with Southeast Children's Fund in Washington, DC.
Volunteers for Abused and Neglected Children (VANC)	VANC recruits, trains and directs community volunteers appointed by a Judge as court appointed special advocates to represent the interests of child abuse victims.
Yayah's, Inc.	Yayah's provides at-risk youth with the valuable skills needed to aid them in their adjustment, acquisition, and appreciation of a healthier and productive lifestyle.

The first phase of the SPI curriculum provided bi-weekly instruction on one of the following topics:

- organizational assessment, logic models, strategic planning, fiscal management and controls, board roles and responsibility, standard operating procedures, human resources, fundraising, resource development, technology, marketing, collaboration, and program evaluation and outcomes measures.

The training sessions were held at numerous venues including the Charles Sumner School, The World Bank, International Monetary Fund, Inter-American Development

Bank, Allen Chapel AME Church, Southeastern University, and the Cannon House Office Building. Holding the sessions at different locations provided the participants with an opportunity to be exposed to the many resources available to their organizations as they endeavor to build capacity.

The second phase of the program offered one-on-one technical support. Participants were assigned a consultant to provide five hours of onsite support to address particular concerns to their organizations.

The third and final phase required each SPI participant to demonstrate how their organization would use the tools they learned. The participants were given thirty minutes to present their projects before their classmates. Some of the presentations topics were as follows:

- Building infrastructure, program planning, evaluation, board development, resource development, and marketing;
- Beta Omega Social Services gave a PowerPoint on how they revised their mission statement, developed organizational priorities, and identified their strengths, weaknesses, opportunities, and threats; and
- The Center for Minority Studies presented the strategies they developed for their fifth anniversary fundraiser. They discussed the strategy behind the structure of the event and goals of the fundraiser.

4.5 Effi Barry HIV/AIDS Initiative



Effi Barry, the former First Lady of the District of Columbia

In FY07, OPGD and HAA, with support and guidance of Effi Barry signed an MOU to provide a capacity building initiative for select District HIV/AIDS service providers. The partnership enhanced local HIV/AIDS service providers that were DOH grantees and pre-selected by HAA to receive technical assistance to effectively apply for and manage DOH/HAA grant programs to reduce the risks of HIV/AIDS affecting District residents, especially those living east of the Anacostia River. Each of the 21 organizations selected by HAA successfully completed the program in FY07.

A brief description of each organization that graduated is presented in Table 6 (below).

Table 6: Effi Barry HIV/AIDS Capacity Building Initiative

Organization	Description of Services
Abundant Life Clinic	Abundant Life Clinic provides medical services, counseling, HIV testing, case management, nutritional services, and complementary services for HIV patients and integrated medical services to all.
Akoma Project of The Union Temple Baptist Church	The Akoma Project of The Temple Baptist Church provides case management; mental health services; prevention/education; emergency financial assistance; transportation; pastoral care and counseling; day treatment and substance abuse counseling.
Antioch Baptist Church	Antioch Baptist Church provides testing and education.
Coates & Lane Foundation, Inc.	Coates & Lane Foundation, Inc. provides housing case management. The 24 hour co-ed transitional housing facility is staffed by caring, qualified professionals and peers.
Christ House	Christ House is a temporary residence for those who are ill and homeless. It is a place where they can get plenty of rest, nutritious meals, medical care, and social services.
Community Education Group	Community Education Group is dedicated to the health of the Black family, with an emphasis on the impact and prevention of HIV/AIDS on Black women.
Concerned Citizens on Alcohol & Drug Abuse, Inc.	Concerned Citizens provides an intensive day and evening, outpatient addictive disorder treatment program which utilizes the Twelve Step model and Family Systems approach to treat adults including women and children.
Covenant House Washington (CHW)	CHW's Prevention Services Program offers three unique programs – the Peer-Supported Pregnancy Prevention Program, Teen Life Choices Program, and the Youth Against Substance Abuse Program.
Deaf-REACH	Deaf-REACH maximizes the self-sufficiency of deaf adults needing special services by providing referral, education, advocacy, counseling, and housing.
Different Avenues	Different Avenues offers a peer-led program working in all wards for the health, rights, and safety of people at high risk for HIV, violence, and discrimination.
Echelon Community Services	Echelon Community Services is composed of four service areas: substance abuse counseling, congregate care services, mentoring and prevention/education services.
Gospel Truth GGL Ministries Inc.	Gospel Truth GGL Ministries provides HIV/AIDS educational services, with a concentration on culturally sensitive messaging for seniors. Additional support services are available for seniors living with HIV/AIDS.
Hill's Community Residential Support Services, Inc.	Hill's Community Residential Support Services provides supportive housing, treatment services, case management and therapy to individuals involved with the Department of Mental Health and women who are HIV/AIDS positive, ex-offenders, and substance abusers.
Homes for Hope, Inc.	Homes for Hope is a supportive housing provider for people living with chronic illnesses and homelessness offering case management, substance abuse recovery counseling, and job training skills.
Hughes Hope	Hughes Hope is a resource center promoting HIV/AIDS prevention & awareness.

Table 6 (cont.): Effi Barry HIV/AIDS Capacity Building Initiative

Organization	Description of Services
Our Place, DC	Our Place, DC supports women who are or have been in the criminal justice system by providing the resources they need to maintain connections with the community, resettle after incarceration, and reconcile with their families. Our Place helps women remain drug and alcohol free, obtain decent housing and jobs, gain access to education, secure resources for their children, and maintain physical and emotional health.
Planned Parenthood of Metropolitan Washington DC, Inc.	Planned Parenthood of Metropolitan Washington DC provides confidential high-quality, affordable healthcare to women, men and teens in the metropolitan area.
Prevention Works	Prevention Works strives to curb the spread of HIV, viral hepatitis, and similar life threatening infections among injecting and other drug users, their sexual partners, and newborn children in the District.
Reaching Inside for Self Esteem (RISE)	Reaching Inside for Self –Esteem, (RISE) provides out-of-school time services, youth prevention services, and HIV/AIDS outreach prevention education in under-served communities in Wards 6, 7 and 8.
Transgender Health Empowerment, Inc.	Transgender Health Empowerment provides supportive housing services & HIV/AIDS prevention.
Unity Health Care, Inc.	Unity Health Care provides quality care through the services of a skilled, compassionate, multicultural professional staff of physicians, nurses, medical and dental assistants, pharmacists, and social workers.

The Effi Barry HIV/AIDS Capacity Building Initiative is a three-phase program that is similar to SPI. The first phase of the program involves a self-reported pre-screening assessment that identifies areas of need for each organization and mandatory training sessions. Training topics include:

Understanding & Utilizing Logic Models; Creating & Implementing a Strategic Plan; Cultivating & Maintaining Strategic Relationships; Managing Your Board; Developing Organizational Policies & Procedures; Understanding Accountability & Fiscal Management; Preparing & Using Budgets; Engaging in Accounting; Resource Development; Grant Writing; Retaining, Training & Managing Volunteers; HIV/AIDS Education; Effectively Communicating; Cultural Competency; and Developing Messages & Social Marketing.

All workshops were led by experienced experts and practitioners who employ cultural sensitivity and had demonstrated experience in nonprofit management and service delivery. At the completion of the training component each organization participated in a Presentation of Learning and highlighted how the program strengthened their internal operations and increased their organization’s capacity. Topics included developing a strategic plan and a logic model, developing a policies and procedures manual, financial management procedures, and program development.

The second phase of the program consisted of on-site financial and operational assessments for eight of the organizations who were a part of the Ward 7 Collaborative. They were assigned a consultant who provided approximately 15 hours of internal review and helped identify through a corrective action plan how to address any operational and

financial weaknesses. The third and final phase provided on-site technical assistance and monitoring.

2007 Capacity Building Initiative Graduation

On September 26, 2007, a joint capacity building initiative graduation ceremony was held for the SPI's fifth graduating class and the first Effi Barry HIV/AIDS Initiative graduating class. The graduation was held in the Enrique V. Iglesias Auditorium at the Inter-American Development Bank. Thirty-nine organizations graduated from OPGD's capacity building initiative program. During the program, a special tribute was paid to Effi Barry for her strong leadership and support in establishing the partnership between the DC City Council, Department of Health, and OPGD which led to the creation of our HIV/AIDS Capacity Building Initiative.

A video presentation honoring Ms. Barry's legacy was shown. Dr. Gwendolyn Boyd, Executive Assistant to the Chief of Staff at Johns Hopkins University was the keynote speaker. She gave a very inspiring speech to the graduates about the importance of their role in the District of Columbia. She challenged the graduates to "work the network" as she reminded them that they were the "first domino in the line." Boyd, who was inducted into the Black AIDS Institute Hall of Fame in 2004, said that the graduates have been called to protect and serve and they must continue to improve the lives of the people in their community and congratulated them on being the "change agents." After the presentation, each participant received a certificate of completion signed by Mayor Fenty and OPGD Director Lafayette Barnes.



Effi Barry HIV/AIDS Workshop



SPI 2007 Graduates

When asked what the program meant to them, SPI Graduates said:

*“Encouraging, Empowering, Uplifting and Informative, thank God for SPI.”
Quintin Hudgens, Beta Omega Social Services, Inc.*

“The SPI program has truly set Mission Opportunity on a fast track to success. The training, coaching and mentoring was thought-provoking, executable, and focused. The experts knew their field and gave us the information we required to meet the goals of each organization during our group sessions. The individual coaching sessions have given me tools that I will use to grow this company to national proportions. I could not have paid for what my organization has received and I am extremely pleased and blessed for the opportunity to learn what I have learned and to have met the people I have met.”

Nataki Doyle, Mission Opportunity

When asked what the program meant to them, an Effi Barry HIV/AIDS Graduate said:

“As nonprofit, community-based organizations we can sometimes forget our value. One of the most phenomenal outcomes of the Capacity Building Program is that, as participants, we learned to recognize and embrace our professional value. We are now empowered to develop resources and build relationships knowing that we are socially conscious, culturally aware, and passionately engaged community-centered organizations.”
*Audrey White, Director of Corporate & Community Relations,
Unity Health Care Foundation, Inc.*



Effi Barry HIV/AIDS 2007 Graduates

4.6 Grant Information Resource Center (GIRC) Activity

In FY07, 313 individuals made use of the GIRC resources. They represented all wards of the city and provided services in areas such as crime/violence prevention, family services, substance abuse prevention, and adult education.

Visitors to the GIRC overwhelmingly rated their experience as positive. In general, 53% of visitors rated the center as an excellent service, while 41% rated it as very good.

Comments include:

“In the GIRC every question I had was properly answered - even questions I wanted to ask and didn’t.”

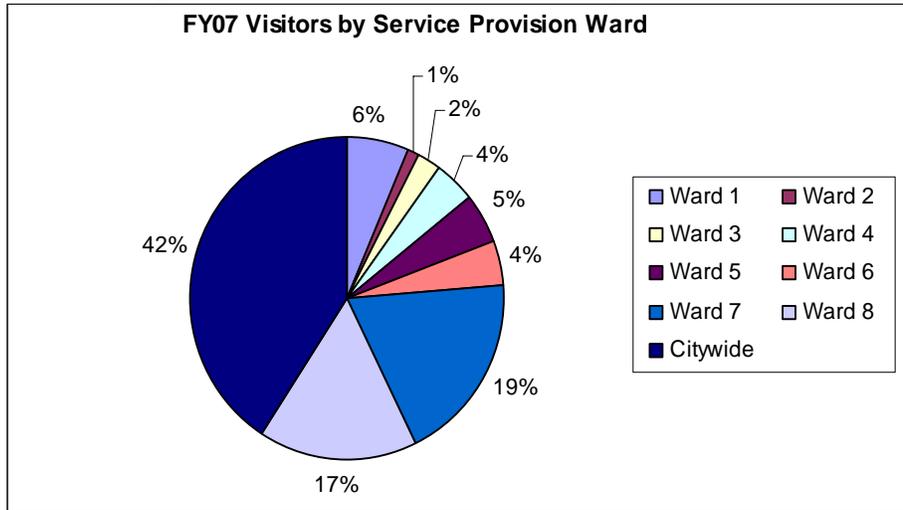
Alicia Mainor-Henson, Big Sista’s House Inc.

“Eric is an excellent facilitator; he knows the resources out there and is hands on showing how to get it.”

Nura Green, Aban Institute & Assoc., Inc.

Visitors to the GIRC provide services across the District of Columbia. Accordingly, Figure 13 (page 25) shows that nearly 45% of our visitors provided city-wide services and close to 40% of the GIRC customers offer services to District residents in Wards 7 and 8.

Figure 13. FY07 GIRC Visitors by District Wards



4.7 Certification in Grants Management

Beginning in late FY07, two members of the OPGD staff began coursework in pursuit of certificates in grants management through Management Concepts, Inc. Requirements for the program included attending four core courses, totaling nine days of classes, as well as a minimum of six additional days of training. By the end of FY08, both staff members should have completed the certificate program, moving OPGD’s total of certified Grants Managers to six staff members.

Grants Management Certificate Program course offerings are found in Table 7 (below).

Table 7: Grants Management Certificate Program Course Offerings

Core Courses:
Managing Federal Grants and Cooperative Agreements for Recipients
Awarding and Monitoring Sub-awards Under Federal Grants
Uniform Administrative Requirements: OMB Circulars A-102 and 2 CFR Part 215
Cost Principles: OMB Circulars A-21, A-122, and A-87, and FAR 31.2
Elective Courses:
Applying for Federal Grants and Cooperative Agreements
How to Write the Application Narrative
How to Prepare the Application Budget
Business Management Systems for Recipients
Evaluating Federal Funds Management Capabilities of Recipients and Sub-recipients
Audit of Federal Grants and Cooperative Agreements
Grants and GPRA: A Performance-Based Approach to Federal Assistance
Understanding of National Policy Requirements
Federal Assistance Law
Developing a Facilities and Administrative Cost Rate Proposal Under OMB Circular A-21
Developing an Indirect Cost Rate Proposal Under OMB Circular A-122
Developing an Indirect Cost Rate Proposal and Cost Allocation Plan for State, Local, and Tribal Governments Under OMB Circular A-87
Advanced Cost Principles

5.1 Research and Communication Executive Summary

OPGD’s website received over 248,000 hits in FY07, an increase of 31% compared to FY06 and an increase of 338% since FY03. During this period, OPGD redesigned the *Funding Alert* and *Federal Grants Bulletin* to effectively brand both documents and make them more user-friendly. OPGD rolled out several new communications products in FY07, including marketing brochures for the SPI Program and Effi Barry HIV/AIDS Capacity Building Initiative, and GIRC services information stands. OPGD also updated existing general informational materials like the OPGD brochure and bookmark. Late in FY07, OPGD also moved to online, user-completed registration forms for its capacity building offerings.

OPGD also began two important outreach efforts in FY07. First, to ensure that our support remains relevant to the priorities and operations of the Mayor, OPGD scheduled outreach meetings with critical grant-active agencies. These meetings were designed to help OPGD understand how exactly specific agencies have used our services in the past, what agency priorities are now, and how OPGD can tailor its offerings to most effectively support agencies. Second, to ensure that community and government partners have maximal access to OPGD information and services, OPGD staff launched a community outreach effort. This included producing and widely distributing materials on OPGD core services and key contacts.

5.2 Key FY07 Research and Communication Results and Recommendations

Figure 14. Key FY07 Research and Communications Results and Recommendations*

<u>Results</u>	<u>Recommendations</u>
-Reformatted <i>Funding Alert</i> and <i>Federal Grants Bulletin</i> to make both publications more user-friendly; feedback overwhelmingly positive	-Actively support, at the OCA level, OPGD efforts to reach out to District agencies regarding OPGD’s new services offered in FY08
-Increased website hits to 248,505 in FY07, an increase 31% over FY06	-Develop on-line training services for OPGD customers
-Began aggressive government agency and community outreach efforts to get feedback on OPGD services- allowing OPGD to remain truly effective in supporting the government and the community	-Upgrade OPGD marketing materials to develop a common look of the office’s brand and services

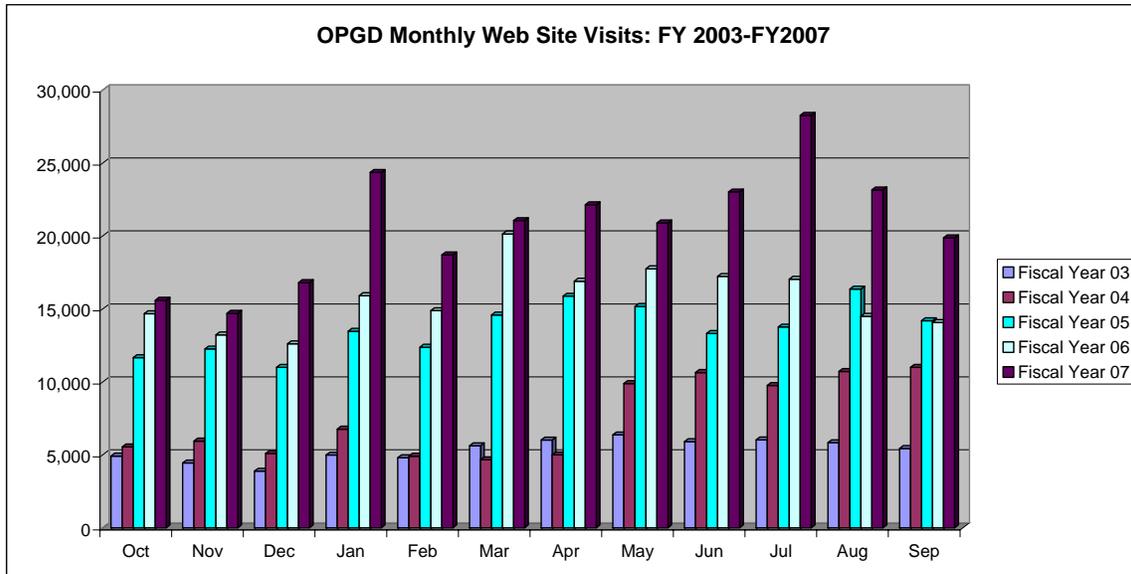
*Please note that recommendations do not necessarily correspond to the results in the same row.

5.3 Internet Website

Since March 2001, OPGD has hosted an extensive website that describes all areas of the office’s operations. OPGD’s customers continue to visit the website in phenomenal

numbers. Overall, activity jumped 31% to 248,505 visits in FY07. Figure 15 (below) charts this increase.

Figure 15. OPGD Website Visits: FY2003-FY2007



The website continues to grow and has a variety of links to external information sources such as federal funding resources and nonprofit support organizations. In addition to the newsroom, frequently asked questions, and feedback form, the website provides information on the following topics:

Table 8: Internet Services and Information

Services	Information
<ul style="list-style-type: none"> • Grants Information Resource Center • Search for Grants • Federal Grants Assistance • Foundation and Corporate Affairs • Nonprofit and Faith-Based Support • State Single Point of Contact • Strengthening Partners Initiative • Training and Technical Assistance Workshops 	<ul style="list-style-type: none"> • Agency Calendar • Grant Funding Alerts • District Grants Clearinghouse • Annual Reports • Donation Reports • Finding Grants • Creating Partnerships • Proposal Writing • Hiring Grant Writers • Starting a Nonprofit • Federal Grant Guidelines

5.4 Intranet Website

In FY02, the District government developed an intranet website for internal business functions in order to better serve government offices, agencies, and employees. With help from the Office of the Chief Technology Officer, OPGD was on the forefront of this initiative as one of the first government offices to provide intranet content. OPGD’s intranet website hosts the District government’s online donation application and monitoring system.

Some of OPGD’s intranet information is also accessible on the Internet; however, the Private Donation forms, including the interactive “Application to Approve Donations” form and the donations agreement, are available exclusively to the intranet. (Please see Section 3 – Donations for more details). The intranet site has the following content:

Table 9: Intranet Services & Information

Services	Information
<ul style="list-style-type: none"> • Federal Grants • Technical Assistance • Private Donations 	Federal Grants Bulletin Federal Grant Reports State Single Point of Contact

5.5 Funding Alert

OPGD’s free weekly publication of funding opportunities, *Funding Alert*, provides District agencies and nonprofit organizations with time-sensitive information on grant programs currently being funded, complete with contact details and web links. This publication is automatically generated from the Grants Information Data System (GIDS). GIDS is designed to extract competitive federal grant data from the Grants.gov site on a daily basis and to allow District government agencies to post their sub-grants data to this database. (See Section 5.7 – Grants Information Data System for more information). In addition, current foundation funding opportunities are added to GIDS by OPGD staff.

In FY07, OPGD added a hyperlinked table of contents that allows stakeholders to connect directly to topical information of interest. OPGD also changed the formatting of individual documents to make relevant funding amount, deadline, eligibility, and contact information much easier to find. Feedback from these changes has been overwhelmingly positive.

In FY07, over 200 grant programs from the federal government and well over \$75 million in District grant opportunities were announced in the *Funding Alert* publication. Training opportunities, community meetings, tools for resource development, and information regarding the federal e-Grants initiative - Grants.gov - also were publicized in the Resources & Announcements section.

5.6 Federal Grants Bulletin

OPGD developed a more effective way to communicate competitive federal funding opportunities specifically to District government agencies – the *Federal Grants Bulletin*. Every week, this publication is sent via e-mail to all District agency directors and grants management contacts. This information is provided as a service and is widely distributed so that all agencies are aware of the available grant funds. Each agency may decide which grant prospects best suit its objectives.

5.7 Grants Information Data System (GIDS)

In FY05, Phase One of GIDS was completed with the technical assistance of the Office of the Chief Technology Officer and provided the following mission-critical services:

- A customized and searchable online federal, foundation, and local government grants database, with the competitive federal grant data automatically extracted from Grants.gov site on a daily basis;

- A service for DC agencies to view and report on competitive federal grant applications and awards via the intranet;
- A service for DC agencies to post their sub-grant opportunities for inclusion in the online grants database and *Funding Alert*; and
- An online system to accept the District's State Single Point of Contact (SPOC) proposals pursuant to Executive Order 12372, Intergovernmental Review of Federal Programs (See page 9 – State Single Point of Contact for more information).

In FY07, the GIDS still provided OPGD with an automated competitive grants information tracking system. It also positioned the office as a leader in the national e-Grants initiative by creating a system-to-system interface with Grants.gov, the online clearinghouse of federal grant information, in order to populate GIDS with timely federal grants information. GIDS now provides the District government and public with greater access to critical competitive grant opportunities and enables them to better analyze and monitor how these resources are benefiting the residents of the District of Columbia.

6.1 Looking Ahead To FY08

In fiscal year 2008, the Office of Partnerships and Grant Development (OPGD) will build upon its results and recommendations that were established in FY07. OPGD will focus greater attention and resources in the following core service areas: grants development, donation solicitation management, and capacity building training.

During this period, OPGD will enhance its grants development services by communicating real-time federal and foundation competitive grant opportunities to eligible District government and nonprofit grant seekers. OPGD will consult with the appropriate officials in the Executive Office of the Mayor (EOM), Office of Budget and Planning (OBP) and Office of the Chief Technology Officer (OCTO) to develop an automated and uniform system that supports the District's grant making and sub-grant making process. This new IT project will have an on-line template for awarding, monitoring, and reporting on the District's annual grant and sub-grant making activities. In addition, OPGS will explore ways, in consultation with EOM and OBP officials, to publish and administer a new set of agency-wide guidelines that complement the DC Municipal Regulations Title 1, Chapter 50 policies and procedures for making sub-grants.

OPGD will collaborate with the Governors Offices of the Commonwealth of Virginia and the State of Maryland to increase the public awareness and readiness of District and regional businesses and nonprofits to apply for international grant and trade opportunities. Government representatives from the three jurisdictions will strengthen relations with grant and procurement directors from major District-based International Financial Institutions (IFIs). In particular, OPGS will consult with these grant and procurement directors at IFIs like the Millennium Challenge Corporation, United States Trade and Development Agency, and World Bank Group to apprise the District's Local Small Disadvantaged Business Enterprise (LSDBE), business, and nonprofit communities about these potential funding opportunities.

In FY08, OPGD will work closely with EOM officials to fully restore the funding necessary to hire a donations manager. The donations manager will be responsible, in consultation with OPGD's Director, for initiating an effective outreach and training strategy for the District of Columbia Public Schools (DCPS). OPGD will train DCPS central office and public school officials on the District's policies and procedures for soliciting, accepting, and using private donations. This will assist Mayor Fenty's efforts to maximize philanthropic support in a more efficient and transparent manner. This will enable OPGD to authorize official requests for private donations for DCPS initiatives such as the "Buff and Scrub" which solicits support from donors to refurbish many of the District's public school buildings. The integration of DCPS into the District government's donation process will support OPGD's goal to approve at least 15% more donations than the total received in FY07.

In Fiscal Year 2008, OPGD will adopt enhanced methods for assessing and advancing the organizational development and executive leadership skills of local nonprofit service providers. OPGD will focus greater attention on capacity building services for District government grantees and local nonprofits that participate in its Strengthening Partners Initiative (SPI). In particular, OPGD will renew an MOU with the DC Department of Health's (DOH) HIV/AIDS Administration (HAA) to provide capacity building training to HAA grantees many of whom are providing HIV/AIDS services to residents living East of the Anacostia River in Wards 7 and 8. This renewed agreement will enable OPGD to conduct on-site financial and organizational assessments and develop capacity building action plans for the participants. OPGD will also improve the capacity building training curriculum of SPI by focusing more attention on strategic planning or logic modeling, program evaluation and methods to encourage greater collaboration.