



★ ★ ★ GOVERNMENT OF THE DISTRICT OF COLUMBIA
MURIEL BOWSER, MAYOR

FY 2016

Annual Report

Government of the District of Columbia
Office of Partnerships and Grant Services

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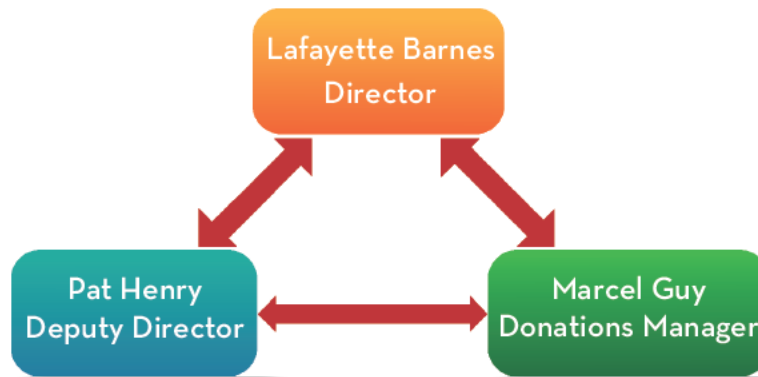


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OPGS FY16 Report

The Office of Partnerships and Grant Services' (OPGS) mission enhances the capacity of District government agencies, community and faith-based organizations, and nonprofits to identify, apply, and secure resources that advance the Mayor's top public policy priorities.

OPGS Organizational Chart

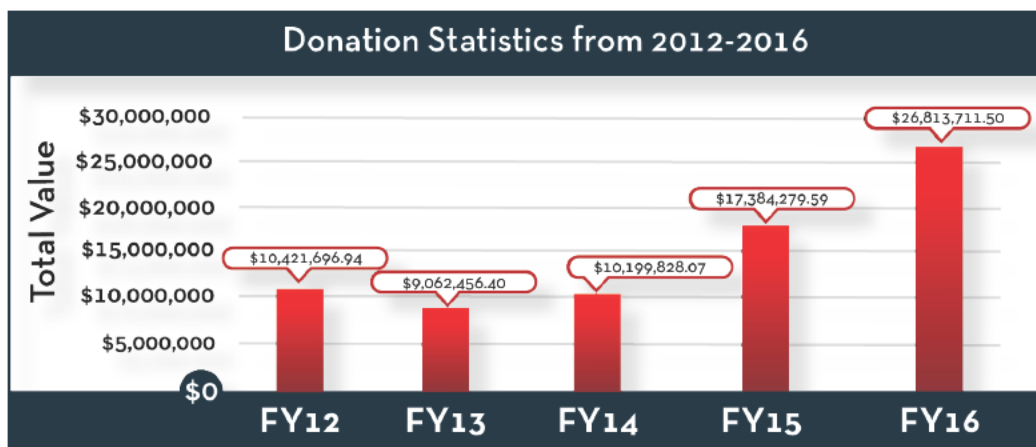


OPGS' FY16 Annual Report highlights the staff outcomes in three core services: Donations Solicitation and Management; Capacity Building Training; and Grant Development. It also shows our website services and plans for FY2017.

In FY16, OPGS realized the following accomplishments:

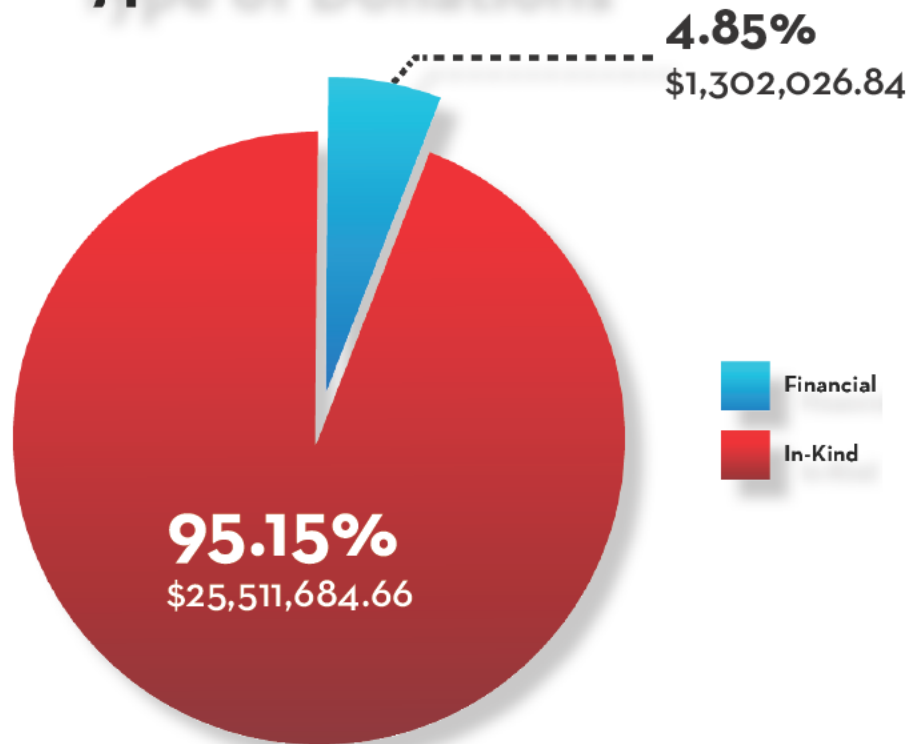
Donations Solicitation and Management

Pursuant to the Mayor's Memorandum 2015-001, OPGS approves donations to the District, with a few limited exceptions. In FY16, OPGS authorized \$26.8M in donations made to the District Government, which is a \$9.5M or (55%) increase compared to \$17.3M contributions processed by the office in FY15. Under Mayor Bowser's leadership, OPGS has authorized the largest annual receipt of donations made to the government since its oversight of the process. Please see the below chart for more details.



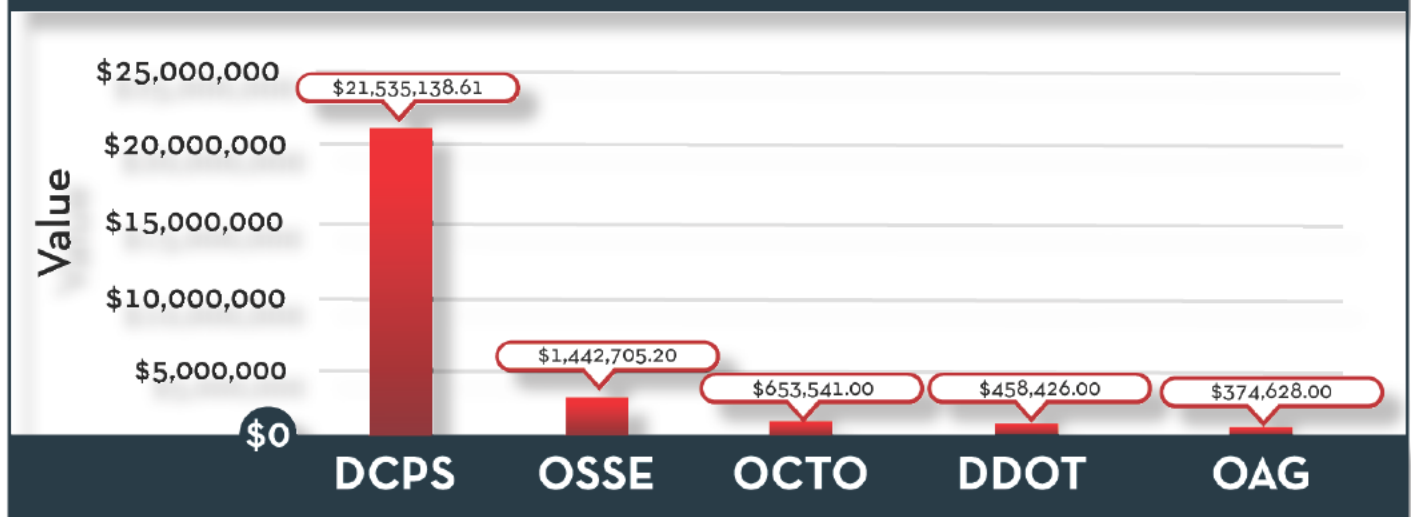
In FY16, In-kind donations continue to represent the largest type (95%) of contribution processed by OPGS.

Type of Donations



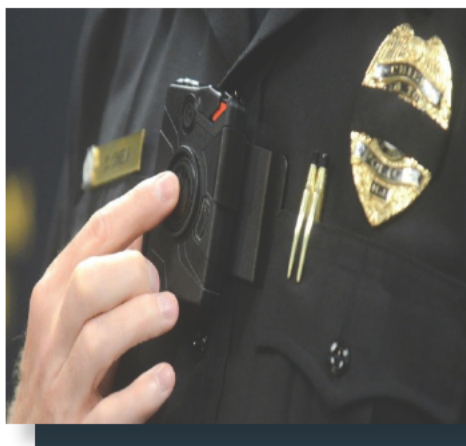
DC Public Schools received the largest amount of donations \$21M or about 80% of the total that were authorized by OPGS, followed by the Office of the State Superintendent of Education (OSSE), with \$1.4M in FY16.

Top Five Recipient of Donations FY 2016



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A snapshot of some donations and benefits processed by OPGS during this period are below.



Harris Teeter donated body worn crime cameras to the Metropolitan Police Department on October 21, 2015 to facilitate investigations and information gathering. Estimated value: \$18,000.00

DC Public Education Fund supports a select set of school's high impact programs: Excellent Teachers and Leaders, Engaged Students and Families, and Innovative Classrooms and Schools. Total estimated donation for FY16: \$6.2 million



This increase in donations is consistent with Mayor Bowser's commitment to building community support for the District's activities and to adhering to an ethical and transparent donations process. Those making gifts to the District must confirm that they expect nothing in return and agree to have their donation posted on line, so that there are no secret gifts to the District. Donations must advance the mission of the agency—not be gifts to particular government workers. A full list of donations to the District recorded through OPGS can be found at <https://opgs.dc.gov/page/donations-quarterly-reports>.

OPGS attributes the fifty-five percent (55%) increase in donation receipts to its dedicated customer service support for District agencies and training activities for District agencies and their respective donation managers. During FY 2016, OPGS held nine training sessions for over 300 managers and authorized 536 District Agencies' Applications to Approve Donations (AAD) via the office's automated Quickbase process.

FY 2016 training activities enabled OPGS to certify that all District agencies subject to the Mayor's Memorandum 2015-001 were trained and know how to use the District's donation process. Thus, the Office was clearly building on the successes of FY 2015, when the numbers also rose well above FY 2014 totals.

The Mayor's Office of Legal Counsel has also dedicated counsel who perform legal sufficiency reviews, making it easy for agencies to comply with the law. In addition, at the many ethics trainings co-hosted by the

Mayor's Office of Talent and Appointments, the Mayor's Office of General Counsel and the Board of Ethics and Government Accountability, attendees are reminded to use the donations process to steer clear of ethics violations. In sum, we believe that donations to the District are in fact increasing, and that agencies are stepping up their compliance with the law on receipt of donations.

2016 CAFRITZ AWARDS to OPGS for Donations Management



In FY 2016, the Mayor's Office of Partnerships and Grant Services was one of the District agencies presented an Award for Distinguished DC Government Employees' Certificate of Excellence from The Morris and Gwendolyn Cafritz Foundation for its DC Government's Donation Management System Team consisting of Marcel Guy, Pat Henry, Michael Benjamin, and Lafayette Barnes. Some of OPGS' team members are shown in the above photo.

The Cafritz Award recognized the accomplishments demonstrated by OPGS to manage the District's Donation Solicitation and Management Process as well as the substantial \$9.4M increase in donations made to D.C. agencies during this period.

Capacity Building Trainings

In FY16, OPGS provided capacity building training to 510 local nonprofit and public sector officials, representing a 44% increase above the total 356 trained in FY15. OPGS' capacity building training supported the DC Criminal Justice Coordinating Council's (CJCC) Grants Writing and Management Training Series during this period. OPGS' director continued to serve as co-chair of CJCC's Grants Planning Committee to promote its capacity building and collaboration efforts among the nine public safety government members.

OPGS also participated in the DC Office of Contracts and Procurement's DC Buyers Reverse Trade Fair to publicize the office's capacity building training services to the approximate 600 attendees at the Kellogg Center at Gallaudet University on March 24, 2016.

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Some of OPGS' capacity building trainings for District government and nonprofit representatives that occurred in FY16 are shown below.

Capacity Building Activities	No. of Attendees	Date
UDC - Nonprofit Management Class	45	12/8/2015
Establishing a Nonprofit 501 (C) (3) Workshop	30	5/9/2016
All Things Nonprofit Workshop with DCRA	28	5/4/2016
DC Government Agencies Funding/Resources Opportunities Forum	120	5/4/2016
8 Week Grant Proposal Writing Training	27	5/16 to 6/28/2016
Understanding DC Government Nonprofit Compliance Requirements	40	6/1/2016
CJCC Grants Writing and Management Training Series	220	11/5 & 17/2015, 4/7/2016
TOTAL	510	



May 3, 2016
Marriott Marquis

A FREE Small Business Forum
In Celebration of National Small Business

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Accessing Capital to Start and Grow Your Business
With Non-Traditional Funding Resources

**LEARN MORE
AND REGISTER**



OPGS Director Barnes (left) with Angela Franco, Pres. & CEO Greater Washington Hispanic Chamber of Commerce (GWHCC), and Deputy Director Henry (right) were participating resource partners in the Nonprofit: Financial Capacity Building and Matchmaking sessions hosted by the GWHCC and DC Health Benefit Exchange on May 3, 2016.

In the summer of 2016, OPGS held its 8 Week Grant Proposal Writing Training led by Stephen Broyles in which 27 District government and nonprofit managers participated.



Stephen Broyles, (left), President of the Magi Group instructed the participants of OPGS’ 8 Week Grant Proposal Writing Training while they worked on their proposal development skills.

Several of the grant training graduates have shared their success in writing winning competitive grant proposals. The below table highlights a few of the grant awards.

Participant	Organization	Grant Maker	Grant Award
Dawn Brown, Development Director	TASH, Inc.	US DHHS	\$2M over 5 years
Tiffany Jordan, Dir. of Development and Outreach	Hillcrest Children and Family Center, Inc.	DC OVSJG	\$100K
Quintin Hudgens, Executive Director	Beta Omega Social Services, Inc.	DC DOH’s Rape Preven- tion Office	\$45.9K

Dawn Brown has stated that “thanks to the 8 week grant writing class, I have secured two grants this year. The first was a \$2 million federal grant through the Administration on Community Living - \$400,000 per year for five years - and the second was a foundation grant for \$10,000.” Furthermore, she reported that as a result of the training TASH, a Washington, DC based disability advocacy nonprofit, received its first federal grant.

Grant Development Services

In FY16, OPGS published 51 issues of the Weekly Funding Alert with diverse competitive grant opportunities worth \$6.5 billion dollars compared to \$4.4 billion total grant announcements amount posted in FY15.

See below table for more details about FY16.

Funding Alert Competitive Grant Announcements	
Funding Source	Total \$ Value Posted
District	\$100,432,611
Federal	\$ 6,370,795,134
Foundation	\$50,598,133
Grand Total	\$6,521,825,878

Pursuant to White House Executive Order 12372, “Intergovernmental Review of Federal Programs” OPGS serves as the District’s State Single Point of Contact (SPOC) and manually administered 189 SPOC applications in FY16 compared to 215 in FY15. OPGS’ automated SPOC application process is not functioning because of operational problems with its Grants Information Data System (GIDS). In FY16, OPGS processed SPOC applications worth \$465M compared to \$401M in FY15. The total value of D.C. government applications rose \$3.3M above the \$116.9M amount applied for in FY15. Please see the below table for more details.

SPOC Applicants	Number of Applications	Value of Applications
Nonprofit	134	345,104,041
District Government	55	120,230,785
Grand Total	189	465,335,826

During this period, OPGS, in collaboration with Mayor’s Office of the General Counsel and Mayor’s Office of Community Affairs, participated in the Grants Accountability Review Board (GARB) and reviewed the practices of Community Affairs’ grant making agencies. In addition, OPGS drafted a new version of the Citywide Grants Manual and Sourcebook used by DC agencies grant makers. The updated Sourcebook will be released in the first quarter of 2017.

OPGS’ Grant Related Website Services

The Weekly Funding Alert, through which OPGS communicates funding opportunities to District agencies and local nonprofits, had a 25% increase in the total number of online subscribers from 9,894 in FY15 to 12,592 in FY16. However, OPGS’ grant website services overall, including the Weekly Funding Alert, DC Grants Clearinghouse, and State Single Point of Contact (SPOC) had a declining number of viewers between FY15 and FY16.

Type of Visitors	No. of Visitors FY 15	No. of Visitors FY16
Returning	31,480	29,531
New	16,502	12,479
SPOC	215	189
Total	48,197	42,199

OPGS partially attributes the decline in website visitors to the technical problems that exist with its Grants Information Data System (GIDS) which houses its grants related databases. To address this decline, OPGS is proactively reaching out to District agencies' grant point of contact to promote specific competitive federal grant opportunities.

Looking Ahead to FY 2017

OPGS plans to initiate the following activities during this period:

- Promote OPGS via an aggressive and broad range social media campaign;
- Increase the District's authorized donation receipts to \$30M;
- Host at least two intensive grant proposal writing training sessions; and



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