Overview

Agenda

1. Welcome & Introductions
2. City Presentations
   - Budget
   - State & Federal Grants
   - Procurement (RAMP)
3. Q & A
4. CNM
   - Organizational Readiness Resources
   - Key Takeaways
5. Wrap Up/Thank You

Housekeeping

1. The seminar is being recorded
   - A link to the seminar will be emailed to you
2. PowerPoint and resources
   - You will receive an email with these items
3. Use the Jamboard or chat to ask questions
   - There will be time for Q&A at the end of the presentation
4. Zoom
   - Audio and video settings
5. Questions
   - Email Alicia Avalos (aavalos@cnmsocal.org) or Joni Byun (jbyun@cnmsocal.org)
Upcoming CNM Events

**BRIDGING ADVOCACY WITH SERVICE**
March 23 | April 6 | April 20 | May 4
2022

**NEW EXECUTIVE DIRECTOR CERTIFICATE**
March 25 | April 1 | May 6 | June 3
2022

**SUPERVISING FOR SUCCESS**
April 19 & 26, 2022

**SUPERVISANDO EXITOSAMENTE – PROGRAMA PILOTO**
April 7 & 14, 2022
Understanding the City of Los Angeles Budget

Andre Herndon, Chief of Staff
Office of Los Angeles Mayor Eric Garcetti
### FY 21-22 City Budget (in Millions)

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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<tr>
<td>General Fund</td>
<td>$7,503.2</td>
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<tr>
<td>Special Funds</td>
<td>$3,977.1</td>
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<tr>
<td><strong>TOTAL (General City Budget)</strong></td>
<td><strong>$11,480.3</strong></td>
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<td>Airports</td>
<td>$7,803.4</td>
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<td>Harbor</td>
<td>$1,710.2</td>
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<td>Water and Power</td>
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<tr>
<td><strong>TOTAL (including Proprietary departments)</strong></td>
<td><strong>$31,039.6</strong></td>
</tr>
</tbody>
</table>
Where does City revenue come from?

- $7,503.2M in General Fund
  - Economy Sensitive Revenues make up over 70% of General Fund

- $3,977.1M in Special Funds
  - Fees
  - Restricted to Special Purposes
Special Funds

- **Sales Tax based Special Funds**
  - Prop C, Measure R & M
  - Gas Tax and SB1
  - Special Parking Revenue Fund

- **Development & Building Permit Fee Based**
  - Planning and DBS

- **Attendance Based Special Funds**
  - El Pueblo and Zoo Enterprise

- **Sanitation Special Funds**
  - Sewer Construction and Maintenance
  - Solid Waste Resources
  - Stormwater Pollution Abatement
  - Measure W
Key Players & Responsibilities

**MAYOR**
- Prepare and submit the proposed annual budget to the Council for consideration on or before April 20
- The Mayor’s Office shall have an executive budget division

**CITY ADMINISTRATIVE OFFICER (CAO)**
- Keep the Mayor and the Council advised of the condition, finances and future needs of the City, and make recommendations as are appropriate
- Assist in the preparation of the annual budget in accordance with policies prescribed by the Mayor

**CITY COUNCIL**
- On or before June 1, the Council shall: approve the budget as submitted by the Mayor; or modify the budget by disapproving in whole or in part any items, or by increasing or decreasing any item, or by adding new items, and return the budget as modified by the Council to the Mayor

**CHIEF LEGISLATIVE ANALYST (CLA)**
- Assist the Council and its Committees in their review and approval of the Mayor’s proposed budget
- Before and after this process, the CLA will provide the Council and the Committees with such reports, schedules and analyses as directed
Budget Process & Timeline

AUG / SEPT
Mayor releases budget policy letter
CAO releases budget instructions

FEB / MAR
Mayoral hearings with CAO and Departments

APRIL / MAY
B&F reviews budget and makes recommendations to Council. Council considers budget and recommendations

JULY
City hosts NC Budget Day for working groups to discuss suggestions on the budget

NOV
Departments submit budget requests

APRIL 20
Mayor releases Proposed Budget

JUNE
Mayor signs final budget

Opportunities for engagement
July – Neighborhood Council Budget Day

- Elected Officials, Department Representatives, Budget Advocates
- Smaller working groups to discuss issues of concern and suggestions on the budget → White Paper
- Know your Neighborhood Council
  - empowerla.org/councils
November – January

- Departments submit their budget requests; Mayor’s Office begins to review and CAO provides initial recommendations
- Mayor’s public engagement team – know your Area Representative
  - lamayor.org/meet-your-area-representative
April/ May – City Council Deliberations

- Budget & Finance Committee considers the Mayor’s Proposed Budget
- CLA prepares an analysis of Proposed Budget
- Any changes made by Budget & Finance Committee are presented for consideration of Full Council
- Know your City Councilmember
  - [neighborhoodinfo.lacity.org](http://neighborhoodinfo.lacity.org)
Case Study:
Stakeholder and Community Feedback in the FY 21-22 Budget
Calls for Social Justice & Equity

- Calls for justice in the Summer of 2020 challenged the status quo
- Coupled with the disproportionate impact of the pandemic on black and brown communities
  - Pushed the City in a bold new direction
- Various meetings with community groups and organizations

One common concern rose to the top – communities demand more say in what investments are made.
$10M participatory budgeting pilot

**KEY DETAILS:**

Nine communities have agency to:

a) Generate and put forward ideas for projects/programs

b) Vote on allocation toward proposed projects/programs, and

c) Monitor spending and outcomes through public processes

The fund would be geared toward community-driven ideas and implementation plans, prioritizing grants to community-based partners over City department funding.
Designated L.A. REPAIR Zones

- **Arleta - Pacoima**
  - Population: 105,065
  - Council Districts 6, 7

- **Mission Hills - Panorama City - North Hills**
  - Population: 148,770
  - Council Districts 6, 7, 12

- **Westlake**
  - Population: 118,392
  - Council Districts 1, 13

- **West Adams - Baldwin Hills - Leimert**
  - Population: 169,979
  - Council Districts 8, 10

- **Skid Row**
  - Population: 7,000 (est.)
  - Council District 14

- **Boyle Heights**
  - Population: 89,477
  - Council District 14

- **South Los Angeles**
  - Population: 291,343
  - Council Districts 1, 8, 9, 10

- **Southeast Los Angeles**
  - Population: 300,143
  - Council Districts 8, 9, 15

- **Wilmington + Harbor Gateway**
  - Population: 123,584
  - Council District 15
Programs Centered on Equity & Justice
Key Takeaways

● **Get Informed.** Learn what your city/local government controls.

● Take **more than one bite** from the apple. Understand who the key players are. What engagement points are available to you?

● Form coalitions to **amplify your voice.**

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**BUDGET RESOURCES**

Our budget is a statement of our values — a bold expression of how we plan to invest in a Los Angeles defined by innovation, smart planning, shared prosperity, and efficient progress. Every year, we develop our spending plan based on a wide range of resources, from departmental budget requests to other relevant tools that are considered in the development of the Mayor's Proposed Budget.

- **MAYOR'S BUDGET POLICY LETTER (FY2022-23)**
- **CAO'S BUDGET INSTRUCTIONS (FY2022-23)**
- **MAYOR'S PROPOSED BUDGETS**
- **DEPARTMENT BUDGET REQUESTS**

lamayor.org/budget-resources
State and Federal Grant Process
State Grant Status

- FY21-22 Budget enacted last legislative session. State Agencies/Departments are implementing programs
  - Engaging Stakeholders
  - Developing Guidelines
  - Releasing NOFAs
  - Soliciting RFIs/RFPs
  - Reviewing applications/proposals

- Governor’s FY22-23 Budget
  - Preliminary proposal released in January
  - Legislature wrapping up informational hearings
  - Revised proposal to be released in mid-May
  - Final budget enacted by June 15th
Bipartisan Infrastructure Law

- Signed by President Biden on November 15, 2021.

- Federal agencies are implementing the bill, rolling out:
  - NOFOs
  - RFIs
  - Apportionments (Formula)

- Build.gov - central site continuously updated with information on grant programs and applications.
Types Of Grants

- **Formula**
  - ex. Bridge Formula Program
    - Funding apportioned to states
  - Occasional requirements to access the funding
  - Formula can come from statute, agencies, or both

- **Competitive**
  - ex. Bridge Investment Program
  - Law states:
    - Considerations
    - Min/Max funding amounts
  - Funding awarded based on an eligible entity’s application
Accessing Grant Opportunities - State

- Grants.CA.Gov - centralized California Grants Portal
Navigating California Grants Portal

Find Grants

Refine Results

Keyword search:  
What are you looking for?

Search ...

Filter grants by...

AGENCIES

Any Agency

CATEGORY

Education

ELIGIBLE APPLICANT

Nonprofit

DISBURSEMENT METHOD

Any Disbursement Method

Show:

- Forecasted Opportunities
- Active
- Closed

Do not show:

- Loan Opportunities
- Opportunities requiring matched funding

Clear Search Term(s)

Apply Filters
### Navigating California Grants Portal

<table>
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<tr>
<th>Deadline</th>
<th>Grant Title</th>
<th>Open Date</th>
<th>State Agency / Department</th>
<th>Match Funding?</th>
<th>Estimated Total Funding</th>
<th>Estimated Low/High</th>
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<td>$3,180,000</td>
<td>$0 - $65,000</td>
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Navigating California Grants Portal

**Frequency**
- Daily
- Weekly

**Subscribe for notifications to the following:**
- Newest grants (all new grant opportunities)
- Agriculture
- Consumer Protection
- Disadvantaged Communities
- Disaster Prevention & Relief
- Education
- Employment, Labor & Training
- Energy
- Environment & Water
- Food & Nutrition
- Health & Human Services
- Housing, Community and Economic Development
- Law, Justice, and Legal Services
- Libraries and Arts
- Parks & Recreation
- Science, Technology, and Research & Development
- Transportation
- Veterans & Military

**Subscribe for feedback session notifications?**
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<th>Opportunity Number</th>
<th>Opportunity Title</th>
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<td>05/20/2022</td>
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<td>RFI-LCPS-22</td>
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<td>DOS-DRL</td>
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<td>DOD-AMRAA</td>
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<td>08/05/2022</td>
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<td>HHS-HRSA</td>
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<td>DOS-AF-PDPA-FY22-NOFO-1</td>
<td>Countering Violent Extremism in West Africa</td>
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<td>05/20/2022</td>
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<td>HHS-2022-ACF-ORR-ZU-0157</td>
<td>Standing Announcement for Residential (Shelter and/or Transitional Foster Care) Services for Unaccompanied Children-UNILICENSED</td>
<td>HHS-ACF-ORR</td>
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<td>CDC-RFA-PS22-2207</td>
<td>Strengthening Civil Surgeons’ Capacity to Improve LTBI Surveillance and Outcomes Among Status Adjusters</td>
<td>HHS-CDC-NCHHSTP</td>
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<td>PAR-22-140</td>
<td>Systematic Testing of Radionuclides in Preclinical Experiments (STRIPE) (R21 Clinical Trial Not Required)</td>
<td>HHS-NIH11</td>
<td>Posted</td>
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**SYNOPSIS**

**General Information**

**Document Type:** Grants Notice  
**Funding Opportunity Number:** RFA-CE-22-005  
**Funding Opportunity Title:** Research Grants for Preventing Violence and Violence Related Injury (VR1)  
**Opportunity Category:** Disciplinary  
**Opportunity Category Explanation:**  
**Funding Instrument Type:** Grant  
**Category of Funding Activity:** Health  
**Category Explanation:**  
**Expected Number of Awards:** 12  
**CFDA Number(s):** 93.136 – Injury Preventers and Control Research and State and Community Based Programs  
**Cost Sharing or Matching Requirement:** No  
**Version:** Synopsis 4  
**Posted Date:** Dec 22, 2021  
**Last Updated Date:** Jan 14, 2022  
**Original Closing Date for Applications:** Mar 04, 2022. Electronically submitted applications must be submitted no later than 5:00 pm ET on the listed application due date.  
**Current Closing Date for Applications:** Mar 04, 2022. Electronically submitted applications must be submitted no later than 5:00 pm ET on the listed application due date.  
**Archive Date:** Mar 05, 2022  
**Estimated Total Program Funding:** $14,400,000  
**Award Ceiling:** $400,000  
**Award Floor:** $0

**Eligibility**

**Eligible Applicants:**  
- Private institutions of higher education  
- State governments  
- Native American tribal governments ( Federally recognized)  
- Independent school districts  
- Public housing authorities/Indian housing authorities  
- Nonprofit organizations other than small businesses  
- Others (see text field entitled "Additional information on Eligibility" for clarification)  
- Special district governments  
- Special district governments  
- Small businesses  
- City or townships governments  
- Nonprofits that do not have a 501(c)(3) status with the IRS, other than institutions of higher education  
- County governments  
- Unrestricted (i.e., open to any type of entity above), subject to any clarification in text field entitled "Additional Information on Eligibility"  
- Nonprofits having a 501(c)(3) status with the IRS, other than institutions of higher education  
- Public and State controlled institutions of higher education

**Additional Information on Eligibility:** See Section III. Eligibility Information.

**Additional Information**

**Agency Name:** Centers for Disease Control and Prevention - ERA  
**Description:** The Centers for Disease Control and Prevention's National Center for Injury Prevention and Control (NCIPC) is soliciting investigator-initiated research that will help expand and advance understanding of approaches to prevent community violence and eliminate racial and ethnic inequities in risk for community violence. This initiative is intended to support effectiveness research to evaluate innovative programs, practices, or policies among groups experiencing a high burden of community violence. Innovative approaches are those that have not been rigorously evaluated for effectiveness in reducing community violence. Funds are available to conduct studies focused on preventing all forms of community violence involving youth or young adults (ages 10-34 years), including assaults, homicides, violence between groups, and threats/uses of weapons.

The primary objectives we wish to achieve with this initiative are:
**Additional Information**

**Agency Name:** Centers for Disease Control and Prevention - ERA

**Description:** The Centers for Disease Control and Prevention’s National Center for Injury Prevention and Control (NCIPC) is soliciting investigator-initiated research that will help expand and advance understanding of approaches to prevent community violence and eliminate racial and ethnic inequities in risk for community violence. This initiative is intended to support effectiveness research to evaluate innovative programs, practices, or policies among groups experiencing a high burden of community violence. Innovative approaches are those that have not been rigorously evaluated for effectiveness in reducing community violence. Funds are available to conduct studies focused on preventing all forms of community violence involving youth or young adults (ages 10-34 years), including assaults, homicides, violence between groups, and threats of weapons.

The primary objectives we wish to achieve with this initiative are:

Objective One: Effectiveness research to evaluate innovative approaches with the potential for immediate or near-term benefits (i.e., within 6 months) for reducing community violence and racial/ethnic inequities in risk for community violence.

Objective Two: Effectiveness research to evaluate place-based prevention approaches for reducing community violence and racial/ethnic inequities in risk for community violence.

Objective Three: Effectiveness research to evaluate approaches that improve the social or structural conditions that contribute to community violence and racial/ethnic inequities in risk for community violence.

Applicants are asked to clearly indicate in the application’s Abstract which objective, or combination of objectives, the research proposal intends to address.

**Link to Additional Information:** See Related Documents

**Grantor Contact Information:**

If you have difficulty accessing the full announcement electronically, please contact:

Amanda Garcia-Williams, PhD, MPH
AGarciaWilliams@cdc.gov

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### Related Documents

**Notification History:**

**Type** | **Date** | **Modification Description**
--- | --- | ---
Related Documents | Feb 11, 2022 | For question and answers to the NOFO, look in Related Documents.

**Click on the following file link(s) to download the related document(s):**

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<th>File Description</th>
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Summary

● There are hundreds of grant programs at both the state and federal levels and it will take time to research programs, using resources like build.gov and state government websites.

● The best resources include the CA Grants Portal, grants.gov to identify direct grant opportunities.

● Connect with City and State Government agencies to explore partnership opportunities when nonprofits are not direct applicants.
Regional Alliance Marketplace for Procurement

- Complete redesign and replacement of LABAVN
- Houses both City and non-City opportunities
- Central resources for opportunities

- One of the largest public/private economic development/opportunity initiatives for the City
- 10 B contracting opportunities
Award from FY 17 to FY 22 $171,646,390*

- Aging: $20,353,760.00
- Animal Services: $38,170,507.00
- City Attorney: $3,000,000.00
- LADBS: $18,000,000.00
- CAO: $6,867,148.00
- CHRED: $24,000,000.00
- EWDD: $36,149,425.00
- BOE: $2,000,000.00
- GSD:
- Housing:
- ITA:
- Library:
- Mayor's Office:
- BCA:
- BFV:
- Recreation and Parks:
- Sanitation:
- BSS:
- DOT:
System Demonstration
Future Improvements

RAMP will fully digitize the contracting process

Outreach for contracting and grant opportunities can be specific to non-profit organizations

New filter for grant funded opportunities
Thank you
BREAK TIME!!
Assessing Organizational Readiness

Joni J. Byun
Senior Strategist, Center for Nonprofit Management
jbyun@cnmsocal.org
Are We Ready?

Screening for Good Fit

- Are we eligible for the funding?
- Do we meet all eligibility requirements?
- Does our mission fit with the funder's program?
- Does our project fit with the grant focus?
- Does the funding support our geographic area?
Are We Ready?

Screening for Good Fit

- Will the budget parameters work for the project?
- Do we have other partners for the project?
- Can we commit the staff and time needed to get the proposal together?
- Do we have the capacity to deliver the program, if funded?
- Can we manage the grant, if funded?
Are We Ready?

Screening for Good Fit

- Do we have the administrative capacity, knowledge and experience?
- Can we comply with all grant requirements and reporting?
- Do we have the capacity to measure results or outcomes?
- Or do we have a close evaluation partner that can support this?

Links
BDO FMA: https://bdofma.com/resources_fma/funding-opportunity-assessment-tool/
Key Takeaways

One word or #hashtag about how you are feeling at the end of our time together.
Upcoming CNM Events

1. **Bridging Advocacy with Service**
   - March 23 | April 6 | April 20 | May 4, 2022

2. **New Executive Director Certificate**
   - March 25 | April 1 | May 6 | June 3, 2022

3. **Supervisando Éxitosamente – Programa Piloto**
   - April 7 & 14, 2022

4. **Supervising for Success**
   - April 19 & 26, 2022
Seminar Evaluation

☐ Seminar Name:
   Navigating Partnerships with the City of LA

☐ Seminar Date/Time:
   March 22, 2022

☐ Instructor Name:
   City & CNM Staff