

**BOARD OF SUPERVISORS
BUSINESS MEETING
ACTION ITEM**

SUBJECT: **FY 2022 Human Services Nonprofit Grant
Recommendations**

ELECTION DISTRICT(S): Countywide

CRITICAL ACTION DATE: At the pleasure of the Board

STAFF CONTACT(S): Megan Cox, Finance and Budget
Janet Romanchyk, Finance and Budget
Alex Espinosa, Finance and Budget
Monica Spells, County Administration

PURPOSE: This item presents the recommended human services nonprofit grant awards for FY 2022.

RECOMMENDATIONS: Staff recommends that the Board of Supervisors (Board) approve grant funding for the human services nonprofit organizations as recommended, and direct staff to notify selected applicants and process the payment for FY 2022 grant funding.

BACKGROUND: Each year, Loudoun County provides funding through the human services nonprofit grant program to strengthen the County's coordination with nonprofit partners, and to ensure opportunities for local funds are leveraged in the most effective manner for services that assist vulnerable and disadvantaged individuals and families in meeting a critical need for safety, health, security, and independence. Loudoun County prioritizes investment in high quality human services that provide significant positive outcomes for County residents.

The current grant process was shaped significantly by a nonprofit needs assessment commissioned by the previous Board and conducted by Virginia Tech. The needs assessment was presented to the Board on [September 20, 2017¹](#), and included, among other findings, recommended changes to the County's nonprofit grant program. Subsequently, an internal team of County staff, in collaboration with representatives of the Loudoun Human Services Network (LHSN), recommended an implementation plan for improvements to the nonprofit grant program. At its [December 5, 2017²](#) Business meeting, the Board adopted the plan and directed staff to implement the following changes for the FY 2019 grant process.

¹ [September 20, 2017, Business Meeting, Nonprofit Needs Assessment Findings and Recommendations](#)

² [December 5, 2017, Business Meeting Copy Teste-Nonprofit Needs Assessment Implementation Plan](#)

1. Direct funding relationships were established for six core services considered vital to the health and social safety net within the County.
2. The nonprofit grant program's preexisting four Areas of Need were modified to align with the most critical human service outcomes.
3. Funding for the program was established at the programmatic level (rather than by Area of Need) to give more flexibility to the program and to reflect the changing needs of the community rather than a pre-determined level of service.
4. Funding levels for each applicant began at zero and applications required a minimum score to be considered for funding.
5. A mini-grant program was established to provide funds for specific, innovative projects or small and/or new organizations.

The County utilizes best practices in grantmaking and has been implementing those since the FY 2019 grant cycle to ensure fair, equitable, and professional scoring for these increasingly competitive funds. Reviewers are given a standardized scoring matrix to review proposals; a scale is applied to specific criteria for each question with points representing a range from *Excellent* to *Unacceptable*. Scores are also ranked based on the Commonwealth of Virginia's Best Value Rating Method which provides a process for ranking scores based on a combination of cost, quality and various elements of the proposed services that support the County's needs.

Nonprofit finances and governance have been a source of ongoing training and increased scrutiny to promote stability and accountability within the nonprofit community. The result has been a more rigorous and competitive application process which requires organizations to explicitly detail their needs, outcomes, and quality of services as part of obtaining funding each year.

Areas of Need

In 2017, the Board created four Areas of Need to establish priorities for the funds available:

1. Prevention and Self-Sufficiency: Services focused on assisting individuals and families in becoming and/or remaining independent and stable, and providing tools, skills, strategies, and resources to individuals and families.
2. Crisis Intervention and Diversion: Services provided to individuals and families in crisis to overcome immediate problems and reduce or prevent further penetration to more restrictive and expensive higher-level services.
3. Long-Term Support: Services that focus on assisting individuals who have continuing, long-term support needs to remain healthy, safe, and independent in the community.
4. Improved Quality of Human Services: Services and opportunities provided to individuals, organizations, and communities that enhance the quality, accessibility, accountability, and coordination of services provided by community organizations.

Funding Options

The County has two options for organizations wishing to apply for funds through the human services nonprofit grant process: the standard nonprofit application process for organizations wishing to apply for awards of \$5,001 - \$113,000; and a mini-grants process with a simplified application for any organization applying for a small grant of \$5,000 or less.

During the FY 2018 Nonprofit Grant Process, the Board revised the funding allocation methodology to direct staff to (1) set a minimum score across all Areas of Need that would be necessary to receive funding; and (2) proportionally allocate funding based on the number of applicants approved for funding and the score ranking, not to exceed the applicant's request.

At the October 13, 2020 Finance/Government Operations and Economic Development Committee (FGOEDC) meeting, the Department of Finance and Budget (DFB) presented a revised analysis of the nonprofit human services grant funding in preparation for the FY 2022 budget development process.³ The item presented potential scenarios for increases in funding allocations to the program including requests for the Board to designate funding goals from which budget staff plan future years' efforts. The FGOEDC recommended the Board set a goal to fund successful applicants scoring 75 percent or higher. According to the FY 2021 rankings, the current budget was able to fund applicants with a score of 83.6 percent or higher. The total gap of funding between applicants scoring 75 percent and 83.6 percent was \$674,446. Therefore, the Board approved an increase of \$674,446 for the FY 2022 competitive process.

Quality Improvement Process

Loudoun County annually uses feedback solicited from applicants and reviewers after the previous year's grant process. The FY 2022 process included:

- A November application release date.
- Each question included word limit suggestions (not requirements) to give a general idea of the maximum amount of information expected.
- The application evaluation requirements were shared in application materials.
- Applicant questions regarding the process were answered via web portal instead of phone or email to provide equitable assistance to all applicants.
- Partnerships, past performance, and evidence-based programming were benchmarks for excellence in the scoring criteria. No bonus points were awarded for these criteria.
- The evaluation plan included required outcomes. Each applicant was instructed to choose targets and objectives based on the services for which they were requesting funds.
- As in previous years, no organization could request more than 30 percent of its current operating revenue. In addition, individual awards are limited to no more than \$113,000 to ensure that the county retains the capacity to make multiple awards across all areas of need.

³ October 13, 2020, [Item 14, FY 2022 Budget Development: Revised Analysis of Nonprofit Human Services Grant Funding, Finance/Government Operations and Economic Development Committee](#).

Prior to the grant process opening, staff held an online training and provided technical assistance to applicants throughout the process. Staff also provided a more robust, streamlined application manual, and a Q&A web portal compiling all questions received throughout the process.

ISSUES: For FY 2022, the County received 48 applications. Subject-matter experts independently reviewed applications within their expertise category and scored each one individually, with DFB staff adding additional analysis. The DFB Grants Coordinator then facilitated review panels in which the scores were reviewed, and consensus reached on final scores by item.

From FY 2019-2022, the County saw an increase in the number of competitive applications, a higher quality of applications, and an increase in the total funding amount requested. Applicants' average scores increased from 72 percent in FY 2019 to over 81 percent in FY 2021. Likewise, total funding requested increased as entities gained a better understanding of the program. This year, applications were higher quality than in past years, as 32 competitive applications (\$5,001 and greater) were received, 25 of which met the criteria of scoring 75 percent or above and with an average score of over 85 percent. Twenty-four (24) organizations are recommended for funding due to limitations of the budget. In addition, 16 mini-grants (\$5,000 or less) were received, with 10 meeting the criteria of scoring 75 percent or above; all 10 are recommended for funding at the amount requested.

The initial FY 2022 budget includes a 58 percent increase for grant funding from \$1,157,124 to \$1,831,456.

Staff applied the current Board-directed methodology described above to the FY 2022 funding allocations. Staff allocated funds as follows (excluding mini-grants):

1. All requests were capped at \$113,000 prior to applying the allocation formula.
2. Applications received a proportion of their request based on their score until funding is exhausted.
3. The minimum score to be considered for funding was 75; this is 75 percent of the total 100 points available.
4. No applicant was allocated more than 30 percent of their organization's total budget, to ensure a healthy funding mix.

Full Grant Funding Recommendations

The resulting individual funding recommendations for each full-grant application are organization are illustrated in descending order by score in Table 1.

Table 1: FY 2022 Nonprofit Grant Funding Recommendations

Organization	FY22 Requested Amount	FY22 Amount Recommended	Description
The Chris Atwood Foundation	\$107,041.00	\$106,506	Funding to continue and expand Revive to Thrive, a complete continuum of care that provides resource navigation and coaching to individuals with substance use disorder through our Certified Peer Support Specialists.
Ryan Bartel Foundation	\$47,329.00	\$45,909	Funding to support a percentage of the total program cost, enabling RBF to continue evolving and growing the reach of its programs and services to all residents of Loudoun County.
Women Giving Back	\$112,809.00	\$108,861	Funding to provide emergency assistance and crisis intervention services to 2,060 unduplicated Loudoun women, children, and infants who are homeless, living in local shelters, or living at/below the poverty line.
Dulles South Food Pantry	\$30,200.00	\$28,539	Funding for operating costs for food purchases, staff salaries and self-sufficiency program.
Legal Services of Northern Virginia	\$81,121.85	\$76,660	Funding to support the Loudoun Office which provides low-income Loudoun County residents with free legal services related to family, housing, consumer, and employment/public benefits matters.
INMED Partnerships for Children	\$110,391.00	\$103,216	Funding to support salary and operational support for Healthy Families Loudoun, an intensive, long-term, prevention-focused, accredited and independently evaluated perinatal home visiting and case management program for first-time parents who are assessed to be at high-risk for poor outcomes in their children's health, development, and safety.

Organization	FY22 Requested Amount	FY22 Amount Recommended	Description
SCAN of Northern Virginia	\$113,000.00	\$105,090	Funding to provide parenting education and intervention to low/ medium to high-risk families in Leesburg and Sterling and to lead the Loudoun County Trauma-Informed Community Network.
Catholic Charities of the Diocese of Arlington	\$113,000.00	\$104,525	Catholic Charities will provide critical perishable and non-perishable foods and emergency rental and utility assistance to 4,056 impoverished residents of Loudoun County.
Loudoun Hunger Relief	\$113,000.00	\$104,525	Request is for general operating funding support for its core Emergency Grocery Distribution Program, which comprises the bulk of its operations.
Mobile Hope	\$113,000.00	\$104,525	Request is for program operations.
PRS	\$72,627.00	\$66,817	PRS will provide education and employment services to individuals living with mental illness and substance use disorders through Illness Management and Recovery practices and Support Employment models.
Loudoun Literacy Council	\$101,953.00	\$93,287	Funding to support programs and operations to serve the literacy needs of the 32,000 Loudoun County residents - adults and children - who, according to the most recent US Census data, state that they do not speak English well.
Community Foundation for Loudoun and Northern Fauquier Counties	\$60,000.00	\$54,600	Funding to support programs (training, networking, and capacity building) specifically designed to enhance the quality, accessibility, accountability, and coordination of services provided by community organizations and the estimated 20% (pre-COVID-19) of the Loudoun population who may, at any given time, require their services.

Organization	FY22 Requested Amount	FY22 Amount Recommended	Description
Northern Virginia Family Service	\$34,006.52	\$30,606	NVFS Loudoun Accessible Medication Program (LAMP) arranges the provision of ongoing, free prescription medication through Patient Assistance Programs (PAP) that are administered by pharmaceutical companies.
The Arc of Loudoun	\$113,000.00	\$101,700	Funding to support "A Life Like Yours" (ALLY) Advocacy Center's Pathways to Equity for People with Disabilities program.
Northern Virginia Resource Center for Deaf and Hard of Hearing Persons	\$40,258.25	\$36,031	Operational and support funding to hire and train an Outreach Specialist to bring the expanded HEAR (Hearing Education, Advocacy and Resources) Program to Loudoun residents who are deaf or hard of hearing, their families, caregivers, educators, employers, and others.
A Place To Be	\$90,000.00	\$80,100	Funding to support operating costs for Direct Services Programs that provide individual and group music therapy to youth, primarily ages 5-25, with disabilities, medical and mental health challenges in Loudoun County.
Loudoun ENDependence (LEND)	\$113,000.00	\$100,570	Funding to continue serving this population, offering ways to improve their quality of life, determine their own lifestyles, participate in society, understand, and secure civil rights, and exercise self-advocacy.
Loudoun Habitat for Humanity	\$50,379.00	\$44,837	Funding to support partial funding of 10 home repair projects to be completed in FY 2022 targeting Loudoun County homeowners at or below 60% AMI.
Friends of Loudoun Mental Health	\$30,240.00	\$26,762	Through the program "A Place To Call Home," Friends of Loudoun Mental Health will provide qualified applicants with financial assistance for housing subsidies of up to \$350/month for up to

Organization	FY22 Requested Amount	FY22 Amount Recommended	Description
			6 months to ensure that clients have a place to stay.
Loudoun Cares	\$66,000.00	\$57,090	Funding to support operational costs.
A Farm Less Ordinary	\$83,200.00	\$69,888	Funding for general operating support to fund a program serving adults with intellectual and developmental disabilities (ID/DD), a population suffering high unemployment.
Brain Injury Services	\$50,000.00	\$42,000	Funding to support the more than 8,000 Loudoun County residents living with a disability because of a brain injury, BIS will provide comprehensive person-centered case management services to 85 underserved Loudoun County residents.
Opportunities, Alternatives, and Resources (OAR)	\$113,000.00	\$89,835	Funding to assist adult men and women in Loudoun County who are involved with the criminal justice system. Services include planning for release from incarceration, emergency services at the time of release from incarceration, and community-based case management to facilitate a successful transition to the community after justice system involvement and incarceration in local jails, or state/federal prisons.
Insight Memory Care Center	\$18,000.00	\$0.00 ⁴	Funding to re-launch, the Reconnections program - social-club model program for those with mild cognitive impairment or in the early stages of dementia.
Based on Board direction, organizations below this line are not eligible for funding.⁵ They scored below the minimum score required for eligibility. (75 percent or 75 out of 100 total points.)			

⁴ This organization met the 75% scoring criteria however there were not enough FY 2022 funding to fund the organization.

⁵ October 13, 2020, [Item 14, FY 2022 Budget Development: Revised Analysis of Nonprofit Human Services Grant Funding, Finance/Government Operations and Economic Development Committee.](#)

Organization	FY22 Requested Amount	FY22 Amount Recommended	Description
Tree of Life Ministries	\$100,000.00	\$0.00	Funding to help low-income residents with food assistance through crisis intervention and long-term support, provide job coaching for prevention/self-sustainability, and provide improved quality of human services by establishing a new location in Sterling.
Melwood Horticultural Training Center, Inc	\$113,000.00	\$0.00	Melwood JOBS, a program designed to move individuals with disabilities who also participate in the Federal Temporary Assistance for Needy Families (TANF) program into a life of sustained economic self-sufficiency, seeks funding to expand its operations in Loudoun County.
Crossroads Jobs	\$21,700.00	\$0.00	Funding to provide job search training program, individualized placement services and post placement support to unemployed and underemployed Loudoun residents.
Piedmont Dispute Resolution Center	\$23,214.00	\$0.00	Loudoun County's In-Court Mediation provides no-cost mediation services for county residents and their families with open court cases involving child custody, visitation, child, and spousal support. This program provides mediators at the courthouse four Tuesdays monthly.
American Red Cross serving Loudoun and Prince Williams Counties	\$25,000.00	\$0.00	Funding for American Red Cross fire preparedness trainings and smoke alarm installations as part of Home Fire Campaign.
Windy Hill Foundation, Inc.	\$75,000.00	\$0.00	Funding to support the personnel costs required for providing daily onsite Resident Services at affordable housing communities that house more than 500 low- and moderate-income Loudoun County residents in Ashburn and Middleburg.

Organization	FY22 Requested Amount	FY22 Amount Recommended	Description
BDesh Foundation	\$113,000.00	\$0.00	Funding to continue the support and sustain our human service programs in Loudoun County including the Serve A Meal program and Hardship Grants program.

Mini-Grant Funding Recommendations

Mini-grants were reviewed using broader criteria and taking the minimum score of 37.5 as the starting point for funding recommendations; this is 75 percent of the total 50 points available. As shown in Table 2, organizations with a total score of 37.5 or above are recommended for full funding at the amount requested. The resulting individual funding recommendations, in order of score for each organization are shown in Table 2 below.

Table 2: FY 2022 Mini-grant Funding Recommendations

Organization	FY22 Requested Amount	FY22 Amount Recommended	Description
Loudoun Commission on Women and Girls	\$3,976.90	\$3,977	Funding for operations to support programs that empower Loudoun women & girls to confidently grow in their personal and professional lives.
Just Neighbors Ministry Inc.	\$5,000.00	\$5,000	Funding for immigration legal services that will enable up to 120 low-income immigrants and refugees in Loudoun County to become self-sufficient, independent, and stable for generations to come.
All Ages Read Together	\$5,000.00	\$5,000	Funding will allow AART to provide quality, free educational services to children in Loudoun County Public Schools identified as having little-to-no preschool experience.
The Piedmont Environmental Council	\$5,000.00	\$5,000	Funding to expand the supply of fresh, nutritious food for food-insecure Loudoun residents through adding a cold-storage facility at the

Organization	FY22 Requested Amount	FY22 Amount Recommended	Description
			Community Farm at Roundabout Meadows.
The Fenwick Foundation	\$5,000.00	\$5,000	Funding will allow the continuation and expansion of the Enriching Lives Program (Virtual and In-Person) in Loudoun County.
Loudoun Therapeutic Riding Foundation, Inc	\$5,000.00	\$5,000	Funding to help cover the expenses of providing 2,730 therapeutic riding or carriage driving sessions to 65 residents over the age of 18 who live with physical, intellectual/developmental, and psychosocial disabilities so that they may remain healthy, safe, and independent.
Loudoun Wildlife Conservancy	\$5,000.00	\$5,000	Funding to support the expansion of the successful Peterson Young Naturalist Award Program to focus on reaching more Title 1 school students and at-risk/ English learners.
Love, KK	\$5,000.00	\$5,000	The Farm to Food Pantry project purchases food from farmers and small businesses and in turn supplies the food to the Luckett's Community Food Pantry at Faith Chapel to support feeding members of the community (Leesburg/Lucketts).
YMCA Loudoun County	\$5,000.00	\$5,000	Funding to provide more financial assistance to families in Loudoun County who otherwise would not be able to afford to enroll their children in the YMCA's curriculum-based preschool, school-age, and American Camp Association-accredited summer day camp programs in 2021.

Organization	FY22 Requested Amount	FY22 Amount Recommended	Description
Help for Others, Inc.	\$5,000.00	\$5,000	Funding will be used to cover rent, teen and senior gifts, postage, and memberships such as United Way and Loudoun Human Services Network (LHSN).
Based on Board direction, organizations below this line are not eligible for funding. They scored below the minimum score required for eligibility. (75 percent or 37.5 out of 50 total points.)			
Veterans Moving Forward, Inc.	\$5,000.00	\$0.00	Funding for two (2) puppies to be trained as service dogs. Provides canine support to veterans.
Bridle Paths	\$4,900.00	\$0.00	Support the Horses Offering Relationship and Self-Esteem (HORSE) program, an eight-week equine therapy pilot program serving residents of Loudoun Serenity House.
Loudoun Youth, Inc.	\$5,000.00	\$0.00	Funding to support Battle of the Bands program.
Leonard W Kidd Memorial Post 2001 Charitable Foundation	\$5,000.00	\$0.00	Funding to satisfy emergency monetary or material assistance requests to Loudoun veterans and their families in need to see them through a temporary crisis.
Auxiliary, Falcons Landing Chapter of MOAA	\$5,000.00	\$0.00	Funding to assist veterans and their families with urgent needs unmet by other agencies.
CJ3 Foundation	\$5,000.00	\$0.00	Supports Military Service Members, Veterans/Disabled Veterans, Law Enforcement, Fire and Emergency/First Responders with assistance and referrals - service dogs, mental health and wellness, and advocacy.

FISCAL IMPACT: \$1,831,456 was budgeted in the FY 2022 operating budget to be allocated for this purpose with \$1,831,456 expended.

DRAFT MOTIONS:

1. I move that the Board of Supervisors approve grant funding for the Human Service Nonprofit Organizations as recommended in the April 20, 2021, Board of Supervisors Business Meeting Action Item, and direct staff to notify selected applicants and process the payment for grant funding.

OR

2. I move an alternate motion.