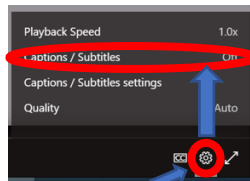
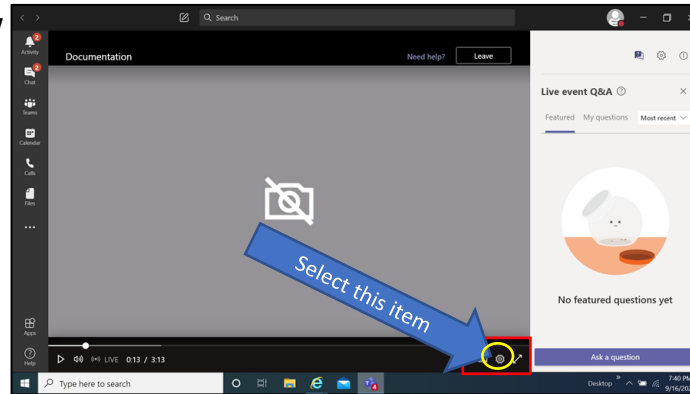


FY26 Nonprofit Strategic Planning Grant Program Information Session

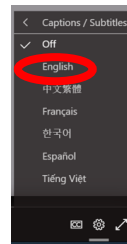
December 4, 2025



How you can view
the multi-lingual
closed captions:



When you select it a menu appears,
choose **captions / subtitles**



You then select
the language of choice



It will then display the language chosen

Disclaimer

The translations provided in this application use what is referred to as mechanical translation technology. Although this method of translation is very effective and provides a high rate of accuracy it is NOT 100% word for word accurate. Things that may affect it are the quality of the microphone used and potentially a person speaking that may have an accent.

Information Session Agenda

1. Nonprofit Strategic Planning Grant Program background
2. Provide an overview of FY26 program details
3. Walk through the eCivis (Euna) application platform (see screenshots at end of session)
4. Open up for participant questions (put your questions in the Q&A box).
Any questions we cannot answer during the Information Session will be addressed and posted on the platform.

This meeting will be recorded and posted for future viewing on the Grant Program page. The slide deck will also be posted in the same location for your reference.

Grant Program Page (*click on APPLY while logged in*):

https://gn.ecivis.com/GO/gn_redir/T/4arrbexnyxz5

Where to access in-progress applications and log-in:

<https://portal.ecivis.com/#/login>

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Support Links & Contact Info

OGM Application Support: grants@montgomerycountymd.gov

- Online Resources and Video Demonstrations
 1. [Setting up a Euna Profile](#) (PPT guide)
 2. [5-minute Video for Creating an Application in Euna](#)
 3. [9-minute Video for Navigating the EUNA Budget Tool](#)

Euna Grants (eCivis) Technical Support: support@ecivis.com

- Can assist with account issues or technical issues in the grant application
- Their response time can take up to 24 hours (morning requests are often answered same day)
- User Guides for download
 1. [Logging into Your eCivis Portal Account](#)
 2. [Reviewing and Submitting your application](#)
 3. [Transfer Application Ownership](#)
 4. [Guide for Applicants](#), for budget tool assistance

FY26 NSP NOFO Eligibility and Priority Questions: Rafael.murphy@montgomerycountymd.gov

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FY26 Nonprofit Strategic Planning Grant Program Details

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Key Program Details

Total Funding Available:	\$750,000
Award Range:	Between \$20,000 and \$100,000
# of Applications Allowed:	Up to Two as Lead Applicant (one for NRC and one for Non-NRC), Organizations may submit as many LOCs for other applications as they wish
Performance Period:	Up to 6months
Where to Apply:	<u>https://gn.ecivis.com/GO/gn_redir/T/4arrbexnyxz5</u>
NOFO Available:	Tuesday, December 2, 2026
Priority Deadline:	Wednesday, January 7, 2026 at 5:30 PM (applications will be accepted on a rolling basis after this date until all funds are committed)

Grant Program Background

- Since January 2025, changes in policy by the Federal administration have drastically shifted the federal funding regime
- These changes have delayed, disrupted, or reduced the flow of federal dollars that drive essential programs and services throughout the US.
- Also resulted in increased scrutiny of nonprofit operations and policy alignment, and addition of new rigorous compliance requirements.
- The longest-ever Federal government shutdown from October 1 to November 12, 2025 stopped the flow of most Federal funds, further stressing the nonprofit sector.
- The experiences of Montgomery County nonprofits echo national trends in the sector and indicate that **nonprofits need to be rethinking their organizational strategies in the current context.**
- On Tuesday, November 18, 2025, the County Council unanimously passed Resolution 20- 979 to mitigate these impacts through this Grant Program and other funding pools.

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Grant Program Goal

- Provide **capacity building and technical assistance funding** for nonprofits
- To **pursue consolidation of services and preparation** due to **adverse Federal actions**,
- With the **specific deliverable of a strategic plan** developed by the nonprofits
- that includes **specific recommendations on how nonprofits and the County Government can meet those challenges**.

Proposal Eligibility Criteria

- The proposal **MUST seek to respond to adverse Federal actions** impacting Montgomery County, MD.
- The proposal **MUST only include funding requests for capacity building and technical assistance for nonprofits to pursue consolidation of services and preparation** within Montgomery County, MD due to adverse Federal actions.
- Proposal funding requests **MUST have the specific deliverable of a strategic plan** developed by the nonprofit applicants that includes **specific recommendations on how nonprofits and the County Government** can meet the challenges from adverse Federal actions impacting Montgomery County, MD.

Organization Eligibility Criteria

- The organization must be a **nonprofit organization in good standing with the Internal Revenue Service (IRS)** and be able to demonstrate this designation.

MCG Eligibility Conditions

- The organization must be **currently registered and in Good Standing with the Maryland State Department of Assessments and Taxation (SDAT)**;
- The organization's principal place of business must be located in Montgomery County; if a national or regional organization, it **must have a location in Montgomery County** through which it provides related services;
- All activities and expenditures under this grant program **must be provided in Montgomery County and/or be exclusively for Montgomery County residents**;
- Current Montgomery County contract or grant award winners must be **current on all reporting obligations for other awards** and those reports must reflect substantial progress towards the goals of their grant agreement(s).
- Proposed expenses must be for a **new activity, expansion of existing activities, or a combination of both**. County funding cannot be used to supplant other funding for already planned activities.

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Nonprofit Resiliency Centers (NRCs)

Version of Nonprofit Incubators with a modified focus on:

- a) **Building the resiliency of beneficiary nonprofits** so that they **remain solvent and continue to provide programs and services** in Montgomery County, MD;
- b) **Establishing a community of nonprofits** to share with, learn from, mentor, and support each other;
- c) **Providing sustained training, coaching, mentoring, and/or other support** to beneficiary nonprofits;
- d) **Providing sustained shared administrative support services** so that nonprofits can focus on delivering their programs and services; and
- e) **Leveraging community relationships and resources** to enhance reach and service delivery.

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Funding Categories

Proposals will be tagged on whether they strategic plan is:

- a) **For the development of an NRC**, with at least \$1 million in FY26 Approved funding available for implementation (Nonprofit Incubators); or
- b) **Not**, with at least a SEPARATE \$1 million in FY26 Approved funding available for implementation (Nonprofit Technical Assistance & Management Support grants)

Additional funding for implementation **could** be identified from within the Community Grants NDA, other locations, or future appropriations

Organizations may submit one proposal for each Funding Category and may submit Letters of Commitment for as many applications as they like

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Collaboration Funding Priority

Funding will be prioritized towards proposals that demonstrate strong collaboration and support from multiple nonprofit organizations.

Examples of themes that applications could be organized around include, **but are not limited to**, nonprofits:

- Working in a single sector;
- Providing a range of complimentary wrap around services;
- Serving a specific jurisdiction, series of zip codes, or other geographic area;
- Focused on a community or group that requires certain cultural competencies; and/or
- Some other unifying organizational principle.

Other Funding Priorities

Funding will be prioritized based on the proposal's ability to demonstrate:

1. The adverse Federal actions that the applicant(s) is facing in Montgomery County, MD;
2. How these actions are disrupting their current nonprofit service model;
3. Why and how a new strategic plan will lead to a more sustainable service delivery model in the current context that will likely last for the next three years;
4. A clear and detailed explanation of the capacity building and technical assistance being requested;
5. How the requested items will realistically allow the applicant(s) pursue consolidation of services and preparation for future adverse Federal actions;
6. An ability to complete the strategic plan within the stated timeline and at the required minimum standards; and
7. A clear, well-justified budget with reasonable costs.

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Eligible Expenses

- Per Resolution 20-979, grant funds may **ONLY** be used for, **“capacity building and technical assistance for nonprofits to pursue consolidation of services and preparation due to adverse Federal actions, with the specific deliverable of a strategic plan developed by the nonprofits that includes specific recommendations on how nonprofits and the County Government can meet those challenges.”**
- Applicants will have **lots of flexibility** within this definition and are strongly encouraged to **request items usually only covered by unrestricted or indirect costs**
- Applicants should **include an Indirect de Minimis rate of 15%** or a higher Indirect Rate if they can **provide proof of a higher, active Negotiated Indirect Cost Rate Agreement (NICRA).**

Eligible Expense Examples

Costs that could be covered include, **but are not limited to:**

- Organization staff salary and benefits to spend time coordinating and developing the strategic plan;
- Outside consultant/contractor to lead or coordinate the strategic plan development process;
- Legal, financial, Human Resources, performance management, and/or other subject matter expert consultant/contractor costs to inform the strategic plan;
- Logistical and travel costs for meetings, focus groups, or other organizational costs related to strategic plan coordination;
- Real estate research for identifying sites to optimize service delivery;
- Consultant cost for survey development, data collection, and data analysis;
- Workshop, training, and/or seminar attendance costs;
- Portions of rent (including back rent) or utilities associated with federal funding; or
- Other costs that can be justified.

Ineligible Expenses

Funds may **not** be used for:

- Any cost that is NOT justified as **“capacity building and technical assistance for nonprofits to pursue consolidation of services and preparation due to adverse Federal actions, with the specific deliverable of a strategic plan developed by the nonprofits that includes specific recommendations on how nonprofits and the County Government can meet those challenges.”**
- Any form of programmatic or service delivery costs
- Depreciation expenses
- Major equipment or construction projects
- Lobbying or political activity
- To purchase goods or services from Board Members’ organizations
- Religious events or celebrations
- Political events or celebrations
- Any other cost deemed by the County as unrelated to the project
- Any purchase or activity outside the grant award period of performance including pre-award costs and expenses
- Prior obligations of and/or debts, fines, and penalties imposed on the Grantee unrelated to Federal impacts

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Submission Guidelines

All submissions must come through the online application portal. Applicants seeking to meet the Priority Deadline and applications must be fully submitted online Wednesday, January 7, 2026 at 5:30 PM (applications will be accepted on a rolling basis after this date until all funds are committed).

Access here: <https://portal.ecivis.com/#/login>

Applicants requesting an Americans with Disabilities Act (ADA) accommodation should contact the Office of Grants Management to discuss alternative submission options.

Create an account, **log in** and then apply through the **FY26 Nonprofit Strategic Planning Grant Program** page: https://gn.ecivis.com/GO/gn_redir/T/4arrbexnyxz5

Having trouble with creating an application?

1. View page 2 of the [Reviewing and Submitting your application](#) guide; or
2. See slides at the end of this PowerPoint to view screenshot guides.

Application Structure

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Application Tasks

- **Applicant Information:** Organization contact info and supporting documents (data fields and uploads).
 - *Provide contact information for two different people within your organization*
- **Applicant Background:** Organization size and leadership demographics (*data collected will never be seen by Review Committees or used for awarding*) [OGM Board Race-Ethnicity Reporting Template](#)
- **Scope of Work Questions:** Narrative questions and PDF uploads
- **Implementation Timeline:** PDF upload
- **Collaborative Applications & Letters of Commitment (LOC):** data fields & PDF uploads
- **Budget Tool:** Detail budget items and provide a narrative explanation of costs

Full Task requirements, guidance, narrative character limits are outlined within the
[FY26 Nonprofit Strategic Planning \(NSP\) Grant Program Notice of Funding Opportunity \(NOFO\)](#)

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Scope of Work Questions

If a question does not apply, note that the question is not applicable.

- **Proposal Overview** – Provide a brief description of the Federal impacts your organization is experiencing and how the funding requested will help mitigate these impacts. *If awarded, this will be integrated into the Grant Agreement.*
- **Nonprofit Resiliency Center (NRC)** – Is your application focused on developing a strategic plan for an NRC? (Yes/No)
- **Montgomery County Funding Request** – Click on the Euna Grants Budget Tool in the application platform to provide budget details.
- **Montgomery County Location** – Outline service delivery locations, office locations, and staff based in Montgomery County. *Organizations and their staff based in Montgomery County, MD will also be prioritized over organizations and their staff based in other jurisdictions.*
- **Reduced Funding Impact** – Specify how your project would be affected if total funding awarded were less than the amount requested. State whether your project could be completed with a smaller amount, and how your projected outcomes would be affected by any funding reduction.

SoW Narrative Questions

If a question does not apply, note that the question is not applicable.

- 1. Adverse Federal Actions:** Briefly describe the adverse Federal actions that your organization is facing in Montgomery County, MD. These may include actions that directly or indirectly impact your organization. Feel free to provide hyperlinks to Executive Orders, sector reports, news articles, or other online documents/resources that demonstrate this impact. PDF files may also be uploaded below.
- 2. Service Model Impact:** Briefly describe how these actions are disrupting your organization's current service model in Montgomery County, MD. Again, feel free to add hyperlinks to outside articles, reports, or resources as well as uploaded materials to demonstrate these impacts.
- 3. Strategic Plan Utility:** Detail why and how a new strategic plan for your organization(s) will lead to a more sustainable service delivery model within Montgomery County, MD in the current context. Assume that adverse Federal actions (current and likely new innovations) will continue for at least the next three years.

SoW Narrative Questions

If a question does not apply, note that the question is not applicable.

4. **Supporting Capacity Building & Technical Assistance:** Provide a clear and detailed explanation of the capacity building and technical assistance being requested to support the development of the strategic plan. Do NOT use this space to provide descriptions of each line-item (you will have up to 8,000 character Budget Narrative within the Budget Tool). Instead, use this space to provide context on how the various requests complement each other and address the adverse Federal actions your organization is facing.
5. **Consolidation of Services and Preparation:** Describe how the requested items above will realistically allow the applicant(s) pursue consolidation of services and preparation for future adverse Federal actions through a strategic plan. Your response to this question is the crux of your application and should detail why a strategic plan will add value to not only your organization but Montgomery County, MD. Again, please do not detail individual line-item requests but use this space to tie together your responses to all of the previous questions to provide a closing thesis.

SoW Supporting Documents (Optional)

If a question does not apply, note that the question is not applicable.

Applicants have the option of uploading up to three additional supporting documents that directly support the SoW narrative responses.

- Any document uploaded should be directly relevant, and ideally be cited, to your Scope of Work Narrative responses for ease of Reviewer reference. These could include, but are not limited to, reports, articles, graphs, charts, graphics, work-flows, or other non-narrative elements.
- Applicants must combine multiple documents into a single PDF with clear headers and document titles for the Reviewers.
- Provide a short explanation of all uploaded documents to help Reviewers understand the relevance of the resources.
 - If a document is available through the internet, a hyperlink or web address can be integrated into the narrative questions or within this data field.

Implementation Timeline

Outline the implementation schedule of the proposed project over a **6-month period of performance**. The **implementation start date** for a proposal **should begin no earlier than February 1, 2026**.

The implementation timeline over the performance period should list:

- The program's objectives, related activities and expected outputs and outcomes;
- Timeline for implementation and completion; and
- Responsible staff and formalized partners for completing these activities (noting organizational affiliation).

Applicants are welcome and encouraged to **use graphs, charts, tables, work-flows, and other non-narrative elements to illustrate their implementation timeline**.

Combine responses into a single PDF document, with a 2-page limit.

Letter of Commitment Among Collaborative Partners

Applicants indicate whether they are submitting a proposal as an individual organization or on behalf of a collaboration of several nonprofits.

Single organization applicants will be able to ignore the narrative question and LOC uploads below.

Collaborative Applications must:

- **Submit a narrative that provides an overview of the collaborating organizations and detail their relationships with each other;** including but not limited to past collaboration, overlapping programs and services, or complimentary missions.
- **Include a Letter of Commitment (LOC)** between the partner organization(s) that outlines roles and responsibilities for implementing the project, how County grant funds will be disbursed, and the expected financial contributions to the project from each partner.
- The LOC must be signed by duly authorized representatives of all collaborating organizations and may be as long as necessary.
- **Note that the organization submitting the application will be the one signing any awarded grant agreement and will be the one accountable to its terms.**

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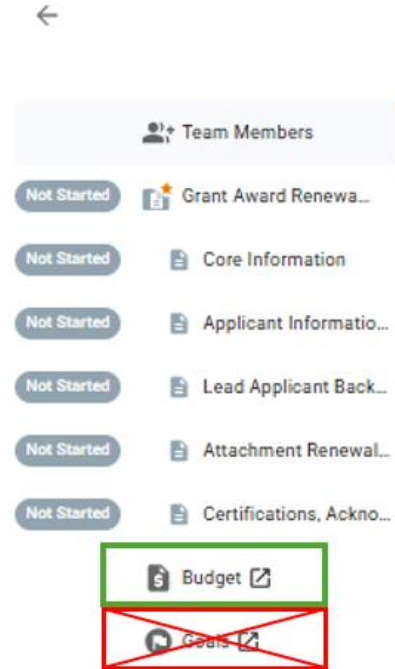
Project Budget Tool

Program Budget (Use the Euna Grants Budget Tool)

- The Program Budget is a pre-built form that is available in the online application and includes expense categories. Click the blue linked expense category title to begin editing your budget.
- When filling out the Budget Tool **adding line-items covered by Cost Share is optional**.
- Applicants should **ignore the Program Income section** as this will not be evaluated or impact the review process.
- A [Guide for Applicants](#) is available to assist with detailed guidance on pages 13-20 on budget entry issues. OGM also developed a [9-minute Video for Navigating the EUNA Budget Tool](#)

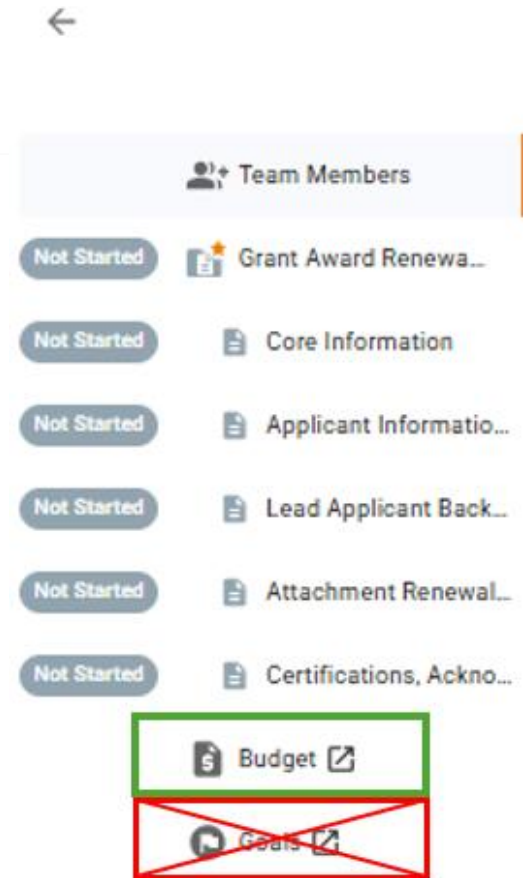
Budget Narrative (8,000 characters max in the Euna Grants Budget Tool)

- At the bottom of the Budget Tool enter as a bulleted description of each line-item entered into the Budget. The descriptions should explain:
 - A brief description of the line-item itself;
 - Why the cost is necessary for the project, and;
 - How it meets eligibility standards; and
 - how the figure was calculated.



Goals Tool

IGNORE the Goals Tool. It is not being used for this Grant Program.



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Ethics Questions

- **Does your organization employ current employees or contractors of the Montgomery County Government?** This applies for employees that are paid by your organization but are also paid by Montgomery County Government.
- **Does your organization's Board of Directors include current employees or contractors of the Montgomery County Government?** This applies to volunteer board of director positions.
- **If you answered yes to either question, please describe the employee(s) role and function as it applies to your organization.** Answering "yes" to either question does not exclude your organization from being eligible to apply.
- Montgomery College, Montgomery County Public Schools, and WorkSource Montgomery do not count as Montgomery County Government employees for the purpose of this Grant Program.

*If you are unsure if a position applies, please contact the Office of Grants Management
(grants@montgomerycountymd.org)*

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Scoring Form and Criteria

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Review Process

1. **OGM Administrative (Admin) Review** – OGM will assess all applications for Montgomery County Eligibility Conditions and application completeness.
2. **Programmatic Eligibility Review** – OGM will also conduct a second review assessing whether applicants and their proposals address the Proposal and Organization Eligibility criteria cited in the NOFO to ensure all submitted applications are within the intended scope of this Grant Program. Organizations and applications that do not meet these requirements will be disqualified.
3. **Subject Matter Expert (SME) Review** – OGM will establish a Review Committee composed of neutral, qualified individuals from Montgomery County Government, selected for their experiences in the grant program's subject area, grants administration, project management, and/or ability to analyze programs from a racial equity and social justice lens. The panel members will review and score applicant proposals based on the criteria outlined in the NOFO and submit recommendations for awards.

Final decisions will be made based on the scores and such other factors and considerations as deemed relevant at the time of award. These may include the expert opinion of grant administrators with prior experience with applicants, updates to priorities, or other factors.

Confidence Rating System



Easier!
Faster!
Smarter!

- Reviewers will score proposals using a [Confidence Rating system](#) against a weighted criteria
- Used by the federal government as an innovative practice that facilitates more holistic ratings, capturing reviewers' overall confidence in the applicant's likelihood to succeed

3 – Confident	The Reviewers are confident that the applicant understands the requirements, proposes a sound and relevant project, and will be successful in implementing the proposed project.
2 – Somewhat Confident	The Reviewers are somewhat confident that the applicant understands the requirements, proposes a sound and relevant project, and will be successful in implementing the proposed project.
1 – Not confident	The Reviewers are not confident that the applicant understands the requirements, proposes a sound and relevant project, and will be successful in implementing the proposed project.

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Scoring – 100 Possible Points

Criteria	Maximum Score
Adverse Federal Actions: Applicant(s) has identified and understands the adverse Federal actions that they are facing in Montgomery County, MD.	10
Service Model Impact: Applicant(s) has clearly explained how these actions are disrupting their current nonprofit service model(s).	10
Strategic Plan Utility: The applicant(s) demonstrates why and how a new strategic plan will lead to a more sustainable service delivery model(s) in the current context for the next three years.	15
Supporting Capacity Building & Technical Assistance: The applicant(s) has provided a clear and detailed explanation of the capacity building and technical assistance being requested.	15

Scoring – 100 Possible Points

Criteria	Maximum Score
Consolidation of Services & Preparation: The proposal clearly demonstrates how the requested items will have a meaningful impact on allowing the applicant(s) pursue consolidation of services and preparation for future adverse Federal actions through a strategic plan.	30
Implementation Plan: The applicant(s) will be able to complete the strategic plan within the stated timeline and at the required minimum standards.	10
Budget: Applicant(s) has provided a clear, well justified budget with reasonable costs necessary for the success of the proposal.	10
TOTAL	100
Bonus Points for Collaboration: Proposals demonstrate strong collaboration and support from multiple nonprofit organizations for the development of a unified strategic plan.	15
Bonus Points for Location: Applicant has demonstrated that they have impacted service locations, office space, and staff based in Montgomery County, MD.	5

Outgoing Grants



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Awards, Implementation, and Reporting Requirements

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Award Notification

- Given the expected ongoing nature of federal impact, applications to this Grant Program will continue to be accepted on a rolling basis until available funds are fully committed.
- Proposals that meet the Priority Deadline will be reviewed first and potentially awarded.
- Proposals received past the Priority Deadline will be reviewed as a cluster on a bi-weekly basis.
- The Euna NFR Grant Program page will be updated once all funds have been committed. If additional funding becomes available, OGM will update the Euna application page and send a notice through [the Montgomery County Grant Opportunities Newsletter](#).

Award Notification

- **Applications meeting the Priority Deadline** should expect **notification by the end of January via email** with **awards starting in February of 2026**
- Review of applications and awards will continue on an ongoing basis **until all available funds are committed.**
- **For successful applicants, the award agreement** will contain funding restrictions; programmatic, administrative, and policy requirements; reporting documents including total budget along with the amount of grant funding for the program; and payment terms.
- **Documentation standards are very high as we are subject to audits and must follow official procedures.** If you are unable to provide documentation of how the funds were used, your organization may be required to return the grant funds to the County.

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Award Structure

- All awarded applications will receive a **Grant Agreement for a specific award amount** (may be less than your requested amount but are expected to range between \$20,000 and \$100,000).
- Grantees will have a **6-month period (Grant Term)** to use the funds.
- Expenses CANNOT be charged to the Grant Agreement BEFORE the Grant Agreement Term starts. So **DO NOT spend award funds until you have a final Grant Agreement in hand.**
- **100% upfront payout** for most awards.
- The Grant Agreement will list **reporting requirements and a schedule for submitting reports.**

Outgoing Grants



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Award Reporting Expectations

Award recipients will be required to submit brief quarterly financial and activity reports demonstrating:

- How the funding has been used; and
- Their progress on developing a strategic plan.

OGM may also require an informal monthly check-in to touch base on the evolving Federal impacts as felt by the award recipients.

Final Reports requirements will include:

- A final financial report;
- A copy of the strategic plan using County resources; and
- A presentation to County stakeholders on the strategic plan.

Further Questions?



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Office of Grants Management
grants@montgomerycountymd.gov

OGM Website
<https://montgomerycountymd.gov/ogm/>

OGM online grants application platform
<https://portal.ecivis.com/#/login>



Information Session Q&A

Q: Is the Information Session being recorded?

A: Yes, the same is also the link to the recording. It is also posted within the NOFO and on the Euna solicitation page.

Q: What could use technical assistance and capacity building but are not interested in doing a strategic plan. Can we still apply?

A: No, the source legislation specifically limited funding to ONLY strategic plans. Technical assistance and capacity building could be funded so long it is for the end goal of developing a strategic plan.

Q: We are seeing an increase in X need in our community? Can we use the funds for Y program to meet that need?

A: No. These funds are specifically for nonprofits to develop strategic plans. There may be other funding opportunities to fill specific needs and program gaps.

Q: Only part of our organization is impacted by adverse Federal actions? Can we ask for a strategic plan for just that program area?

A: Yes, make it clear in the application how just this area is being impacted and that the strategic plan is only for the impacted area.

Information Session Q&A

Q: The [FY26 Nonprofit Federal Resilience \(NFR\) Grant Program](#) is also out. What are the key differences between these Grant Programs?

A: While applicants should consult the NOFOs directly for all eligibility, priority, and application details, the following charts highlight the key differences.

Criteria	FY26 NFR	FY26 NSP
Program Goals	Preserve solvency of nonprofits from federal funding actions	Help nonprofits plan and prepare for the “new normal” of the next 3 years
Eligibility	Nonprofits with direct (includes pass through) Federal funding only	Nonprofits feeling direct or indirect impacts from ANY adverse Federal actions
Use of Funds	Offsetting delayed or cancelled federal funds or other funding impacts	Development of a strategic plan; including any consulting or other costs related to its development
Collaboration	Focused largely on individual impacted organizations but also considers sub-recipients	Prioritization of collaboration by nonprofits based on sector, geography, or other unifying principle
Funding Nuances	Requests reimbursements (minus any unreimbursed costs) for delayed funds received	Second tier of implementation resources available for recipients who complete strategic plans

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