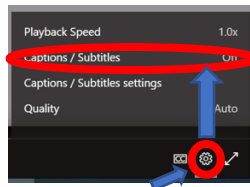
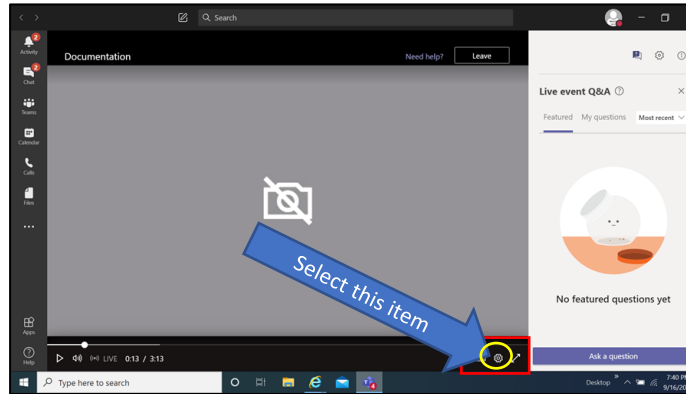


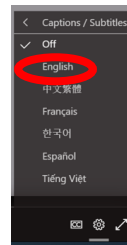
# OGM Community Forum

December 5, 2024

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.



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# **Community Forum**

December 5, 2024

# Who is OGM?

In coordination with the Office of Procurement, Office of Management and Budget, and Department of Finance, OGM develops countywide policies and procedures regarding grants management that are consistent with the County's racial equity and social justice goals.

**OGM has two areas of focus:**

## Incoming Grants

We empower Montgomery County Government's executive branch by leveraging federal, State, and private grants.

Strategically using grants to supplement County tax dollars, enables the expansion of both new and existing programs and service. This enhances the County's ability to serve its residents more effectively and efficiently without raising taxes.

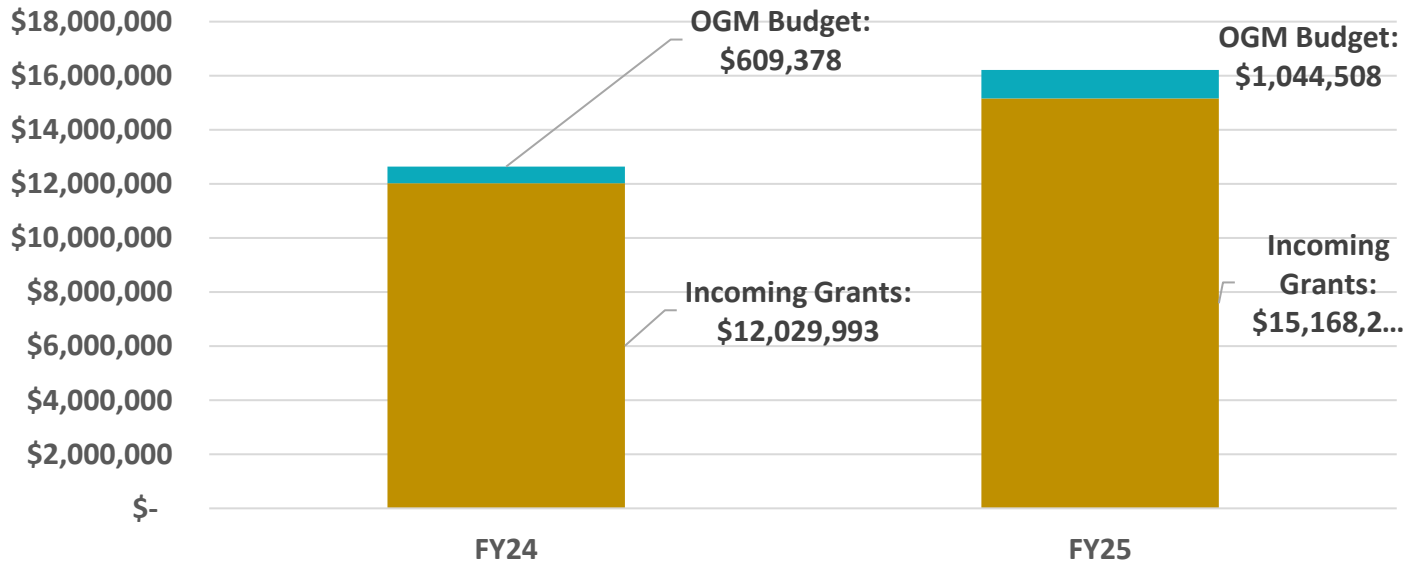
## Outgoing Grants

We foster positive community impact through the administration of competitive grants programs and issuing grant agreements that align with County priorities and enrich the lives of County residents.

The Outgoing Grants team prioritizes the success of grant applicants and awardees by delivering guidance, applicant training resources, and thorough information on compliance requirements. Together, we strive to empower initiatives that drive meaningful change and enhance the well-being of our community.



# OGM's Incoming Grants Portfolio: FY24 and 1Q FY25



*Incoming Grants*



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# Community Forum Agenda



- OGM Updates
- Overview of FY24 Grant Programs and Statistics
- What to expect in 2025
- New Communication Tools
- Feedback/ Q&A

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## OGM Updates



- **Fully Staffed** – 3.5 FTEs (up from 1.5 from three weeks ago)
- **FY26 Budget Process** – In process, CE's FY26 Budget released on March 15, 2025
- **Nov. 14 Government Operations Committee Hearing** – [Packet](#) and [Video](#)
- **Community Reviewer Initiative Paused** – Looking at if or how it can be changed
- **New Grant Application Platform** – Switching to Euna Grants fully by March 2025 ([State of Rhode Island](#))

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# Key Benefits of New vs Current Grant Platform

SM Apply (Current)	Euna Grants (New)
<ul style="list-style-type: none"><li>• Profile based application structure making it difficult to manage awards/apps with turnover</li></ul>	<ul style="list-style-type: none"><li>• Organization based structure linked to multiple profiles and applications</li></ul>
<ul style="list-style-type: none"><li>• All award management functions must be custom built and still have limitations</li></ul>	<ul style="list-style-type: none"><li>• Full set of award management functions are built in as part of the standard software</li></ul>
<ul style="list-style-type: none"><li>• One-way view of documents in platform</li></ul>	<ul style="list-style-type: none"><li>• “Pinned” documents and information</li></ul>
<ul style="list-style-type: none"><li>• Very basic report collection tools that require significant effort to roll up data</li></ul>	<ul style="list-style-type: none"><li>• Advanced report collection tools that automatically roll up data</li></ul>
<ul style="list-style-type: none"><li>• Basic application information and tracking</li></ul>	<ul style="list-style-type: none"><li>• Advanced dashboards and tracking built into the standard package</li></ul>

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# Outstanding Grant Program Updates

- **FY23 NTAMS:** Processing grant agreements and payments; 58 recipients still have not submitted contact updates or their signed grants
- **FY24 Community Project Fund (CPF) Q3/Q4:** All applications reviewed, scored, and ranked in Summer. Confirming additional funding to support more awards.
- **FY24 Cost Sharing Capital Grants (CSCG):** Processing Grant Agreements for State Matched awards. Still finding a review solution for the remaining 58 non-State Match applications.
- **FY25 EquiCare - Subsidy Seats Grant Program:** Award decisions made, Notification Letters will go out within the week.
- **FY25 Nonprofit Security Grant Program:** Three reviewers finishing up their last evaluations (roughly 20 reviews left out of 357).

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# Overview of Competitive Grant Programs

## Montgomery County Government Competitive Grant Programs (from the Establishment of OGM to November 13, 2024)

	FY23	FY24	FY25 to Date	Grand Total
Number of Competitive Grant Programs	9	16	5	33
Number of Applications Received	404	837	211	1,452
Number of Grants Awarded	202	291	45	538
Total Appropriated Funding	\$4,550,000	\$17,588,128	\$9,950,000	\$32,088,128
Total Value of Funding Requests	\$27,006,278	\$83,648,852	\$16,094,166	\$126,749,297
<b>Ratio of Funding Requested to Funding Appropriated</b>	<b>5.9</b>	<b>4.8</b>	<b>1.6</b>	<b>4.0</b>

- On average, OGM has received four times as much funding requests as funds available
- OGM expects to facilitate at least 9 more competitive grant programs in FY25

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# Competitive Grant Awards by Zip Code

FY24 Competitive Grant Program Awards by Zip Code *		
Award Winner Organization Zip Code	Number of Awards Per Zip Code	Total Value of Awards
20910	14	\$1,884,224
20850	13	\$1,117,049
20904, 20814, 20855, & 20852	8	\$2,819,298
20878	7	\$611,604
20901	6	\$295,948
20877	5	\$500,445
20832, 20837, 20906, 20912, & 20817	4	\$1,279,885
20854 & 20874	3	\$846,099
20006, 20895, 20839, 20005, 20902, 20879, & 20853	2	\$649,001
Other Zip Codes with only One Award **	24	\$2,415,251
<b>Total:</b>	<b>141</b>	<b>\$12,418,804</b>
* Does not include awards from the FY24 Equicare and Nonprofit Security Grant Programs		
** 20705, 20841, 20783, 20815, 21122, 20009, 20015, 20849, 20851, 20706, 21157, 20876, 20903, 20002, 20001, 22201, 20913, 20785, 20861, 20905, 21227, 20036, 20871, & 20907		

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# Competitive Grant Awards by Exec. Dir. Race

FY24 Competitive Grant Program Awards by Race of Organization Leadership *				
Self Identified Race of ED (or Equivalent)	Total Number of Awards	Total Dollars Awarded	% of Total Awards	% of Total Award Value
American Indian or Alaskan Native	1	\$119,640	0.6%	0.8%
American Indian or Alaskan Native, Asian	3	\$78,000	1.9%	0.5%
American Indian or Alaskan Native, White	2	\$87,850	1.3%	0.6%
Asian	17	\$1,373,701	11.0%	9.4%
Black or African-American	31	\$2,589,811	20.0%	17.7%
Black or African-American, White	1	\$13,900	0.6%	0.1%
White	66	\$5,567,691	42.6%	38.1%
White, Prefer Not to Answer	2	\$359,337	1.3%	2.5%
Prefer Not to Answer	26	\$4,112,627	16.8%	28.2%
Left Question Blank	6	\$300,751	3.9%	2.1%
<b>Grand Total</b>	<b>155</b>	<b>\$14,603,308</b>	<b>100.0%</b>	<b>100.0%</b>

\* Chart does not include FY24 Nonprofit Security Grant Program awards.

- Racial identity questions within grant applications (based on the US Census structure) were optional and Reviewers did not have access to the responses when evaluating and scoring proposals.

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# "Open" vs. "Targeted" Grant Programs

Competitiveness of FY23-FY25 Grant Programs as of November 13, 2024			
	Average Number of Applications Submitted	Average Number of Applications Reviewed and Scored	Average Ratio of Funding Requests to Funding Available
"Open" Community Grants NDA Funded Grant Programs	84.3	79.4	6.2
"Targeted" Department Funded Grant Programs			
All "Targeted" Grant Programs	27.7	22.1	2.8
All "Targeted" Grant Programs excluding Nonprofit Security Grants	16.9	15.7	2.9

- "Open" grant programs receive, on average, **roughly five times as many applications** as a standard "Targeted" grant program
- "Open" grant programs are, on average, **more than twice as competitive** as "Targeted" grant programs and result in wasted effort by nonprofit applicants

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# Future Grant Programs: Need to Create “Lanes”

- OGM observed gaps in “Open” grant programs that were not the result of proposal quality.
- **These gaps need to be “Targeted” by the County, not the applicant, at the grant program design stage or these inequities will continue in future grant program results.**

**New organizations**

**Established organizations**

**Small organizations**

**Large organizations**

**New Innovative programs/pilots**

**Established programs**

**Sectors with nuanced outcomes  
(ex: mental health)**

**Sectors with direct outcomes  
(ex: medical services)**

**Unique service models**

**Traditional service models**

**Generalist Reviewers**

**Subject/Sector Matter Expert  
Reviewers**

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# CY2025 OGM Outgoing Priorities



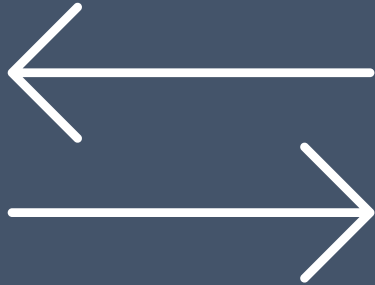
- **Launching Competitive Grant Programs** with a focus on supporting department funds
- **Competing Nonprofit Technical Assistance** pools of Community Grants NDA funds
- **Training departments** on competitive grants programs and overseeing grant agreements
- **Training outside stakeholders** on OGM requirements and grant implementation
- **Improving communication** & transparency
- **Mining data** collected from apps and reports
- **Finding administrative efficiencies** and resolving log-jams in County systems
- **Re-focusing on legislated functions**

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## CY2025 Changes to Expect



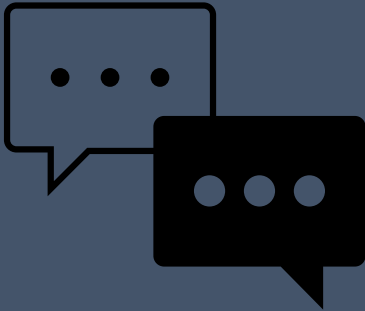
- **New Euna Grants Platform**
- **More “Targeted”** competitive grant programs that focus on a specific community, need, outcome, and/or service
- **Limited or no “Open”** competitive grant programs with overly broad requirements
- **New application structures** (i.e. multi-stage applications)
- **More templates** and specific questions instead of long narratives
- **Emulating Federal Uniform Guidance** to sub-grant federal awards and prepare nonprofits for federal opportunities
- **More data fields** and less uploads
- **Grant opportunities throughout the year**, not just in December and January

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# OGM Communication Tools



## [FY2025 Grant Program Forecast](#)

- Medium to long-term projection of upcoming County competitive grant programs (CGPs)
- Goal is to allow partners and OGM to predict and plan for future opportunities
- Living document that is subject to change as departments develop new grant programs
- New items and details posted as they firm up
- Reviewed, updated (if necessary), and reposted weekly to the same link

montgomerycountymd.gov/ogm/

Links County Grants OGM Home Adobe Acrobat

### GRANTS

#### Open County Grant Competitions

Have you signed up for the [Montgomery County Grant Opportunities Newsletter](#)? Register and get weekly updates on new, current, and soon-to-launch County grants. [Preview upcoming County grant opportunities by downloading OGM \*\*FY2025 Grant Program Forecast\*\*](#). This forecast will be reviewed and updated on a weekly basis.

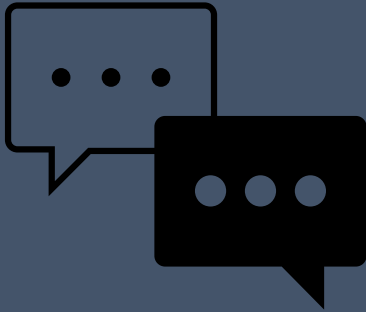
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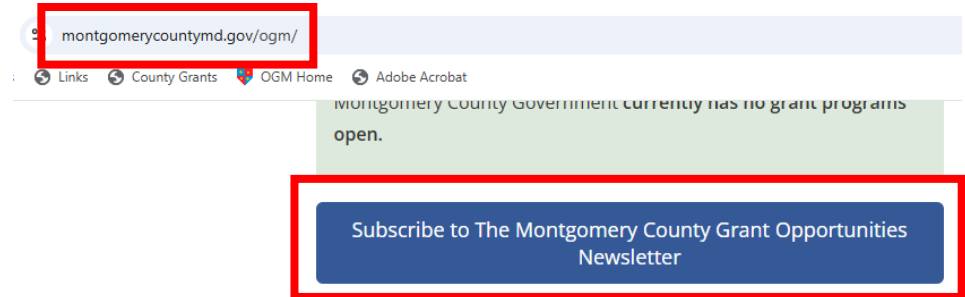


# OGM Communication Tools



## Montgomery County Grant Opportunities Newsletter

- Short-term, actionable, and FIRM County CGPs as well as updates on closed CGPs and other events
- Goal is to give partners a clear, reliable, and consistent view of County opportunities
- Will also include updates on closed, but not awarded, grant programs, non-County grant opportunities, OGM events, and non-OGM grant related events
- Updated and sent weekly on Tuesday or Wednesday

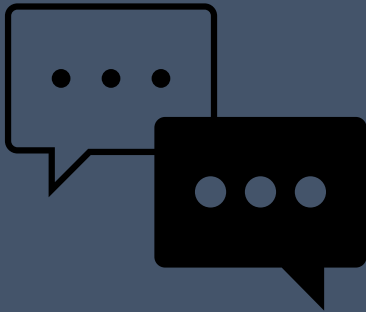


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# OGM Communication Tools

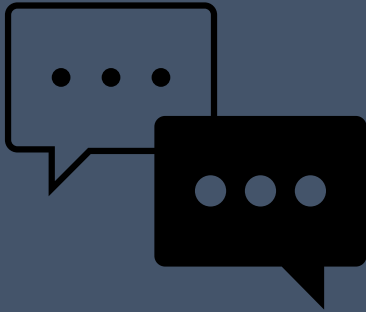


## Websites

- OGM Website - information site with resources, links, and other useful information  
<https://montgomerycountymd.gov/ogm/>
- OGM online grants application platform - Collecting applications and implementing awards  
<https://mcmdgrants.smapply.org>
- Both will focus on currently open CGPs with updates within 2 business days

OGM will **STOP** sending mass emails from Outlook and SM Apply as these do not reliably reach recipients

## OGM Communication Tools



### Ways to Contact OGM

- **Ask Questions at Monthly OGM Forums** – Opportunity to get updates, brief trainings, and ask OGM questions directly
- **Check the Application Program Page in SM Apply** – All application, implementation resources are posted on the page
- **Email [grants@montgomerycountymd.gov](mailto:grants@montgomerycountymd.gov)** – Address now monitored by 3 OGM staff
- **Check Your Status and View Documents within Euna Grants Platform (February '25)** – Better resource, document, and information sharing functions that current SM Apply

## OGM Wants to Know...



### What do you think about...

- Piloting fixed, weekly hybrid office hours?
- Piloting appointments using Bookings app?
- Piloting an OGM Help Form/Ticket?
- Future forum topics - What would you like to learn more about?..
  - The grant program cycle?
  - Grant versus procurement?
  - County grant funding sources?
  - Other topics?
- Other Questions for OGM