OGM Community Forum

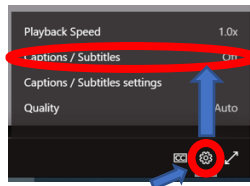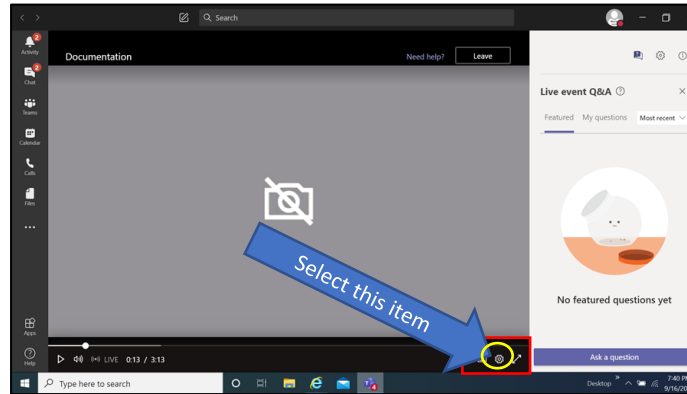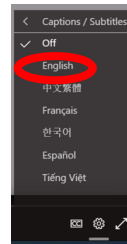## January 13, 2025

How you can view the multi-lingual closed captions:

Select this item

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.

Community Forum

January 13, 2025

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.
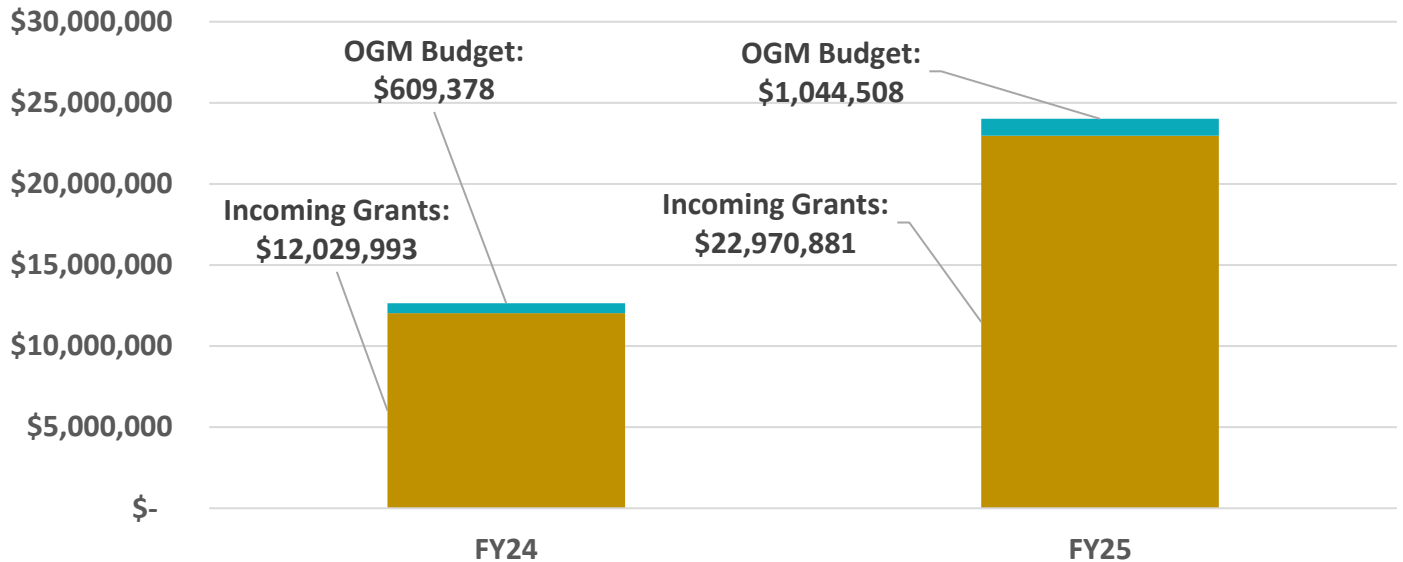
Outgoing Grants

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.

Montgomery County Office of
Grants Management

OGM's Incoming Grants Portfolio: FY24 and FY25 Q1 & Q2

Chart showing:

FY24:
- OGM Budget: $609,378
- Incoming Grants: $12,029,993

FY25:
- OGM Budget: $1,044,508
- Incoming Grants: $22,970,881

Incoming Grants

Montgomery County Office of **Grants Management**

Recent Awards

Grant Name	Award Amount	Project Description	Dept	Status
FHWA Advanced Digital Construction Management Systems (ACDMS) Grant via Maryland	$1,000,000	Engineering Software for more efficient workflows	MCDOT	In Negotiations
Maryland Open Grant (Maryland Energy Administration)	$150,000	Piloting support for food truck operators to install electric generators via subsidized loans and rebates.	DEP	Awarded
DOE Energy Efficiency and Conservation Block Grant Program	$764,000	Energy efficient appliance upgrades and electrification support for low- to medium-income homeowners and a food recovery pilot.	DEP & DHCA	Awarded

Incoming Grants

Montgomery County Office of **Grants Management**

Community Forum Agenda

- OGM Updates
- Intro to New Euna (eCivis) Grants Platform
- Grant Program Overview
- Grants vs. Procurement Contracts
- Communication Tools
- Q&A

Outgoing Grants

Montgomery County Office of **Grants Management**

OGM Updates

- **Hiring** – Outgoing Grants Program Manager II position posting soon
- **FY26 Budget Process** – In process, CE's FY26 Budget released on March 15, 2025
- **FY25 Grant Programs** – Focused on launching final series of between January and April of 2025
- **Budget and Performance Trainings** – Paused these due to changes in these functions in Euna (eCivis)

Outgoing Grants

Montgomery County Office of
Grants Management

Intro to Euna (eCivis) Grants Management Platform

- OGM continues to **shift from SM Apply to Euna (eCivis)** as our grants platform

- Unlike SM Apply, **Euna (eCivis) will NOT have a separate grant program website**

- County Grant Programs using Euna (eCivis) will be **embedded into the OGM Homepage** https://montgomerycountymd.gov/ogm/ (See the State of Rhode Island for an example of how this will look)

- **All new grant programs will be launched through eCivis (Euna), NOT SM Apply**

- For current grant programs, **OGM will continue to collect reports through SM Apply through February**

- OGM will shift all future applications, reporting, and renewals to Euna (eCivis) by the end of February 2025

Outgoing Grants

Montgomery County Office of
Grants Management

Euna (eCivis) Transition Action Items

1. **Log into the Euna (eCivis) Portal to create an application profile**
   https://portal.ecivis.com/#/login

2. **Download and review the Euna (eCivis) applicant user guides**
   1. Logging into Your eCivis Portal Account
   2. Reviewing and Submitting your application
   3. Transfer Application Ownership

3. **Download and archive your old reports, applications, and other SM Apply data**

4. **Keep an eye out for OGM trainings and workshops on this transition in our Newsletter**

Outgoing Grants

Montgomery County Office of **Grants Management**

Outstanding Grant Program Updates

- **FY24 Community Project Fund (CPF) Q3/Q4:** Notification Letters distributed Friday January 10, 2025. OGM is collecting updated proposal info and compiling grant agreements for award winners.
- **FY24 Cost Sharing Capital Grants (CSCG):** All reviews complete. Recommended results already transmitted to the CAO for the Arts Facility funding category with the rest to be transmitted this week.
- **FY25 Nonprofit Security Grant Program:** Reviews complete. OGM is support OEMHS as they develop award recommendations for the CAO.

Outgoing Grants

Montgomery County Office of
Grants Management

January Upcoming FY25 Grant Programs

- **FY25 Place-Based Management Grants Program:** *(Anticipated Launch: Late January 2025)*. The Community Engagement Cluster (CEC) will solicit grant applications from qualified organizations providing direct services that support economic growth and revitalization strategies and services across the County's commercial corridors. While changes may be made in FY25, see the **FY24 Place-Based Management Grants Program application page** for information on last year's competition.
- **FY25 Cost Sharing Capital Grants Program:** *(Anticipated Launch: Late January 2025)*. The FY25 competition will be limited only to projects that have an existing State. While small changes may be made for FY25, see the **FY24 Cost Sharing Capital Grants Program application page** for information on last year's competition and application structure.
- **FY25 Food As Medicine Grants Program:** *(Anticipated Launch of Stage Two: Late January 2025)*. The Office of Food Systems Resilience (OFSR) will solicit grant applications to support innovative programs that increase access to culturally diverse, medically-relevant, nutritious, and locally produced food for Montgomery County children and households with children ages 0-18 who are: 1) currently at high-risk or actively experiencing diet-related disease and 2) at risk of or currently experiencing food insecurity. **This application will only be open to applicants who applied in Stage One of the application process (closed on January 8, 2025).**

Outgoing Grants

Montgomery County Office of
Grants Management

February Upcoming FY25 Grant Programs

- **FY25 Community Youth Mental Health and Substance Use Initiatives Grants Program:** *(Anticipated Launch: Mid February 2025).* Pending a Council appropriation, the department of Health and Human Services will solicit grant applications Award up to $1.3 million in Juul and Altria settlement funds to support youth programming initiatives focused on vaping cessation, mental health, and substance use prevention. HHS anticipates up to three awards ranging from $250,000 to $500,000 each. Legislation for this grant program is pending Council approval and changes may be made.
- **FY25 Fentanyl Use, Overdose, and Death Reduction (FUODR) Grant Program:** *(Anticipated Launch: February 2025)* The Department of Health and Human Services has allocated $100,000 of Opioid Abatement Funds for a grants program that aims to reduce the number of persons using, overdosing and dying from the use of fentanyl in Montgomery County, MD. While changes may be made in FY25, see the **FY24 FUODR application page** for information on last year's competition. HHS anticipates making 1-2 awards with a $50,000 minimum and $100,000 maximum.

Outgoing Grants

Montgomery County Office of
Grants Management

March Upcoming FY25 Grant Programs

- **<u>FY25 SNAP Outreach Grant Program:</u>** *(Anticipated Launch: March 2025).* The FY25 SNAP Outreach Program will solicit grant applications for qualified state-designated community-based organizations (CBOs) to conduct Supplemental Nutrition Assistance Program (SNAP) outreach, application, and enrollment assistance to Montgomery County families with children. These programs reach Montgomery County families that are eligible, but not yet enrolled in SNAP.

Montgomery County Office of
Grants Management

April Upcoming FY25 Grant Programs

- None currently confirmed

Montgomery County Office of
Grants Management

TBD Upcoming FY25 Grant Programs

- **<u>FY25 Emerging Business District Grant Program:</u>** The Community Engagement Cluster (CEC) is soliciting grant applications under the County's FY 2024 Emerging Business Districts Grants Program, which aims to establish Business Improvement Districts or Urban District Corporations within Montgomery County by subsidizing the formation and support of non-profit commercial district management entities to conduct place making, place management, branding, and economic development activities in a designated neighborhood. While changes may be made in FY25, see the **FY24 Emerging Business District Grant Program application page** for information on last year's competition.
- **<u>FY25 Community Reinvestment and Repair Fund Grant Program:</u>** Bill 4-24 "Community Reinvestment and Repair Fund Commission – Established," allows a portion of cannabis tax revenue to be directed to Montgomery County communities most harmed by the so-called War On Drugs. Through this grant program the County will support community-based initiatives intended to benefit low-income communities and that serve disproportionately impacted areas of the County. Total awards are estimated at $1 million for FY25.

Outgoing Grants

Montgomery County Office of
Grants Management

The 6 MCG/Nonprofit Consensus Recommendations

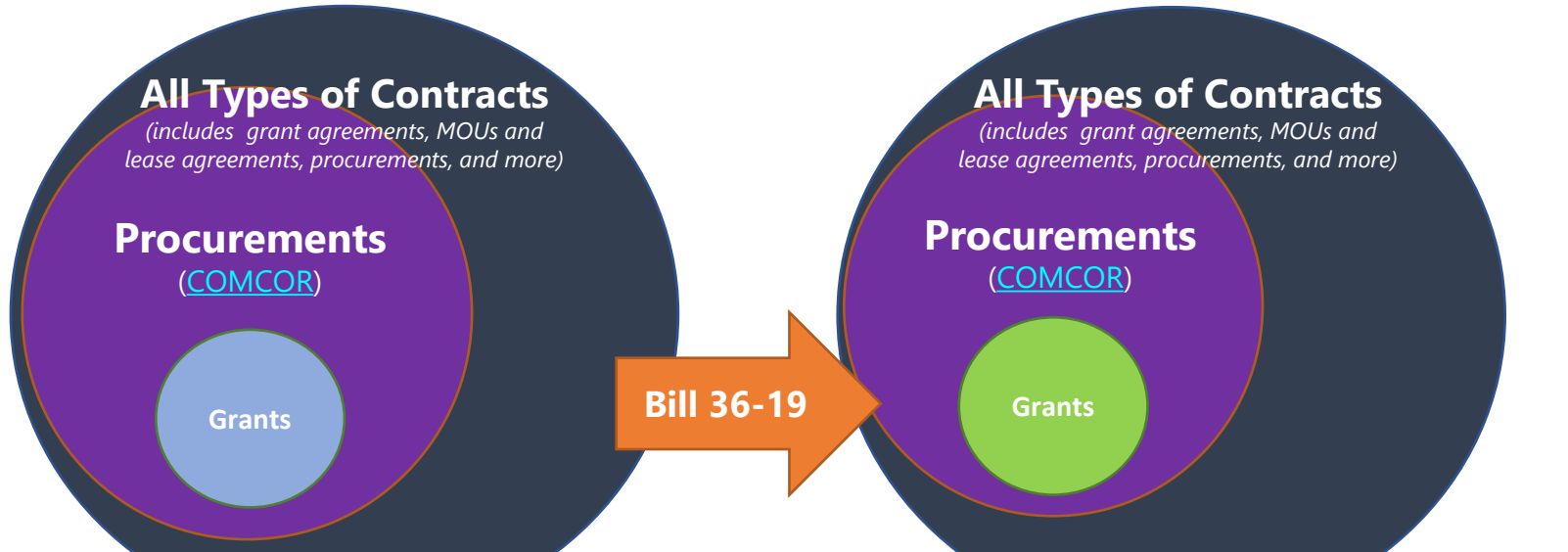|	Recommendation	Status	
1	Combine County Executive and County Council Community Grant NDAs	Combined in FY21	☑
2	Change the Community Grants Process to be Outcomes Driven	FY24 onwards	☑
3	**Create a Grants Office to Manage the Community Grants Process**	**Bill 36-19 OGM active in FY23**	☑
4	Create an Aspire Grant Program to help build Nonprofit Capacity	Nonprofit support programming Increases annually since FY23 with $3.5 million in FY25	☑
5	**Create a Grant Agreement Tool**	**Successfully piloted in FY23 with over 500 projected in FY25**	☑
6	Move Certain Community Grants to the Base Budgets of Departments	Shifts from FY21 through FY24	☑

Outgoing Grants

Historical Definition of "Grants" in Montgomery County

- Prior to Bill 36-19 (before FY23), **all County "Grants" were technically and LEGALLY Procurement Contracts**

- COMCOR Grant Definition: "11B.00.01.02 Definitions 2.4.49 **Grant: An action by a public or private entity which directs funds on a non-competitive basis to a specific entity. A grant must be implemented by a contract."**

- Difference between a "grant" and a regular procurement contract was that **"grants" were given on a non-competitive basis;** otherwise they were the same thing.

- **The Section G: Non-Competitive Contract List literally was the "grant list"**

Outgoing Grants

Montgomery County Office of
Grants Management

Impact of Bill 36-19 on the definition of grants....visually

All Types of Contracts
(includes grant agreements, MOUs and lease agreements, procurements, and more)

Procurements
(COMCOR)

Grants

Bill 36-19

All Types of Contracts
(includes grant agreements, MOUs and lease agreements, procurements, and more)

Procurements
(COMCOR)

Grants

COMCOR Grant Definition: "11B.00.01.02 Definitions 2.4.49 Grant: An action by a public or private entity which directs funds on a non-competitive basis to a specific entity. A grant must be implemented by a contract."
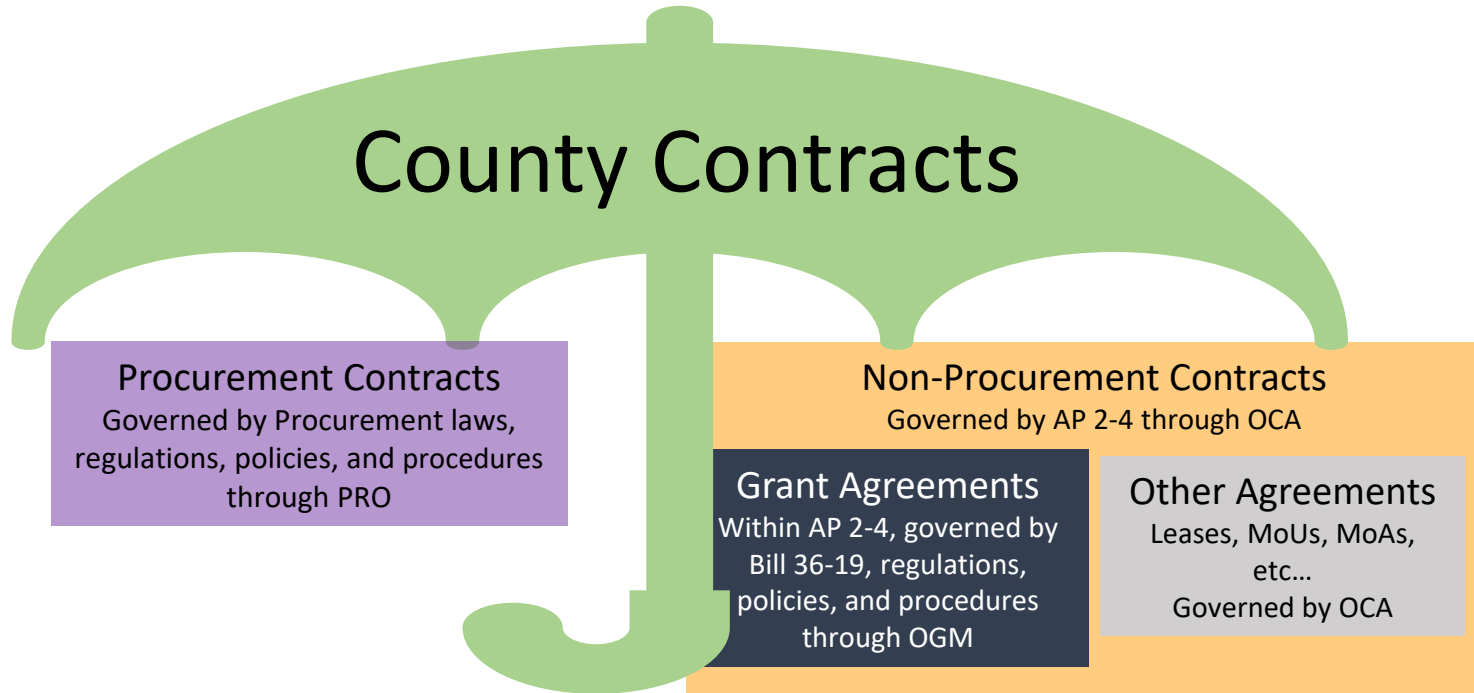
County Code Grant Definition: Section 11B-99 "Grant means an agreement in which a grantor transfers money or something of value to a grantee to support a public purpose."

Outgoing Grants

Montgomery County Office of
Grants Management

Procurements vs Grants Today

County Contracts

Procurement Contracts
Governed by Procurement laws, regulations, policies, and procedures through PRO

Non-Procurement Contracts
Governed by AP 2-4 through OCA

Grant Agreements
Within AP 2-4, governed by Bill 36-19, regulations, policies, and procedures through OGM

Other Agreements
Leases, MoUs, MoAs, etc...
Governed by OCA

Outgoing Grants

Montgomery County Office of
Grants Management

Is it a Grant Agreement or Procurement Action?

If the County will...

- ✓ Define the Goods or Services that constitute deliverables
- ✓ Have some degree of control or supervision over the means and methods used to achieve the deliverables
- ✓ Make a determination as to accept or reject the deliverables
- ✓ Have ownership in the work product
- ✓ Pay only upon satisfactory performance

→ *This MUST be a PROCUREMENT ACTION*

Outgoing Grants

Is it a Grant Agreement or Procurement Action?

If ALL of these are true...

✓ An appropriation resolution approved by the Council authorizes support

✓ The grantee, not the County, defines the scope of the project

✓ The principal purpose of the relationship is the transfer of money, property, services, or anything of value to the grantee or to a subgrantee to accomplish a public purpose

✓ Payment for the award is conditioned on implementation in compliance with their submitted and approved scope of work

✓ The principal purpose of the relationship is _not_ the purchase of goods or services by the County for the direct use or benefit of the County

✓ _Nor_ will the County be the recipient of grantee work product

✓ The replacement of services is _not_ required if the awardee fails to perform.

✓ The County will _not_ be directly involved in the implementation of the project, will not incur liability for the project, nor will it have control or supervision of the means and methods

→ *Then a GRANT AGREEMENT is an OPTION*

Outgoing Grants

Montgomery County Office of
Grants Management

How much <u>control</u> over the outcome/method of delivery does the County want or NEED with the final award?
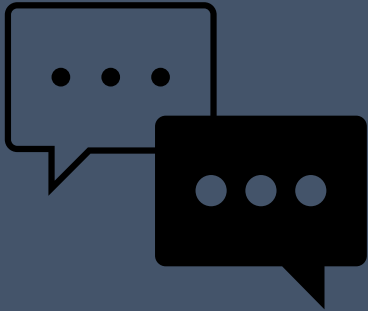
Grant Agreements tend to want to achieve a broad goal with a public purpose. **The Grantee defines how that is achieved** via the grant application, which the County can decide to fund or not. Awards tend to be more flexible with a variety of payment structures that give partners more operational flexibility.

Procurement contracts are written with the aim of a very specific purpose. **The County defines how that is achieved** via the business requirements, RFP specifications and deliverable approvals. Awards are inflexible intentionally to hold awardee to these requirements. Payment is conditioned upon meeting these requirements.

← ↑ Less Control

More control → ↑ →

Outgoing Grants

Montgomery County Office of
Grants Management

Using a Grant vs. Procurement Contract is NOT a Black and White Choice

Must be a Pro Contract:	Should be a Pro Contract:	Strategic Grey Area:	Should be a Grant:	Must be a Grant:
• Service to the County • Service County legally required to provide • Legislation requires issue as a Proc. Contract	• Highly specific implementation requirements • Reimbursable State/Federal award • Department wants strong control over program • Difficult partner	• Department assesses the trade-offs of grants vs. procurements and chooses the right funding mechanism	• Project for the Public Good • Project needs flexibility • Awards to smaller, newer nonprofits • Small award size	• Competed through a grants process • Legislation requires issue as a grant

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's FY2025 Grant Program Forecast.   This forecast will be reviewed and updated on a weekly basis.
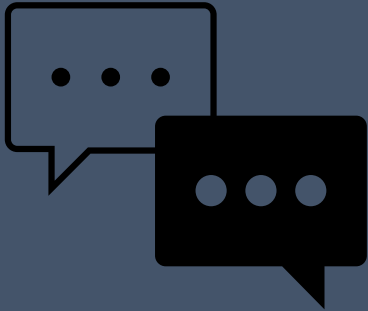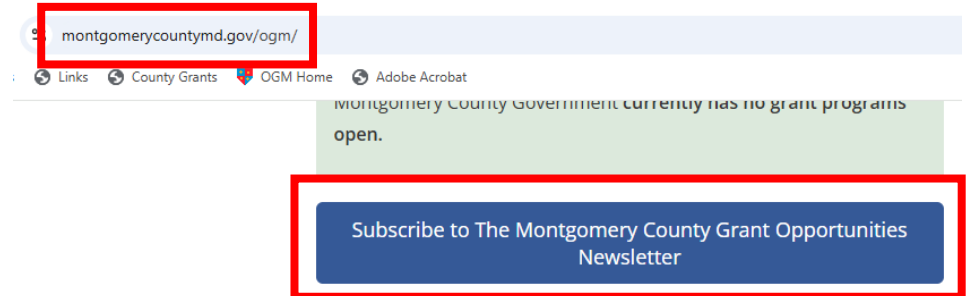
OGM Communication Tools

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
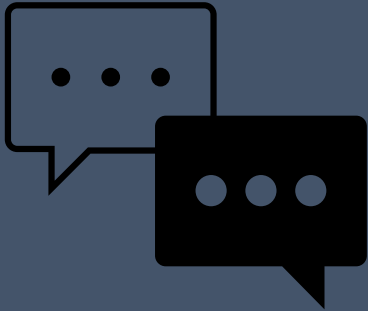- Updated and sent weekly on Tuesday or Wednesdays

montgomerycountymd.gov/ogm/

Links   County Grants   OGM Home   Adobe Acrobat

Montgomery County Government currently has no grant programs open.

Subscribe to The Montgomery County Grant Opportunities Newsletter

Outgoing Grants

Montgomery County Office of
Grants Management
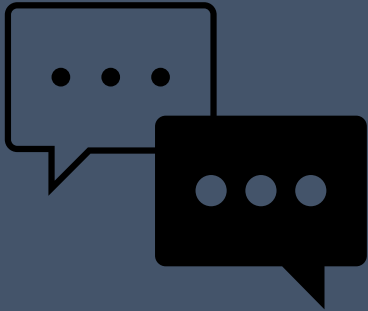
OGM Communication Tools

Websites

- OGM Website - information site with resources, links, **embedded link to all grant programs on Euna (eCivis),** and other useful information https://montgomerycountymd.gov/ogm/
- **SUNSETTING BY THE END OF FEBRUARY 2025 OGM SM APPLY** online grants application platform - Collecting applications and implementing awards https://mcmdgrants.smapply.org
- Will focus on currently open competitive grant programs with updates within 2 business days

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

Outgoing Grants

Montgomery County Office of
Grants Management

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 or Euna (eCivis) –** All application, implementation information and resources will be posted on a grant program's page
- **Email 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

Outgoing Grants

Montgomery County Office of
Grants Management

Your questions for OGM...

?

Please type your question into the MS Teams "Q&A" Bubble

Please email us any future questions
grants@montgomerycountymd.gov

Outgoing Grants

Montgomery County Office of
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