

Mandatory Non-Profit Funding Workshop



Please join the City of Greenville Planning & Development Services Housing Division for a non-profit funding workshop for the 2023 funding year. This workshop is designed to advise and assist non-profit organizations with meeting US Housing and Urban Development guidelines. Non-profit organizations are required to follow these guidelines when applying for funds from the City of Greenville as sub-recipients. **Any non-profit organization planning to complete an application must attend one mandatory workshop session to be eligible to apply.**

Session 1: September 21, 2022 • 12:00 PM–2:00 PM
Session 2: September 22, 2022 • 6:00 PM–8:00 PM

Session 1 will be held in-person in the Municipal Building on 201 West Fifth Street. Session 2 will be held virtually via Zoom. Please RSVP to Gayla Johnson by phone at (252) 329-4295 or GAJohnson@GreenvilleNC.gov. Zoom link and additional information will be provided after RSVP.



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City of Greenville
2022 Non-Profit
Funding Workshop
2023 CDBG Funds

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Workshop Agenda

- Funds available
- CDBG Overview
- CDBG & Non-Profits (Sub-recipient)
- The Application Process
- The Approval Process
- Questions and Answers

Funds Available

Approximately:

- Public Service - \$150,000

HCDA

Housing and Community Development Act (HCDA) of 1974 created

**Community
Development
Block
Grant**



CDBG Objective

Preservation and development of viable communities by providing decent housing, a suitable living environment, and economic development opportunities, public services and public facility improvements principally for low and moderate income persons.

CDBG Overview

- Communities develop their own programs and funding priorities based on local needs.
- HUD has established guidelines to define the types of projects and activities that may be undertaken and to ensure each project or activity meets one of the national objectives of the CDBG Program.

CDBG Overview

THREE NATIONAL OBJECTIVES

- Benefit low-moderate income persons either individually or area-wide, or activities that benefit special populations.
- Aid in the prevention or elimination of slums and blight.
- Meet urgent need.

CDBG Overview

- Administration
- Housing Rehabilitation
- Public Facility Improvement
- Public Services
- Acquisition
- Clearance/Demolition
- Infrastructure Improvement

CDBG Overview

Federal rules and regulations

- A minimum of 70% of the annual grant must support activities that benefit low-to-moderate-income (LMI) persons.

CDBG Overview

- Income must be documented and verified for each client or household. (some exceptions)
- A maximum of 15% of the total annual grant can be used for public service activities.
- A maximum of 20% of the total annual grant can be used for administrative activities.
- Administrative, Public Service, and Public Facility project records must be maintained for 5 years from the completion of the project.

CDBG Overview

- CDBG funds generally may not be used for religious activities or provided to primarily religious entities for activities. CDBG funds may be used for eligible public services to be provided through a religious entity, provided that the entity enters into an agreement with the City stating that it will not discriminate on the basis of religion and it will not provide any sort of religious services or activities as part of the project/service.

CDBG Overview

- Monthly / Quarterly / Annual reports with supporting documentation are required, as well as monitoring visit(s) to ensure compliance with appropriate rules and regulations.

Documentation Record Keeping

- Eligibility
- National objective
- Citizen participation
- Fair housing
- Financial
- Other requirements

Non-profits

CDBG & Non-Profits

The City seeks to provide funding for projects and services that are innovative and meet the national objectives as identified by the CDBG Program:

- Housing Counseling
- Services that benefit low-moderate income households
- Homeless or special needs populations
- Job Training
- Youth Development

Choosing Projects or Services

Eligible Activities

Youth services (mentoring, after school programs)

Services for senior citizens

Employment services (job training)

Financial - Homebuyer Education / Counseling

Services for the homeless

Substance abuse services (counseling / treatment)

Crime prevention

Recreational services

Choosing Projects or Services

Eligible Activities (Cont.)

- CDBG funds may be used to pay for labor, supplies and material to maintain the portion of a facility in which the public service is located. This includes the purchase or lease of equipment & other property needed for the public service.

- To utilize CDBG funds the service must:
 - Be a new service, or an increase in the level of an existing service which is being provided by the grantee,
 - Service at least 70% low income; or provide service to a low income neighborhood in Greenville.

Choosing Projects or Services

Ineligible Activities

There are certain expenses or projects that nonprofits will seek funding for which are ineligible expenses for CDBG funds.
(Please note that this is not an all-inclusive list).

Ineligible Activities

Organizations Administrative Cost

- Salaries and Benefits
- Rent, Utilities, Telephone

Political Activities

Income Payments to clients (food, clothing, rent, mortgage, etc.)

Activities outside the City of Greenville corporate limits

Acquisition of Real Property for a Religious Facility or improvement to a religious facility or other projects that are for a religious nature purpose

Any Organization or Service not benefiting Low-Moderate income households



Application Process

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Required Documentation

- Application from the Housing Division

Proof of:

- 501c(3) Status
- Articles of Incorporation
- Current Audit Documentation
- Board Member Lists
- Program Information & Explanation
- Valid lease (during funding year)





Application from the Housing Division



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501c(3) Status

- 501c(3) status, a copy must be provided that documents your LEGAL status from the IRS as an established non-profit.
- You must be recognized legally as a non-profit by Charter or Articles of Incorporation.
- You must have at least two years experience as a non-profit in the area for which you are requesting funding.

Current Audit Documentation

- A copy must be provided for the 2020 & 2021 calendar years. (two most recent)
- The audits must be clean and free of findings.
- The audit must have been completed by a **Certified Public Accountant.**



Board Members List

- Complete list of all board members with home mailing addresses and phone numbers
- Total number of required board members
- Affiliations (COG, Retired, ECU, etc.)
- Length of Time on Board



Board Members List

- Conflict of Interest: Board members must not be related to anyone in the decision-making process. (Housing Division Staff, COG Staff, AHLC, City Council, HUD, etc.)
- Furthermore, Board members must not be employed by the City of Greenville (HD/CMO/CAO/etc.) or HUD
 - Exception: City of Greenville divisions not a part of the review or decision process.



Program Information

- Organization Information
- Program Types and Descriptions
- Any Additional Information
- Funding Sources
- Staff Listing and Staff Resumes



Application Do's & Don'ts

- Be innovative
 - We're looking for new and innovative projects
 - If your project has been funded before - how can you increase your level of service
- Funds are limited so be realistic in your request
 - Is it a project you can complete within 12 months?
 - Do you have other funds available?
 - CDBG funds are "gap" funds. We cannot fund a project 100%
- Don't forget the Basics
 - Complete ALL questions in the application (use N/A)
 - Use the application checklist to verify all requested information has been provided

Application Due Date

Applications must be in the Planning & Development Services Department Housing Division office by **12:00 PM** on Friday, **December 30, 2022**.

Applications received after the deadline for any reason will **NOT** be accepted.

Must provide one (1) signed original & one (1) copy, to include the application and all attachments.

Each must be in a separate bound folder or notebook.

Approval Process

Internal Process

- Grant applications go through a four step approval process:
 1. Staff Review
(Non-compliant organizations are notified.)
 2. Affordable Housing Loan Committee reviews the requests and makes funding recommendations to City Council.
(Compliant organizations present projects to the AHLC.)
 3. City Council reviews the Committee's recommendation and may adopt or change the funding allocations.
 4. The Council's funding decision is then sent to HUD as part of the City of Greenville's Annual Action Plan for HUD approval or denial.

Internal Process

- Organizations notified of awards
- Agreements signed & work begins

Presentations to the Affordable Housing Loan Committee (AHLC)

- Prepare a 10-minute presentation for the AHLC
 - Overview of your program
 - Overview of your project / service and why it is needed
- Come prepared for a brief question & answer period with the AHLC about your project/service

AHLC Proposal Scoring

▪ Need for the service	30
▪ Internal & External Consistency	10
▪ Leveraging	15
▪ Self Sufficiency	10
▪ Innovation & Partnerships	10
▪ Financial Feasibility	5
▪ Performance	10
▪ Direct Benefit	10
▪ New/Previous Applicant	<u>10</u>
Total points	110

Agency Background

- Prior work experience with CDBG and other grant funds
- Adequate staff
- Key staff experience/capability
- Agency capacity
- Debarment
- Insurance

Target Population

- Service area identified (Greenville City Limits)
- Any special attention to target population
- Are gaps and barriers identified?

Service Need

- Is the need adequately described?
- Will the project address program & service gaps?
- Will the project improve the quality of life?
- Does the applicant indicate outcomes?

Approach to Service/Work Plan

- Short term goals
- Does the applicant define goals?
- Is the process adequately described?
- Outcomes and success measureable?

Coordination & Collaboration

- What National Objective is being met?
- Any efforts to coordinate and collaborate with other agencies?
- Any MOU or agreements in application?
(MOU = Memorandum of Understanding)

Current Financial & Other Resources

- Budget included on forms.
- Is budget focused on services not admin?
- Is the budget reasonable?
- At least 85% of funds must be utilized directly for your program, project, or service.

Projected Timeline

January 2023 Applications reviewed by HD Staff

End of Jan 2023 Organizations notified (application status)
Organizations notified of Affordable Housing
Loan Committee (AHLC) presentation

February 2023 Organizations present projects/answer questions (AHLC)

April 2023 City Council reviews the AHLC recommendation and
may adopt or change the funding allocations.

Projected Timeline

May 2023 The Council's funding decision is then sent to HUD as part of the City of Greenville's Annual Action Plan for their approval.

June 2023 Organizations Notified of Awards

July/Aug 2023 Contracts signed / Work Begins

Questions and Answers

Staff Contact Information

Gayla A. Johnson, Planner I

(252) 329-4295 office

(252) 329-4631 fax

gajohnson@greenvillenc.gov

Location: City of Greenville

Municipal Building

201 West Fifth Street

Housing Division, 3rd Floor