

Equitable Recovery Initiative: Accessing LA County Opportunities

June 29, 2022



BDO FMA

IN THE CHAT

- Introduce yourself: name, pronouns, organization
- What do you hope to learn today?

TODAY'S TEAM



**MAURA
HARRINGTON**

Executive Vice
President, CNM
She/Her



ERIC DERGHAZARIAN

Senior Strategist, CNM

He/Him



ALEXIS MORENO

Senior Strategist,
CNM

She/Her



ANNA RAGUIDIN

Special Initiatives
Manager, CNM

She/Her

AGENDA

Welcome & Introductions

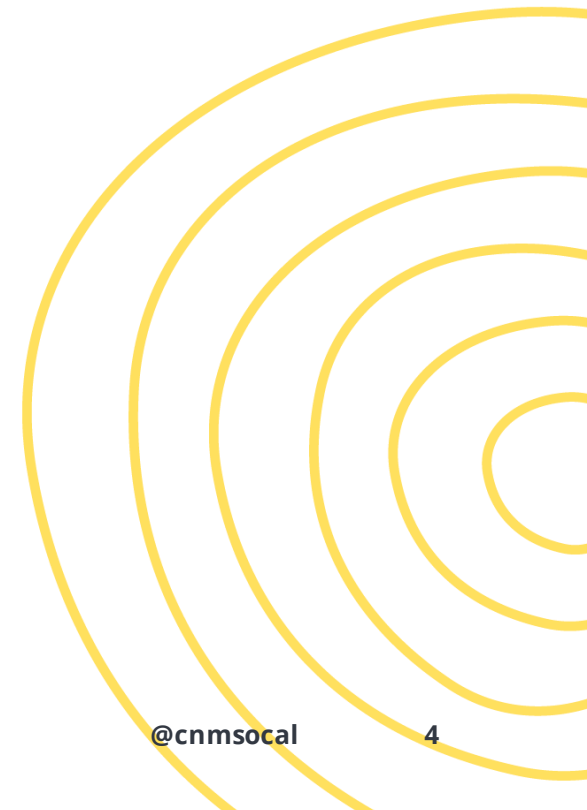
Background

Finding LA County Opportunities

Readiness and “Fit”

Deep Dive: Current Opportunities

What's Ahead



POLL

- What is your organization's budget size?
- What is your field of service?
- Have you received LA County funding in the past?

Background: Equitable Recovery Initiative

BUILDING BACK BETTER: American Rescue Plan Act (ARPA)

ARPA
distributed by
LA County over
2-3 years
requires
capacity to
apply and
manage (\$1.9B
tranche 1)

Community-
based nonprofit
organizations
are the key to
**building back
better and
building back
equitably**

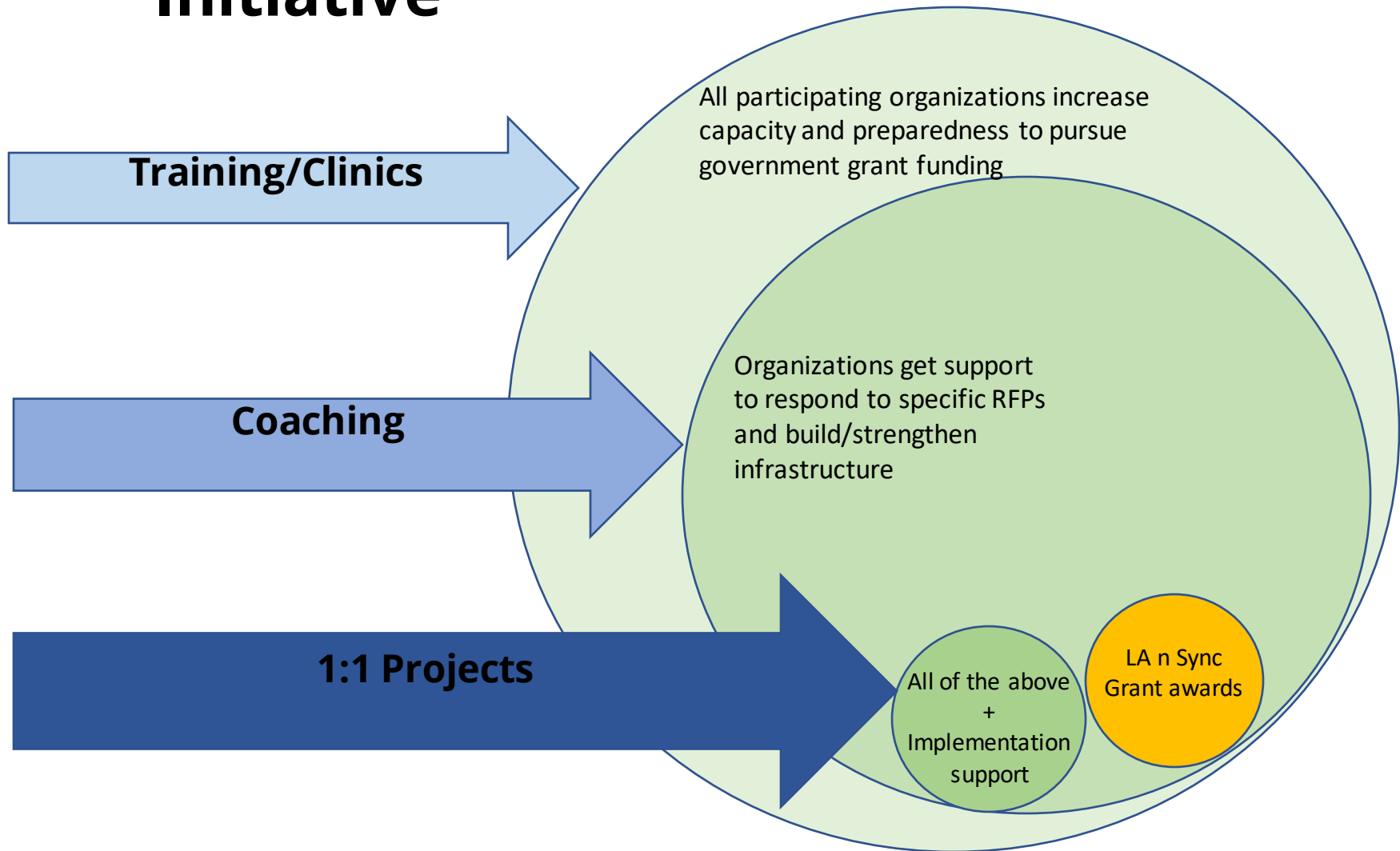
Nonprofit
organizations
serve **LA
County**
communities
**that are most
impacted
and hardest-
hit** by the
pandemic

SUPPORT FOR NONPROFITS

- Nonprofits report that it is **hard to find out about contracting opportunities, difficult to decipher** jargon and unfamiliar terms, and challenging to get clarification
- Nonprofits will be considering, applying for, and/or accepting **new funding opportunities** that require **substantial organization-level changes** to finance, accounting, and grants management practices
- Nonprofits need an easily **accessible and responsive program** to support capacity building needs, at a large scale



Equitable Recovery Initiative



Background: ARP

Michael Owh, Chief Deputy Director
(Internal Services Department)

Coronavirus State and Local Fiscal Recovery Funds Key Objectives

The ARP Act of 2021 created the Coronavirus State and Local Fiscal Recovery Funds (SLFRF) program to deliver much needed aid. The key objectives for SLFRF are to:

Support urgent COVID-19 response efforts to decrease spread of virus and bring pandemic under control

Replace lost revenue for eligible recipients to strengthen support for vital public services and help retain jobs

Support an equitable recovery through immediate economic stabilization for households and businesses

Address systemic public health and economic challenges that have contributed to the inequal impact of the pandemic

Source: US Treasury ARP Webinar

COUNTY OF LOS ANGELES CEO • ANTI-RACISM, DIVERSITY & INCLUSION

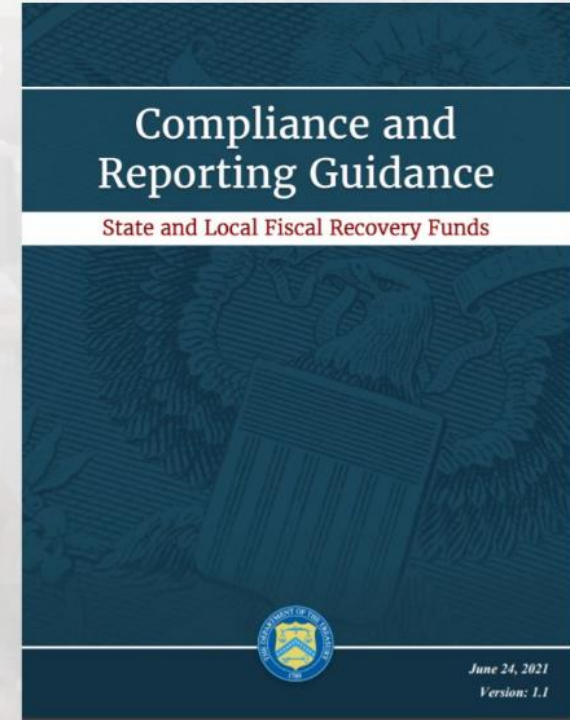
The Compliance and Reporting Guidance addressed priority areas to ensure a speedy and equitable recovery in your programming to ensure that they are:

Equity Focused

Community Empowering

Worker-centered

Results and evidence focused



Source: US Treasury ARP Webinar

COUNTY OF LOS ANGELES CEO • ANTI-RACISM, DIVERSITY & INCLUSION

Board-Approved Countywide Equity Guiding Principles

Reduce racial disparities in life outcomes as well as disparities in public investment to shape those outcomes.

Develop and implement strategies that identify, prioritize and effectively support the most disadvantaged geographies and populations

Authentically engage residents, organizations, and other community stakeholders to inform and determine interventions (e.g., policy and program) and investments

Seek to improve long-term outcomes both intergenerationally and multi-generationally

Use data to effectively assess and communicate equity needs and support timely assessment of progress

Disaggregate data and analysis within racial/ethnic and other demographic subgroup categories

Work collaboratively and intentionally across departments as well as across leadership levels and decision-makers

Act urgently and boldly to achieve tangible results

Align policies, processes, practices to effectively address equity challenges throughout the County of Los Angeles' workforce (personnel, contractors and vendors)

Intervene early and emphasize long-term prevention

Additional ARPA-Related Equity Principles

Prioritize programs and services that reduce and close race and gender equity gaps and address root causes and drivers of inequity.

Prioritize ARPA resources and services in the highest-and-high-need geographies as defined by the COVID-19 Equity Index and disadvantaged communities non-geographically concentrated (e.g., American Indian, Pacific Islanders, and immigrant communities), and realign/reallocate existing investments as well to effectively target communities and individuals.

Adopt prevention and early intervention-oriented approach to programs and services.

Ensure programs and services are accessible to disadvantaged communities without the fear of intimidation or judgment. Services must be accessible culturally and linguistically, near transit, regardless of immigration status and or past criminal history, in-person/over the phone and not just online, and during days and hours, individuals can access.

Lead with transparency and accountability.

LA County Contract Opportunities



CEO

Chief Executive Office
COUNTY OF LOS ANGELES

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[PRIORITIES & INITIATIVES](#)

[COUNTY BUDGET](#)

[AGENDAS](#)

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**American Rescue Plan
Act and Care First
Community Investment:
Contracting Opportunities**




Current Contract Opportunities and Solicitations

Solicitations are added to the website regularly. Please sign up for updates below and check back frequently. If you have any questions regarding specific contract opportunities please click through for contact information.

- **CFCI-ProgramArea-7 - CFCI Funding Opportunity - Program Area 7 (Youth Centers) - Closing: 7/12/2022 5:00 PM**
Source: Open Solicitations List for ARP/CFCI | Published on 2022-06-10
- **CFCI-ProgramArea-6 - CFCI Funding Opportunity - Program Area 6 (Reentry Programming for Women and Those Who Identify as Women) - Closing: 7/12/2022 5:00 PM**
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- **RFSI #CFCI-CEO-2021-04 - RFSI: IDENTIFICATION OF NONPROFIT OR FOR-PROFIT ENTITIES TO APPLY JOINTLY WITH THE COUNTY OF LOS ANGELES FOR HOMEKEY ROUND 2 NOTICE OF FUNDING AVAILABILITY - Closing: 6/20/2022 5:00 PM**
Source: Open Solicitations List for ARP/CFCI | Published on 2022-06-03
- **RFP ARP CA-22-003 - Request For Proposal: ARP CA-22-003 Program Administration Services - Ethnic & Hyperlocal Media - Closing: 6/17/2022 2:00 PM**
Source: Open Solicitations List for ARP/CFCI | Published on 2022-05-27
- **RFSQ-ARP-2022-01 - American Rescue Plan Master Agreement - Closing: Continuous**
Source: Open Solicitations List for ARP/CFCI | Published on 2022-05-20


<https://ceo.lacounty.gov/recovery/contract-opportunities/>


Master Service Agreement



Los Angeles County Solicitations

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 Solicitation Detail

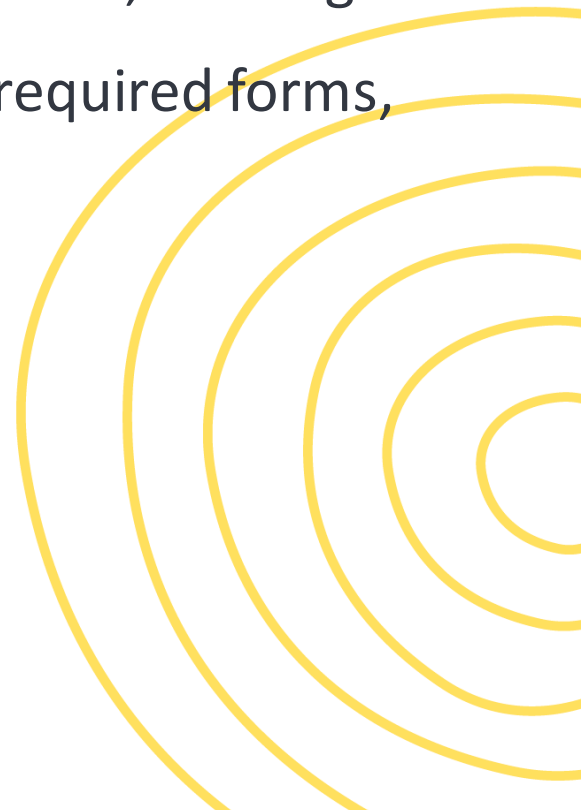
Solicitation Number:	RFSQ-ARP-2022-01		
Title:	American Rescue Plan Master Agreement		
Department:	Chief Executive Office		
Bid Type:	Service	Bid Amount:	
Commodity:	CONSULTING SERVICE-COMMUNITY DEVELOPMENT		
Description:	The County of Los Angeles (County), Chief Executive Office, is seeking qualified vendors to enter into the American Rescue Plan		
Open Day:	4/29/2022	Close Date:	
Contact Name:	LUCI GUTIERREZ	Contact Phone:	
Contact Email:	CEO-ARPcontracts@ceo.lacounty.gov		
Last Changed On:	5/20/2022 5:35:51 PM		
Attachment File (5):	<div> Click here to download attachment files.</div>		

<https://camisvr.co.la.ca.us/LACoBids/BidLookUp/BidDetail?BidNumber=RFSQ-ARP-2022-01>

Determining Readiness and “Fit”

The Government RFP

- Solicitation for proposals & Notice
- Contains everything you need to know (guidelines, funding total, award amount, deadlines, restrictions, required forms, submission instructions)
- One time vs. Recurring
- No single format to the RFP
- Issued throughout the year



Screening for Good Fit

Can I take the risk?

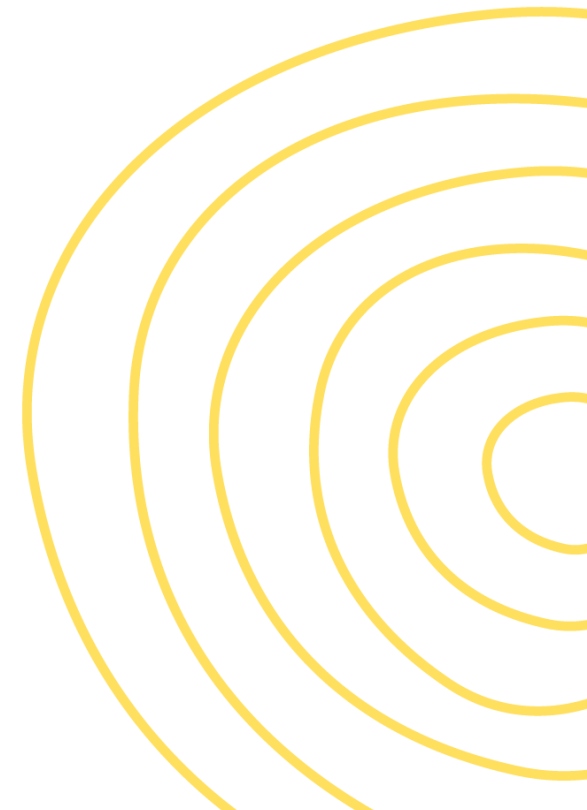
- Eligibility
- Your project vs. Contract focus
- Geographic reach
- The competition
- Contract amount/budget
- Your capacity/investment
 - Commit staff/time/\$\$
 - Opportunity cost
- So what factor & who benefits

What if I succeed?

- Capacity to deliver the program
- Financial Impact: Is the program feasible for your organization
- Contract requirements & administration- manage & report
- Ability to comply & adjust
- Can I measure the result?

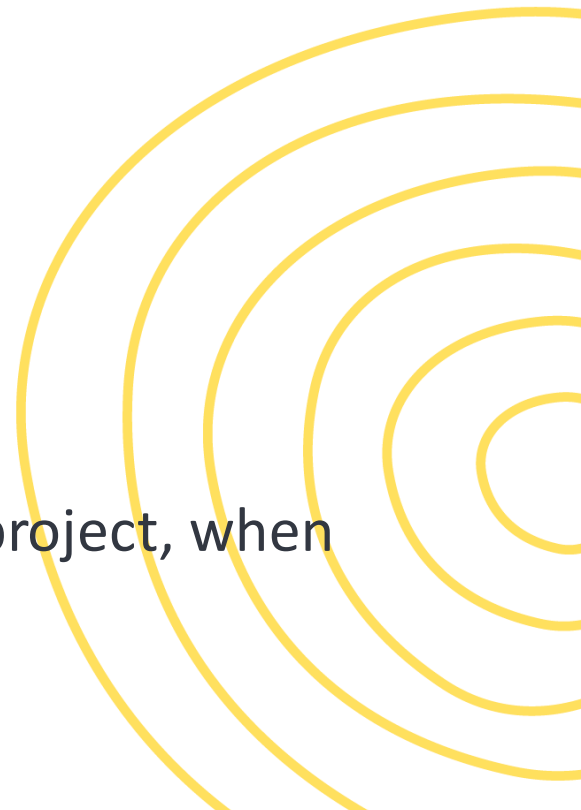
Risk Assessment/Mitigation

- Quick Funding Opportunity Assessment
- Detailed Funding Opportunity Assessment
- Bidder's Conference
- Program Officer
- Development staff/consultant



TIPS for General Readiness to Apply

- Read the entire RFP: Leap with eyes wide open.
- Have a general workplan & budget
- Commit the time and necessary resources.
- Pay attention to details.
- Follow instructions to the letter.
- Know how you are scored
- Assign a Point of Contact & team to the project, when possible



Alternative Strategy

- Be a subcontractor
 - Funding with limited role and reporting
- Be a consortia applicant (co-applicant)

NOTE: You may not be the fiscal agent in these cases



Current Opportunities Deep Dive

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BREAKOUT GROUPS

- Group 1-Organizations with budget over \$1M
- Group 2-Organizations with budget under \$1M

What's Ahead

EQUITABLE RECOVERY INITIATIVE



TIMELINE

June 2022 - 2024



WHO

LA County 501(c)(3)
nonprofits with a primary
focus on BIPOC led and
serving under \$2.5MM



**CNM +
BDO FMA
ROLES**

CNM and BDO FMA will
provide capacity building in
the areas of grant writing,
program evaluation,
finance, accounting, and
grants management

FOUNDING PARTNERS



BDO FMA

COMING UP

- Equitable Recovery Initiative (ERI) webpage coming soon – stay tuned!
- Sign up for our July 14 Workshop: Effective Fiscal Systems for Managing Government Funding
- Complete Interest Form for Potential Vendors at <https://ceo.lacounty.gov/recovery>
- See information on Master Services Agreement Request for Statement of Qualifications at <https://ceo.lacounty.gov/recovery>
- Download Dictionary of Terms for County Contracting at <https://ceo.lacounty.gov/recovery>

RESOURCE: StrongNonprofits Toolkit

- In collaboration with the Wallace Foundation, BDO FMA created a library of free tools and resources to help organizations become “fiscally fit”.



THANK YOU
