Equitable Recovery Initiative: Accessing LA County Opportunities

June 29, 2022
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

ALEXIS MORENO
Senior Strategist, CNM
She/Her

ERIC DERGHAZARIAN
Senior Strategist, CNM
He/Him

ANNA RAGUINDIN
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
All participating organizations increase capacity and preparedness to pursue government grant funding.

Organizations get support to respond to specific RFPs and build/strengthen infrastructure.

1:1 Projects

All of the above + Implementation support

LA n Sync Grant awards
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
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
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 multigenerationally.
- 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

- **Blue Box:** Prioritize programs and services that reduce and close race and gender equity gaps and address root causes and drivers of inequity.

- **Teal Box:** 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.

- **Green Box:** 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.

- **Green Box:** Lead with transparency and accountability.

*COUNTY OF LOS ANGELES CEO • ANTI-RACISM, DIVERSITY & INCLUSION*
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
  Source: Open Solicitations List for ARP/CFCI | Published on 2022-06-10

- CFCI-ProgramArea-5 - CFCI Funding Opportunity - Program Area 5 (Support for Returning LGBTQIA + Residents) - Closing: 7/12/2022 5:00 PM
  Source: Open Solicitations List for ARP/CFCI | Published on 2022-06-10

- CFCI-ProgramArea-4 - CFCI Funding Opportunity - Program Area 4 (Culturally Affirming Family Reunification, Pre-Trail Support) - Closing: 7/12/2022 5:00 PM
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- CFCI-ProgramArea-3 - CFCI Funding Opportunity - Program Area 3 (Youth-Specific Housing Interventions) - Closing: 7/12/2022 5:00 PM
  Source: Open Solicitations List for ARP/CFCI | Published on 2022-06-10

- CFCI-ProgramArea-2 - CFCI Funding Opportunity - Program Area 2 (Career/Education Pathway Programs) - Closing: 7/12/2022 5:00 PM
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- CFCI-ProgramArea-1 - CFCI - Closing: 7/12/2022 5:00 PM
  Source: Open Solicitations List for ARP/CFCI | Published on 2022-06-10

- RFSI #CFCI-CEO-2021-04 - RFSI: IDENTIFICATION OF NONPROFIT OR FOR-PROFIT ENTITIES TO APPLY JOINTLY WITH THE COUNTY OF LOS ANGELES FOR HOMEOKEY 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
<table>
<thead>
<tr>
<th>Solicitation Number:</th>
<th>RFSQ-ARP-2022-01</th>
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<tbody>
<tr>
<td>Title:</td>
<td>American Rescue Plan Master Agreement</td>
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<tr>
<td>Department:</td>
<td>Chief Executive Office</td>
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<tr>
<td>Bid Type:</td>
<td>Service</td>
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<tr>
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<td>CONSULTING SERVICE-COMMUNITY DEVELOPMENT</td>
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<tr>
<td>Description:</td>
<td>The County of Los Angeles (County), Chief Executive Office, is seeking qualified vendors to enter into the American Rescue Plan</td>
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<tr>
<td>Open Day:</td>
<td>4/29/2022</td>
</tr>
<tr>
<td>Contact Name:</td>
<td>LUCI GUTIERREZ</td>
</tr>
<tr>
<td>Contact Email:</td>
<td><a href="mailto:CEO-ARPcontracts@ceo.lacounty.gov">CEO-ARPcontracts@ceo.lacounty.gov</a></td>
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<tr>
<td>Last Changed On:</td>
<td>5/20/2022 5:35:51 PM</td>
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<td>Attachment File (5):</td>
<td>Click here to download attachment files.</td>
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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 & and 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
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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

California Community Foundation

LA n Sync

NSI Nonprofit Sustainability Initiative

Center for Strategic Partnerships

Center for Nonprofit Management

BDO

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
RESOURCES: StrongNonprofits Toolkit

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

[Website Link: www.strongnonprofits.org]
THANK YOU