

Office of Grant Procurement, Coordination, and Management

State of Nevada, Department of Administration
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BIENNIAL REPORT



2012-2013

Working to provide the State of Nevada and its agencies with the coordinated resources to successfully identify, procure, and manage grants.

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LETTER FROM THE DIRECTOR

Letter from the Director

I am pleased to present the Office of Grant Procurement, Coordination, and Management's inaugural Biennial Report to the Legislature. In 2011, following two biennia of fiscal belt tightening, Nevada's legislators keenly recognized the impact of federal funds on the state's ability to deliver core services to Nevadans. As a result, Senate Bill 233 passed unanimously establishing the Office of Grant Procurement, Coordination, and Management (Grants Office) with the intent of strengthening Nevada's performance in the federal grant arena.

In order to determine how the Grants Office should effectively pursue its legislative mandate, it was essential to first gain an understanding of the landscape of Nevada's grant capacity. Therefore, the Office spent the first several months conducting an in-depth evaluation of Nevada's progress in procuring federal awards by analyzing data generated by both federal and state government, performing original research in the form of a 10-question survey of Nevada's grant community, and interviewing a diverse cross-section of state agency personnel, nonprofits and other stakeholders. This extensive research process has enabled the Grants Office to not only identify the obstacles in procuring federal awards, but to recognize the untapped funding opportunities. Some federal grants are formula-based and driven by state policies, such as Medicaid. As a result, these are areas where the Grants Office has little impact.

The Grants Office's strengths lie in identifying new funding opportunities for Nevada, developing and mobilizing cross-cutting grant teams to quickly respond to requests for proposals or applications, and providing a resource network and training for grant administrators statewide. To this end, the Office has established a network of 200 state grant contacts, 117 energy group members, and 180 Nevada grant stakeholders. Through continued outreach with this coalition, the Grants Office bridges across the diverse sectors of the grants community, and promotes a more unified, strategic, collaborative approach to award procurement.

During fiscal year 2012, the Office disseminated 486 grant announcements valuing \$62.6 million, facilitated nine grant opportunities representing a combined total of \$5.4 million, and garnered \$987,636 in successful awards. Given the Grants Office's annual operating budget is \$190,000, the procurement success rate translates into a productivity ratio of 5:1 –generating \$5 in grant awards for every dollar the state has invested into the office.

Admittedly, more challenging to measure are the indirect, value-added contributions of the Grants Office which equate to a "knowledge spillover" to our participant network generated through training workshops, technical assistance with grant applications, and outreach efforts fostering collaboration rather than

JEFF MOHLENKAMP
DIRECTOR OF
ADMINISTRATION



LETTER FROM THE DIRECTOR

unwise competition among agencies. In fact, the 2012 capacity survey indicates the positive impact of the Grants Office –Nevada’s grant eligible entities are submitting more applications, maintaining a consistent win ratio, and netting a higher percentage of their funding requests.

We have talented grant professionals within the state’s agencies, and by providing them with resources and a collaborative platform for innovative grantsmanship—the Grants Office can build upon its initial momentum and continue to meaningfully move the bar toward an even greater federal investment in services for Nevada’s citizens.

Jeff Mohlenkamp, Director
Department of Administration

ABOUT THE GRANTS OFFICE

About the Grants Office

Established through the unanimous passage of Senate Bill 233 by Nevada's legislators in the summer of 2011, the Office of Grant Procurement, Coordination, and Management (Grants Office) was created with the intent of addressing the State of Nevada's performance in the federal, corporate and private grant arenas. There are approximately 200 federal grants-in-aid programs that comprise up to 30 percent of a state's budget. Following two biennia of fiscal belt tightening, Nevada's legislators keenly recognized the impact of federal funds on the state's ability to deliver core services to Nevadans. As the state and federal government continue to look for savings, the Grants Office strives to ensure that the grant-funded programs once developed and accessed by Nevadans, can be sustained.

VISION

To provide the State of Nevada with a resilient, well-managed grant portfolio that enables its agencies to deliver core services to Nevadans—and, in doing so become a model for state grant management.

MISSION

To provide the State of Nevada and its agencies with the coordinated resources to successfully identify, procure and manage grants; to strategically grow and manage the state's grant portfolio for long-term return; and, to develop accurate reports that facilitate informed fiscal planning.

STATUTORY DUTIES

- Aid state agencies in researching, identifying and seeking out available grants;
- Collaborate with agencies writing grants for federal funds;
- Coordinate with state and local agencies that have received grants for similar projects;
- Ensure agencies do not duplicate efforts or services;
- Coordinate with members of Congress representing this state to identify and manage available federal grants and other programs;
- Ensure state agencies are aware of any grant opportunity for which they are or may be eligible;
- Give priority to grants for the Department of Health and Human Services, the Office of Energy, and agencies that facilitate economic development in this state;
- Track all state agency applications for grants and awards;
- Submit to Legislative Counsel Bureau on or before odd-numbered years all activities relating to the application for, receipt of and use of grants in this state.

NEVADA'S GRANT LANDSCAPE: 2010

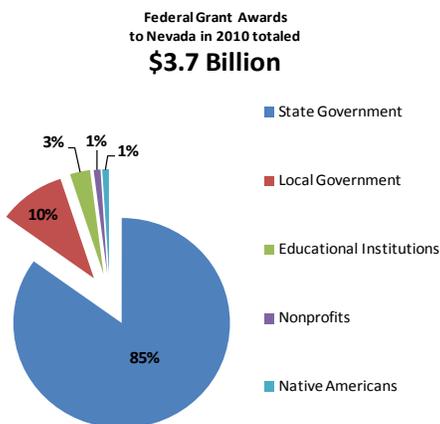
Nevada's Grant Landscape: 2010

65 CENTS

For every taxpayer dollar sent to Washington, approximately 65 cents is returned to Nevadans. In a climate where federal dollars comprise as much as 30 percent of a state's budget, Nevada desperately needs to fight for its fair share.

\$1,371 PER CAPITA

Of the 50 states and District of Columbia, Nevada ranks last in securing federal grant awards. Adding in the U.S. territories that ranking slips even further. For 2010, the national per capita average in federal grant awards was \$2,187. For much of the 1980s, Nevada ranked 41st to 48th. During the ensuing years from 1987 to 2005 Nevada experienced a ten-place slippage in its rankings from 41st to 50th.



Data Sources: USASpending.com, U.S. Census Bureau and the Tax Foundation

How states fare in receiving federal funding is largely determined by population, personal income, the mix of industry (i.e. a strong manufacturing base, the concentration of government contractors/defense sector; a presence of internationally recognized high tech companies or agricultural enterprises often attract greater federal investment), location of federal facilities, natural disasters, natural resources, and how much a state spends on Medicaid. Many of the states with the highest federal grant funding are those with significant natural resources extracted from public lands, especially when measured against relatively small populations.

Nevada's single largest grant program is Medicaid. In 2010, it represented \$997 million or 27% of the total federal grant funding to the state. The magnitude of Medicaid can shift how a state fares in its relationship with the federal government. Medicaid's share of federal funds varies by state—Arizona (44%), New Mexico (39%), Idaho (35%), Oregon (31%), Utah (26%), and Montana (23%).

\$500 MILLION

Just to unseat the state ranked 49th, Nevada must not only maintain its current procurement level, but secure approximately \$500 million in additional federal grants. For Nevada to achieve this, it would cost the state more than \$150 million in matching cash investment and administrative capacity. Therefore, Nevada's grant policy must be targeted and strategic, securing federal funds to bolster burgeoning initiatives in the state. The State of Nevada is in a position to generate momentum to impact federal funding—but it will take the collaborative effort of every grant-eligible Nevada entity, development of innovative partnerships and creative match-making solutions, and the support of Nevada's elected officials.

Highlights

BENCHMARKING AND STRATEGIC PLANNING

- Published the *Nevada Grantsmanship: Benchmark Study Assessing Nevada's Federal Grant Capacity*, which represents a four-month benchmark study of federal spending in Nevada. The report tracks the state's progress in procuring federal dollars in general and provides insight on other sources of Nevada's federal income such as direct payments, salaries and wages, and procurements. Moreover, the report evaluates Nevada's overall grant capacity by identifying both the untapped opportunities and obstacles in the grant process.
- Based on the findings of the benchmark study, the Grants Office generated *A Strategic Plan for the Office of Grant Procurement, Coordination, and Management Fiscal Years 2013-2015* that provides the framework through which the office fulfills its legislative mandate.

FACILITATING GRANTS

- In its first year, the Grants Office facilitated nine grant opportunities representing a combined total of \$5.4 million, of which the state received \$987,636 in successful awards. Given the Grants Office's annual operating budget is \$190,000, the outreach and success rate translates into a productivity ratio of 5:1 – generating \$5 in grant awards for every dollar the state has invested into the office.
- The Grants Office identified grant opportunities valuing \$62.6 million and targeted the dissemination of 486 grant announcements to eligible grantees throughout Nevada in fiscal year 2012.

Dissemination:

\$62.6 Million

Facilitation:

\$5.4 Million

Awards:

\$987,636

REACHING OUT

- To date, the Grants Office has established 200 state grant contacts, 117 energy group members, and 180 Nevada Grant Stakeholders subscribed through opt-in e-mail lists. In addition, there are 45 distribution lists organized by subject groups for specialized grant and training announcements.
- Conducted two capacity surveys in 2011 and 2012 of Nevada's grant-eligible agencies to gain a better understanding of their processes in tracking grants, whether or not they applied for them, and how they felt that they needed help improving. Based on the 2012 survey results, our state entities are submitting more applications and their win ratio is remaining consistent. Noteworthy for the period is the change in award funding levels. Nevada's applicants are receiving 85% of their funding request, which is up from 56% in 2011.

HIGHLIGHTS

- The Grants Office was established as the Single Point of Contact for all grant applications originating in the State of Nevada pursuant to Presidential Executive Order 12372 which was designed to foster intergovernmental partnerships and provide state review of federal applications. In addition, NRS 232.225 requires state agencies to inform the Grants Office of applications to the federal government. These filings provide a barometer of the federal grant application activity.
- The Grants Office launched a new website in September, 2012 in order to increase the awareness of funding and training opportunities. To date, the website has attracted 361 visitors, of which, more than half continue to re-visit the site.

TRAINING

- Co-hosted with the U.S. Department of Housing and Urban Development a two-day grant writing workshop in Reno. The workshop was attended by 170 grant-seekers and administrators from northern Nevada. The training session attracted over 200 registrants, surpassing the meeting room capacity and necessitating the Grants Office to place more than 25 people on a waiting list.

USER GROUP MEETINGS

- Hosted a grant user group networking meeting at the Governor's Mansion. This provided a forum for peers within the grant community to discuss obstacles in procuring federal funds and to foster greater collaboration. The meeting was attended by 70 stakeholders from northern Nevada.
- Conducted a grant user group networking meeting in Las Vegas which offered training on successful grant writing and developing collaborative partnerships. The workshop was attended by 35 participants representing state agencies, foundations, nonprofits and local municipalities.
- Coordinated a user group teleconference with stakeholders from northern and southern Nevada. Strategized on how to develop the average of 25 percent cash match required to be eligible to apply for certain federal awards.

MEDIA OUTREACH

- Gained media coverage in the *Nevada Appeal* with an advertising value equivalency (AVE) of \$1,875 related to the September "Finding and Writing Grants" training workshop. Because public relations-generated media coverage carries with it an implied third-party endorsement and credibility since it is not a paid advertisement, the AVE is multiplied by three—for a public relations value of nearly \$6,000. The *Nevada Appeal* has an average daily readership of 25,000.
- Taped a 15 minute public service announcement for *It's Your City* on Carson City Public Access Television in October, 2012 to promote the services of the Grants Office and showcase the federally funded grant programs administered through the Attorney General's Office and the Governor's Office of Economic Development.

Operational Activities

BENCHMARKING AND STRATEGIC PLANNING

In order to effectively determine how the Grants Office should pursue its legislative charge, the office spent the first several months engaging in an in-depth evaluation of Nevada's overall grant capacity. The Grants Office staff researched Nevada's progress in procuring federal dollars in general, exploring grants on an intricate level and examining other areas of the state's federal income through direct payments, salaries and wages, and procurements. The office analyzed data from published research reports by the federal and state government and watchdog agencies, performed original research in the form of a 10-question survey of Nevada's grant community, and conducted one-on-one interviews with a diverse cross-section of state agency personnel, nonprofits and other stakeholders.

The Grants Office enlisted the assistance of University of Nevada Reno English students to conduct portions of the research in exchange for receiving credit for their service learning project requirements. The students explored best practices in federal grant procurement from other states and identified an area where Nevada is already excelling, the Small Business Innovation Research (SBIR) program. SBIR is a highly competitive federal grant program that enables small businesses to explore their technological potential by providing funding for innovation research. The UNR interns also assisted in conducting a grants capacity survey among Nevada's grant eligible agencies to gain a better understanding of their processes in tracking grants, whether or not they applied for them, and how these agencies felt they needed help improving. This extensive research culminated in the publication of *Nevada Grantsmanship: Benchmark Study Assessing Nevada's Federal Grant Capacity*.

The benchmark study provided the Grants Office with the necessary background information, federal and state data, and insight into Nevada's current grant capacity to prepare a well-targeted strategic plan. The Strategic Plan for Fiscal Years 2013-2015 was completed in April/May of 2012, and serves as the framework through which the Grants Office sets the goals, strategies, objectives and performance measures of meeting its legislative mandate through SB 233.

The Grants Office has conducted two grants capacity surveys in 2011 and 2012. The first survey contributed to the benchmark study and identified several key areas where the Grants Office needed to focus its outreach and training efforts. Based on the 2012 survey results, our state entities are submitting more grant applications and their win ratio is remaining consistent. Noteworthy for the period is the change in award funding levels. Nevada's applicants are receiving 85% of their funding request, which is up from 56% in 2011. The Grants Office will continue to administer annual surveys to track trends in Nevada's grant capacity.

FACILITATING GRANTS

Seeking to identify and leverage strategic grant opportunities, the Grants Office staff met with 33 stakeholders and grant professionals. From these meetings, specific state agency needs were defined enabling the office to customize its grant research to align with state initiatives and programs.

OPERATIONAL ACTIVITIES

Understanding the needs presented, the Grants Office worked further to connect the necessary partnerships to respond to grant opportunities.

The successful informal partnerships have laid the groundwork for establishing permanent cross-disciplinary project teams to help sustain the Grants Office's legislatively defined focus areas of health and human services, energy, and economic development.

In fiscal year 2012, the Grants Office facilitated nine grant opportunities representing a combined total of \$5.4 million and garnering \$987,636 in new federal awards to Nevada. The support provided included a range of activities from identification of appropriate funding opportunities, coordination of partners, drafting narrative outlines, preparation of application, editorial review of applications, and technical assistance with the grants.gov system registration process.

The most significant of the applications submitted by the Grants Office was to the National Institute of Standards and Technology (NIST) in response to the competition to develop a National Strategy for Trusted Identities in Cyberspace. Vying for a share of \$10 million, more than 180 abbreviated proposals were submitted to NIST in the initial competition phase. Nevada's two-year, \$4 million project "State of Nevada: IdGO" was selected into the top tier of applicants as one of 27 finalists to submit a full proposal. Ultimately, Nevada's application was ranked 7th, narrowly missing being accepted as one of the top five successful applicants. NIST anticipates another FFO in 2013 and has encouraged Nevada to resubmit.

The office provided editorial and other technical assistance on federal applications ranging between \$39,000 and \$744,000 to the National Endowment to the Humanities, the Department of Commerce: International Trade Administration, the Small Business Administration, the Federal Geographic Data Committee, and the Department of Energy.

The Grants Office's collaborative efforts have generated \$997,586 in successful grant awards. While these award amounts are comparatively smaller than the proposal to NIST, each of these successful awards has merit in future value. For example, the Federal Geographic Data Committee's National Spatial Data Infrastructure Program award of \$39,000 will facilitate the creation of two important tools for geospatial coordination within Nevada. Securing this initial planning grant will foster future funding opportunities because eligibility for additional federal grants hinges upon clearing this initial hurdle.

Another successful grant application was submitted to the Department of Energy for \$744,490 on behalf of the Nevada Office of Energy in order to continue energy efficiency improvements and renewable energy projects in state buildings past the expiration of American Recovery and Reinvestment Act of 2009 (ARRA). This instance demonstrates the important service of the Grants Office in bridging the grant gap for the State of Nevada after the terminus of ARRA's \$3.3 billion stimulus to the state. In addition, this award introduces a new framework for grant management where federal grants provide the incentive to develop renewable energy systems on multiple sites in order to offset the amount state agencies pay for electrical power.

In keeping with the legislative charge to facilitate economic development in Nevada, the Grants Office collaborated with the Governor's Office of Economic Development to apply for a grant through the Small

OPERATIONAL ACTIVITIES

Business Administration resulting in an award of \$203,878. This funding allows the continuation of the State Trade and Export Program (STEP) to expand global engagement in Nevada by facilitating export activities through its sub grant funds to companies with a tier system and leading them on trade missions to new international markets.

The involvement in these grant applications netted key insights that will assist in the removal of barriers to success and management of multi-biennia programs. The Grants Office provided post-award management and federal reporting assistance to state agencies with new grant awards—which included re-writing scopes of work and budgets as initially awarded programs change and the completion of federal draw requests. The office continues to conduct the required oversight on the state's 224 awards related to the American Recovery and Reinvestment Act (ARRA) of 2009, providing the Governor with a quarterly report and updating the ARRA website.

REACHING OUT

Outreach and marketing may seem quite similar, but there is a key difference between the two. Outreach advances a cause, while marketing promotes a product or service. The Grants Office was established to improve Nevada's performance in the federal grant arena.

Proactively outreaching across multiple stakeholder groups, the Grants Office is establishing the groundwork for successful federal grant development for the betterment of Nevada. Continuous networking, creating a lead base, and identifying viable resources provide the cornerstones for successful grant development. To this end, the Grants Office has identified and facilitated a broad-based network of grant contacts from state agencies, local and federal government, nonprofits and private industry. The office has established 200 state grant contacts, 117 energy group members, and 180 Nevada grant stakeholders subscribed through the opt-in e-mail lists. In addition, there are 35 distribution lists organized by subject groups for targeting specialized grant and training announcements to the appropriate contact person. This network enables the Grants Office to efficiently disseminate funding opportunities focused on the needs of individual programs to eligible grantees and foster greater collaboration among the agencies. In addition, the office is actively developing inter-agency technical assistance teams within the three areas prioritized by the legislature in SB233: health and human services, energy, and economic development. These teams will assist in identifying opportunities, preparing successful grant proposals, working in concert to identify match funds, and troubleshooting grant management issues.

In an effort to improve Nevada's ability to compete for federal grant dollars, the Grants Office is also coordinating with Nevada's congressional delegation staff and other federal sources. The office is diligently working to gain advance notice of available federal grants, disseminate the application information to the appropriate contact personnel in a timely manner, and ensure the agencies remain in compliance with all the grant requirements. This continued outreach with federal contacts will help address some of the obstacles Nevada's state agencies have experienced in procuring federal dollars such as the lack of awareness of funding opportunities and insufficient time and staffing to prepare the applications and manage the grants.

OPERATIONAL ACTIVITIES

An integral piece of the Grants Office's outreach efforts is the newly created website. Launched in September 2012, it serves to notify state agencies of funding opportunities, publicize successful grant applications, and provide updates on the Grants Office's outreach activities and training events. The website maintains a calendar of upcoming training workshops and allows for online registration for events sponsored by the Grants Office. The website houses a training library that provides access to materials and videos on grant development and management. Additionally, there is a research section containing Nevada-centric data and copies of supplemental information for creating grant application packages. To date, the website has attracted 361 visitors, of which, more than half have continued to re-visit the site.

The Grants Office is developing a web strategy to include an online grant portal that implements an electronic Single Point of Contact System streamlining the reporting process to the receiving agency fiscal staff, the Grants Office, the appropriate Budget Division analyst, and the Legislative Counsel Bureau. In addition, the Grants Office is preparing the website for hosting and archiving ARRA data to ensure transparency after this funding source retires in September 2013. The office is working on adding additional enhancements including posting a list of available federal grants; showcasing successful grants and quantifying the return on investment of the awarded programs; and uploading boilerplate documents on Nevada statistics and demographic information to supplement grant applications.

TRAINING

The Grants Office staff regularly participates in training sessions on grant writing and management, provides technical assistance to agencies and nonprofits on federal applications, and troubleshoots impediments to successful grant procurement. In September, the Grants Office co-hosted with the U.S. Department of Housing and Urban Development a two-day grant writing workshop in Reno. The workshop was attended by 170 grant-seekers and administrators from Northern Nevada. The training session attracted over 200 registrants, surpassing the meeting room capacity and necessitating the Grants Office to place more than 25 people on a waiting list. In addition, the Grants Office staff has made presentations at two NxLevel classes sponsored by the Nevada Small Business Development Centers in order to encourage partnerships to apply collectively for SBIR grants through the federal government.

The office will continue to coordinate quarterly training sessions for the grant community. The plans for fiscal year 2013 include:

| | |
|------------------|---|
| January/February | Draft Application Training How to Interpret Federal Funding Requirements |
| Spring | Budget Training How to Align Program Budgets to Project Narratives and Meet All Federal Funding Criteria |
| Summer | What Federal Reviewers Look For: Mock Application Peer Review |
| Fall | Grant Writing and Management Training for Rural Communities |

OPERATIONAL ACTIVITIES

USER GROUP MEETINGS

User groups provide a forum for a community of peers challenged with similar missions to network and develop mutually beneficial partnerships. The meetings are intended for the grant program staff of Nevada state agencies; however, some potential topics for discussion such as match funding availability may be beneficial to the grant community as a whole. The meetings are scheduled on a quarterly basis and are tailored to meet the specific needs of the grant community. The meetings encourage participants to share their best practices so proven successful strategies may be replicated statewide.

The Grants Office hosted a grant user group networking meeting at the Governor's Mansion in October of 2012, which provided training on successful grant writing and a discussion on the obstacles to procuring federal funds. The meeting was attended by 70 stakeholders from northern Nevada. In addition, the Grants Office conducted a grant user group networking meeting in Las Vegas in November of 2012, which offered training on successful grant writing and developing collaborative partnerships. The workshop was attended by 35 participants representing state agencies, foundations, nonprofits and local municipalities. In response to an urgent need identified by these two focus group meetings, the Grants Office coordinated a user group teleconference with stakeholders from northern and southern Nevada to strategize on how to develop the average of 25 percent cash match required to be eligible for certain federal awards. The office will continue to host quarterly user group meetings in an effort to promote greater synergy among the grant stakeholders and sharpen Nevada's competitive edge in the federal grant arena.

MEDIA OUTREACH

The Grants Office gained media coverage in the *Nevada Appeal* with an advertising value equivalency (AVE) of \$1,875 related to the promotion of the September "Finding and Writing Grants" training workshop. Because public relations-generated media coverage carries with it an implied third-party endorsement and credibility since it is not a paid advertisement, the AVE is multiplied by three—for a public relations value of nearly \$6,000. The *Nevada Appeal* has an average daily readership of 25,000. In addition, the office taped a 15 minute public service announcement for *It's Your City* on Carson City Public Access Television in October, 2012 to promote the services of the Grants Office and showcase the federally funded grant programs administered through the Attorney General's Office and the Governor's Office of Economic Development.

Building the Momentum

The continued outreach and collaboration within the grant stakeholder network is the linchpin for achieving the mission of the Grants Office: providing the State of Nevada and its agencies with the coordinated resources to successfully identify, procure, and manage grants; to strategically grow and manage the state's grant portfolio for long-term return; and to develop accurate reports that facilitate informed fiscal planning. The Grants Office has identified several strategic areas where its operational activities will be focused during FY13 and beyond.

- Develop and integrate inter-departmental teams of industry experts for health and human services, economic development and energy that would serve to identify funding sources, vet projects, review applications, and provide expert background data.
- Continue outreach with the stakeholder network to ensure collaboration versus unwise competition among agencies, trouble-shoot obstacles in procuring funds, and collaboratively pursue untapped funding sources.
- Offer technical support to the grant community including the identification of appropriate funding sources, coordination of partners, drafting narrative outlines, preparation of applications, editorial review of applications, and technical assistance with grants.gov system registration process.
- Maintain quarterly training and professional development sessions targeted to meet the specific needs of grant community.
- Identify and promote a listing of professional grant writers with established credentials and proven track records of success to assist agencies with grant applications.
- Conduct ongoing trend analysis and cross-examination of federal and state funding reports including the Federal Funds Information for the States (FFIS), USAspending.gov, and the Nevada Single Point of Contact (SPOC).
- Develop a web strategy to include an online grant portal that implements an electronic Single Point of Contact System, streamlining the reporting process to the receiving agency fiscal staff, the Grants Office, the appropriate Budget Division analyst, and the Legislative Counsel Bureau.

BY THE NUMBERS: NEVADA'S GRANT PICTURE

By the Numbers: Nevada's Grant Picture

The Grants Office is committed to tracking and developing accurate reports that facilitate informed fiscal planning. The office relies on secondary source data from multiple sources to cross-examine Nevada's grant activities—Federal Funds Information for the States (FFIS), USAspending.gov, and the Nevada Single Point of Contact (SPOC).

Federal Funds Information for States (FFIS), an organization created by the National Governors Association and the National Conference of State Legislatures, keeps track of the top 200 grant-in-aid programs available to the states. FFIS does not include grants from the American Recovery and Reinvestment Act in their analysis and therefore reflects a more stable indicator of federal funding to the states.

The Federal Funding Accountability and Transparency Act (FFATA) requires the Office of Management and Budget (OMB) to maintain a single, searchable website that contains information on all federal spending awards. That site is at www.USAspending.gov. The data downloaded from USA Spending provides a big picture of grants flowing into Nevada including local governments, Indian tribes, nonprofits and education.

The Grants Office acts as the Single Point of Contact for the State of Nevada pursuant to presidential Executive Order 12372, which was designed to foster intergovernmental partnerships and provide state review of federal applications. In addition, NRS 232.225 requires state agencies to inform the Grants Office of applications to the federal government. These filings provide a barometer of the federal grant application activity.

Together these seemingly disparate sources provide snapshots of Nevada's overall grant performance. In summary, Nevada's federal grant performance remained fairly stable during the biennium. Nevada, like all the states, experienced an artificial uptick with the ARRA or Stimulus Funding. Those funds are 98% expended; however, they influenced the figures for the biennium, so a program summary is included in this report.

Formula grants, such as Medicaid, comprise 80 percent of Nevada's grant portfolio. There are two types of formula grants: categorical and block. Formula grants provide funds to recipients as dictated by laws. The "formulas" used to calculate levels of support include quantifiable elements such as population, amount of tax effort, proportion of population unemployed or below poverty level, density of housing or rate of infant mortality. Therefore, the Grants Office has little impact on this area of federal funding.

The Grants Office is directing its outreach efforts toward procuring more discretionary funding or project grants. Project grants, which comprise 16 percent of Nevada's portfolio, are awarded competitively. They

BY THE NUMBERS: NEVADA'S GRANT PICTURE

typically provide funding for a fixed term or project. There is greater leeway in the use of funding, but many project grants require a match to the federal funds.

Looking at the Single Point of Contact submissions, Nevadans are actively pursuing federal funds. This allows the Grants Office to understand the value and cost of the applications submitted. Through this process, tracking over three years of applications, it demonstrates that Nevada's grant-eligible entities are committing an average of nearly 28 percent match to secure federal funds. This is an important figure because with the fiscal belt-tightening, there are fewer discretionary dollars available to commit toward the required cash match on federal grant applications. Many of Nevada's agencies are in maintenance mode, and are unable to apply for any new federal funding opportunities because they do not have the cash match.

The Grants Office is working to track trends and address in-state or internal factors to ensure that Nevada's grant-eligible entities are prepared to respond to appropriate federal funding opportunities and remove barriers to available capital for cash matching.

BY THE NUMBERS: NEVADA'S GRANT PICTURE

USASPENDING.GOV: STATE AND LOCAL GOVERNMENT, EDUCATION, INDIAN TRIBES AND NONPROFITS

The data from the USAspending.gov has been adjusted to provide information on a Nevada state fiscal accounting. As of November 9, 2012 for the state fiscal years of 2011 and 2012, USA Spending has reported total grant award amounts of \$2,235,533,671 for 2011 and \$2,211,106,688 for 2012 for the data evaluated. Nevada received 1.09 percent less total grant funds in fiscal year 2012 than it received in 2011.

Recipient All Types

Federal Funding Amount

| | State Fiscal Year End 6/30/2011 | State Fiscal Year End 6/30/2012 | Percent Change from 2011 to 2012 |
|--|------------------------------------|------------------------------------|--|
| 00: State government | 1,865,423,666 | 1,885,448,670 | 1.07% |
| 01;02;03; Local Government | 194,711,695 | 204,244,790 | 4.90% |
| 06: State controlled institution of higher education | 99,401,699 | 69,352,765 | -30.23% |
| 11: Indian tribe | 24,104,840 | 18,667,097 | -22.56% |
| 12: Other nonprofit | 51,891,771 | 33,393,366 | -35.65% |
| <i>USAspendin.gov Data (as of 11/09/2012)</i> | 2,235,533,671 | 2,211,106,688 | -1.09% |

During the time frame of this data (state fiscal years 2011-2012) the American Recovery and Reinvestment Act (ARRA) funding for the state of Nevada had peaked in fiscal 2011 and was diminishing in 2012 as the program entered the closing stage. This is evidenced by the fact that funding for education, Indian tribes, and nonprofits decreased in fiscal 2012.

The decrease in education award funding was not only from the result of ARRA approaching the closing stages, but also from increased competition for funds as the pool of available grants has decreased and the demand for requesting grant funds has increased on a national basis.

There are 19 federally recognized tribes in Nevada, and according to the Government Accounting Office only 21 percent are actively pursuing grant opportunities. This is evidenced by the fact that from the data provided for the Indian tribe total funding, 16 percent of the recognized tribes in Nevada (three major tribes) received 87 percent in 2011 and 84 percent in 2012 of the total funding received. The balance of funding was received by the remaining applicants who consist primarily of Inter-tribal applicants.

BY THE NUMBERS: NEVADA'S GRANT PICTURE

Nonprofits are businesses; the failure rate for start-up businesses is around 70 to 80 percent in the first year, and only about half of those that survive the first year will remain in business the next five years. While Nevada has seen the number of nonprofits holding 501(c) 3 status increase by 115 percent during the decade, it also saw the Internal Revenue Service revoke the tax-exempt status of 2,300 Nevada nonprofits in 2010. This is illustrated by the reduction in funding from fiscal 2011 to 2012 in the data provided.

The data above provides information for a variety of recipients. However our focus was on Education; Indian tribes; Nonprofits; and County, City and Local Government recipients. A review of specific areas shows that local government recipients actually had an increase of 4.9 percent and education, Indian tribes, and other nonprofits had a decrease. When evaluated as a group, the consolidated totals for 2011 are \$370,110,005 and \$325,658,018 for 2012 with a decrease of 12.01 percent for 2012.

USASPENDING.GOV: TOP 10 STATE AGENCY RECIPIENTS

The following is a summary of each of the top ten recipient agencies that data was compiled from USAspending.gov. The explanation provides the major recipient of awards to an agency and the percentage allocation of federal funding to the agency with a brief explanation of the funded award. It is noteworthy that in most cases two to four award programs dominated the portion of total funding that the agency received for the year. This analysis is meant to provide a snapshot in time of the top recipients of federal funding to the state of Nevada for the state fiscal years 2011 and 2012.

| Top Ten Recipient State Agencies | Federal Funding Amount | | Number of Awards | | |
|---|------------------------|----------------------|----------------------|---------------|---------------|
| | State Fiscal Year | 2011 | 2012 | 2011 | 2012 |
| Health And Human Services | | 1,036,413,610 | 1,041,307,172 | 276 | 194 |
| Transportation | | 361,968,754 | 232,991,553 | 469 | 339 |
| Education | | 248,213,910 | 355,267,022 | 129 | 64 |
| Employment, Training and Rehabilitation | | 98,095,766 | 98,591,670 | 139 | 75 |
| Nevada System of Higher Education | | 81,809,137 | 56,102,729 | 464 | 357 |
| Nevada, State of | | 16,001,473 | 10,996,185 | 21 | 23 |
| Business and Industry | | 7,624,908 | 3,315,752 | 2 | 13 |
| Public Safety | | 6,130,858 | 3,320,868 | 16 | 8 |
| Administration | | 5,886,926 | 9,502,657 | 10 | 8 |
| Conservation, Environmental Protection | | 5,646,522 | 31,745,497 | 19 | 65 |
| Total of Top Ten Agencies | | 1,867,791,864 | 1,843,141,105 | 1,545 | 1,146 |
| Percent Top 10 Agencies Awarded of All Funds | | 99.46% | 99.22% | 98.47% | 97.95% |

USAspending.gov Data (as of 11/09/2012)

BY THE NUMBERS: NEVADA'S GRANT PICTURE

Health and Human Services—Health and Human Services is by far the largest recipient of grant awards for the state of Nevada. Of the federal funding received in 2011 and 2012, medical assistance awards amounted to 90% in 2011 and 75% in 2012 of the total funding provided to Health and Human Services. In each year the remaining balance of funding was primarily awarded to Supplemental Nutrition, Adoption Assistance, and Foster Care programs.

Transportation—Transportation award funding was primarily for highway planning and construction. This is demonstrated by the fact that of the total funding received in 2011, (98%), and in 2012, (96%) of the funding was for highway planning and construction. The balance of funding in each year was for safety programs, recreational trails, metro planning, and airport improvements programs.

Education—Education received funding and three major programs received 78% of the total funding for 2011 and 2012. The three programs that received 78% of the education awards were the National Lunch; Special Education; and Title 1 funding programs. The remaining funding was awarded to programs such as special education; early awareness and readiness for undergraduates; advanced placement; education for homeless children and youth; and other educational guidance programs. The discretionary awards include GEAR UP, which is in its sixth year of a six-year award and Striving Readers.

Employment, Training and Rehabilitation—In 2011 and 2012 60% of awards were received by Employment, Training and Rehabilitation funded three programs; the workforce investment act; unemployment insurance; and rehabilitation services. For the total amount of funding received by the agency, these three programs received 85% in 2011 and 91% in 2012. The balance of the awards went to other assistance programs such as veteran assistance and independent living programs.

Nevada System of Higher Education (NSHE)—The Nevada System of Higher Education received funding for a broad spectrum of educational fields. However, the primary focus of the funding went to areas such as Research / Science. In the Nevada state fiscal year of 2011(59%), and in 2012 (55%) of all funding received by NSHE was for Research and Science. The balance of the funding awarded was utilized for programs such as student support programs, teacher and staff training programs, and special education programs.

State of Nevada-Energy/Community Development—In 2011 84% and in 2012 93% of the total funding received by this agency was used for energy, low income home development, community development block grants,; and shelter plus care – homeless assistance programs. The remaining funding for each year were for other service programs the likes of metropolitan planning and disaster mitigation.

Business and Industry—In 2011 100% of the federal funding received was used for weatherization of low income persons. In 2012 the weatherization was approaching a conclusion and 37% of the federal funding was for weatherization funding. The remaining 63% of federal funding was for occupational safety and health grants.

BY THE NUMBERS: NEVADA'S GRANT PICTURE

Public Safety—Federal funding awarded to Public Safety in Nevada in 2011 was primarily in two program areas, namely, the Edward Byrne Memorial Justice Assistance Grant and Miscellaneous federal assistance. The two programs accounted for 80% of the total funding for 2011. In 2012, 83% of the total federal funding was for the Edward Byrne Memorial Justice Grant. The Edward Byrne award is for state and local law enforcement assistance. The balance of the federal funding for 2011 and 2012 was for service and safety programs.

Administration—There were three programs in administration that accounted for 99% of all federal funding the agency received in 2011. The program recipients were Education Jobs Fund 21%; Victims of Crimes 51%; and Grants to States (library services) 27%. In 2012 there were two programs (as Education Jobs Fund had concluded) that accounted for 98% of federal funding provided—Victims of Crimes 80%, and Grants to States 18%. For both 2011 and 2012 the remaining funding was awarded to senior farmers market nutrition programs. The Senior Farmers' Market Nutrition Program (SFMNP) awards grants to States, United States Territories, and federally-recognized Indian tribal governments to provide low-income seniors with coupons that can be exchanged for eligible foods (fruits, vegetables, honey, and fresh-cut herbs) at farmers' markets, roadside stands, and community supported agriculture programs.

Conservation—Federal funding to Conservation in 2011 was to three major funded programs (61% of total funding) and to a variety of miscellaneous federal assistance programs. The three programs that received the funding were Water Pollution Control for state, interstate, and tribal programs (17%); performance partnership grants for environmental protection programs (27%); and superfund state, political subdivision, and Indian tribe agreements for environmental protection (17%). In 2012 there was a substantial increase in the number of awards to conservations of which 72% of the funds awarded went to Water Pollution Control and 14% went to Forest and Wildlife restoration.

BY THE NUMBERS: NEVADA'S GRANT PICTURE

AMERICAN RECOVERY AND REINVESTMENT ACT—SECTION 1512 FEDERAL REPORTING

Section 1512 of American Recovery and Reinvestment Act (ARRA) requires State of Nevada ARRA awardees to submit a report at each quarterly end to FederalReporting.gov. The data is accumulated and a report is provided to the Governor each quarter with an overview of funding received by state agencies that are subject to 1512 reporting requirements. The following is a summary of the status of ARRA grant awards as of September 30, 2012. The summary provided is a snapshot in time as of September 30, 2012 and is subject to adjustments due to ongoing quality assurance and validation. ARRA funding is divided into two sections—Division A and Division B.

Funds appropriated in Division A are subject to special reporting requirements, as identified in Section 1512 of the Recovery Act. Section 1512 requires recipients to file quarterly reports detailing funding received, expenditure of funds, and jobs created by each award.

Hundreds of Nevada businesses, non-profits, local government agencies, and other entities have received Recovery Act funds directly and are required to report on the use of those funds to the federal government. Those submissions by non-state agencies are not included in this summary. The data is compiled and made available to the public on the recovery.gov website.

Certain programs that provide some of the biggest benefits to individuals or organizations in Nevada are identified in Division B of the Recovery Act, and are not subject to Section 1512 reporting requirements. This includes among others: Unemployment, Medicaid, and funds for Adoption Assistance and Childcare Enforcement.

3rd Quarter 2012 Reporting Highlights

- Total percentage of “Expenditures” (\$3,307,961,038) to the “Award Amount” (\$3,374,309,988) is 98.03.
- Total unexpended funds are approximately \$66 million of the \$3.3 billion awarded. This computes to approximately 2% of the total \$3.3 billion awarded as unexpended.
- The \$66 million of unexpended funds is comprised of \$48 million active 1512 awards (Division A Funds) and \$17.6 million Non 1512 awards (Division B Funds – Not subject to 1512 reporting).
- 112 “1512 Active Awards” were reported to FederalReporting.gov in 3rd quarter 2012.
- 14 of the 112 active awards were submitted as a “Final Report” with award amounts totaling over \$87 million leaving 98 active 1512 awards that are 90% complete.
- Active 1512 awards total 98; with 96 completed awards from prior quarters and 30 Non 1512 awards for a total of 224 awards.

BY THE NUMBERS: NEVADA'S GRANT PICTURE

The bulk of the remaining active 1512 awards are generated from two agencies: Transportation (57 awards) and Education/NSHE (29 awards) which account for 85 of the 112 Active 1512 awards.

There were 266.7 full time jobs/equivalents reported for the 3rd quarter of which 163 were associated with Educational awards, 34 with Transportation awards and 20 each for Conservation, Department of Training and Rehabilitation, and Health and Human Services.

The majority of remaining ARRA awards will be completed by September of 2013. Transportation has some awards that have a completion date of 2015 due to long-term projects. As of September 30, 2012, the unexpended 1512 award amount is \$48 million. The agencies with significant unexpended funds are: Transportation, \$11 million; Public Safety, \$11 million; Education/NSHE, \$15 million; and Health & Human Services, \$7 million.

The unexpended "Division B", Non 1512 award amount of \$ 17.6 million is accounted by the Treasurer's unexpended funds, \$16 million which is for Build America Bonds and is a 20-year interest program. The Department of Training and Rehabilitation has \$1.6 million which should be fully expended by September 2013.

In many cases the awards are complete but restricted from submission as a final award due to grant guidelines and administrative procedures. As an example, Business and Industry has a grant for \$15 million completed but is restricted from submission as a final award by the terms of the grant until the low income structure that the award money built achieves 75% occupancy.

It is important to recognize that of the 112 active 1512 awards 14 are complete leaving 98 awards for next quarter 90% complete. The major allocation of the 98 remaining awards is 57 active awards for the Department of Transportation. The award amounts total \$180 million with an expended amount of \$169.7 million which equates to 94% complete. In the area of Education awards there are 29 awards totaling \$109 million and an expended amount of \$99 million, which equates to 90% complete. Considering the two categories together, which represent 84 of the 98 remaining awards or 85% of the remaining awards, it calculates to a completion rate of 93%.

BY THE NUMBERS: NEVADA'S GRANT PICTURE

SINGLE POINT OF CONTACT (SPOC)

In accordance with Presidential Executive Order 12372, Nevada established the Office of Grant Procurement, Coordination, and Management as the Single Point of Contact (SPOC) for all grant applications originating in the state. As a result, the Grants Office tracks the 424 Standard Form cover sheets data as they are submitted to the SPOC. From these sheets information regarding requested grant awards and matching (cost) amounts is documented. The cost of the federal funds is borne of the applicant, state, local and other entities, and program income. Data submitted has been compiled fiscally to generate estimated averages for state fiscal years 2010, 2011, and 2012. The three year estimated average of the cost of federal funds was 27.67% of the federal grant award.

| | | Funding Federal | Funding Applicant | Funding State | Funding Local | Funding Other | Funding Program Income | Funding Total |
|--|-------------------|----------------------------|------------------------------|--------------------------|--------------------------|--------------------------|---------------------------------------|--------------------------|
| State Fiscal 2010 - 2012 | | 433,448,549 | 41,811,528 | 16,008,573 | 11,287,234 | 41,967,369 | 8,848,763 | 553,372,016 |
| % of Fed. Award | Cost | 0.00% | 9.65% | 3.69% | 2.60% | 9.68% | 2.04% | 27.67% |
| % of Est. Funding Total | Allocation | 78.33% | 7.56% | 2.89% | 2.04% | 7.58% | 1.60% | 100.00% |
| 2012 | | 172,898,026 | 10,844,913 | 1,193,473 | 916,463 | 6,531,312 | 8,770,556 | 201,154,743 |
| % of Fed. Award | Cost | | 6.27% | 0.69% | 0.53% | 3.78% | 5.07% | 16.34% |
| % of Est. Funding Total | Allocation | 85.95% | 5.39% | 0.59% | 0.46% | 3.25% | 4.36% | 100.00% |
| 2011 | | 139,407,327 | 18,658,771 | 8,658,999 | 10,277,021 | 28,932,249 | 0 | 205,934,367 |
| % of Fed. Award | Cost | | 13.38% | 6.21% | 7.37% | 20.75% | 0.00% | 47.72% |
| % of Est. Funding Total | Allocation | 67.70% | 9.06% | 4.20% | 4.99% | 14.05% | 0.00% | 100.00% |
| 2010 | | 121,143,196 | 12,307,844 | 6,156,101 | 93,750 | 6,503,808 | 78,207 | 146,282,906 |
| % of Fed. Award | Cost | | 10.16% | 5.08% | 0.08% | 5.37% | 0.06% | 20.75% |
| % of Est. Funding Total | Allocation | 82.81% | 8.41% | 4.21% | 0.06% | 4.45% | 0.05% | 100.00% |

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