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The following slides accompany the NC Office of Strategic Partnerships' recording of the 11/17/22 webinar for philanthropy:

*How to Navigate the  
Government  
Appropriations Puzzle*

# **INTRODUCTION TO FEDERAL GRANTS**

**North Carolina Office of  
Strategic Partnerships**

**November 17, 2022**

# Federal Buckets of Funding

There are hundreds of millions of dollars in Annual Appropriations for federal competitive grants to state and local governments, and even more recently through special legislation.



- American Rescue Plan
  - State and Local Fiscal Recovery Funds the exception, not the rule
- Bipartisan Infrastructure Law
- Inflation Reduction Act

# Federal Funding



## Types:

- Block Grants
- Formula
- Discretionary / Competitive Grants

## Resources:

- Grants.gov
- Federal Agency Websites
  - <https://www.arts.gov/grants>
  - <https://www.fhwa.dot.gov/bipartisan-infrastructure-law/>
  - <https://www.whitehouse.gov/build/>
- National and Statewide Associations
  - <https://www.nlc.org/news-insights/>
  - <https://www.naco.org/news>

# Keys to Success

- Find the Right Program
  - Modify project to fit
- Start EARLY
  - Review Previous NOFA/NOFO
- Follow Directions and Meet Deadlines
- Tell Unique Story and Use Data
- Build Partnerships
  - Non-federal Match
  - Grant Writing and Management
- Build Relationships with Members of Congress and Staff



# Turning Challenges Into Achievements



# STRATEGICS

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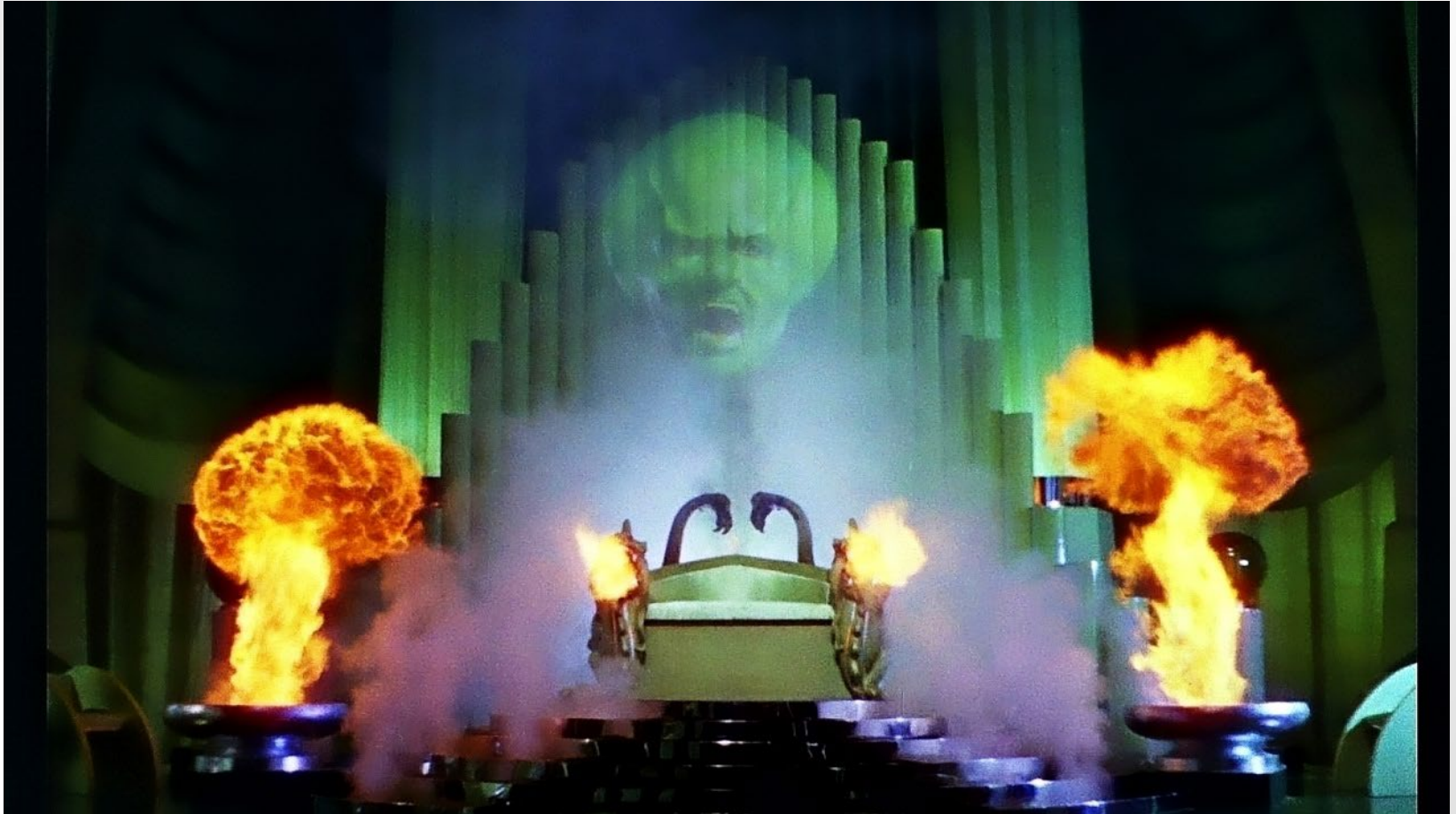
**444 N. Capitol St., NW, Suite 840  
Washington, DC 20001**



# State Government Funding & Appropriations

Caroline Valand  
Deputy Secretary, Partnership Engagement

# You've come looking for the great and powerful OZ ....







Pay no attention to that man  
behind the curtain



# NC General Assembly

<https://www.ncleg.gov/>



# OSBM Directed Grants Database

<https://www.osbm.nc.gov/directed-grants-database>



# State Grant Opportunities

<https://www.nc.gov/your-government/all-nc-state-services/grant-opportunities>



# Open Budget

<https://www.nc.gov/government/open-budget>





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**NC Office of Strategic Partnerships Presents:**

# **How to Navigate the Government Appropriations Puzzle - *Counties***

*Presented by Johnna Sharpe*

*Local Government Operations Consultant*

*November 17, 2022*



**North Carolina  
Association of  
County Commissioners**



# Insights into

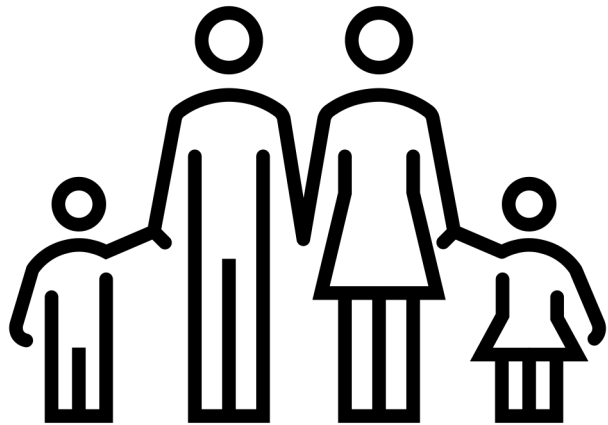


What counties do

How to connect to County Government

Where to learn more about counties

# Counties: The Big Picture



County statutory roles are “human centered” – health, welfare, education

Carry out state responsibilities at the local level

Little overlap between municipal and county services but much collaboration

# What Counties Do

**Roughly 80% of County resources are spent here**

## Health and Human Services

Public Health – COVID, Medicaid, Immunizations, Mental Health

Children and Families – TANF, Food Insecurity, Foster Care/Adoption, Adult Protective Services, Child Care Subsidy, Child Support Enforcement

## Public Safety

Emergency Medical Services (EMS)

Emergency Management – Disaster Preparedness and Response

Sheriff - Detention, Civil Service, Law Enforcement

Court Facilities

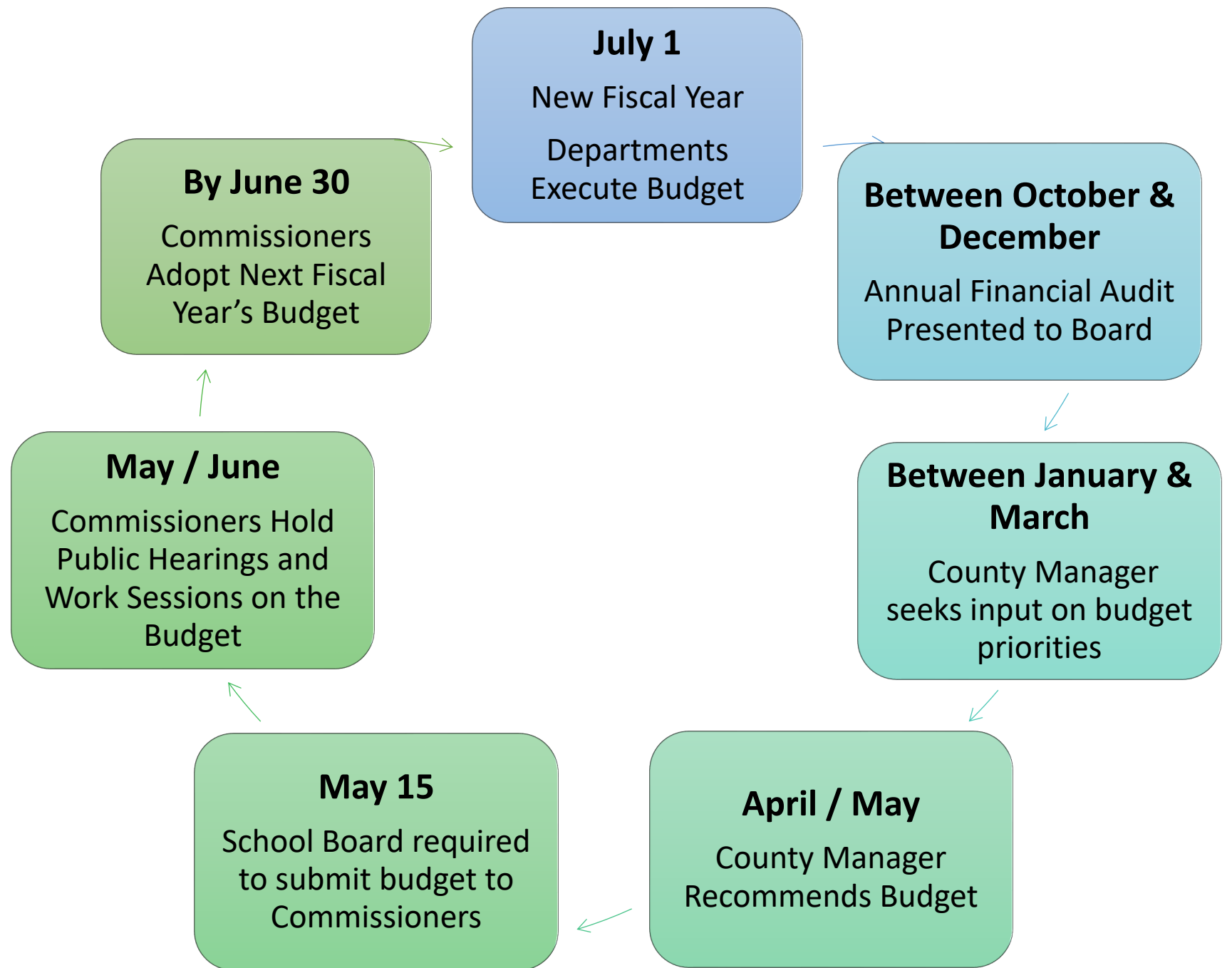
## Education

Capital Funding for K-12 Public Schools and Community Colleges

Supplement State funding for Operations

# The Annual Budget Process

Where ideas and priorities become reality

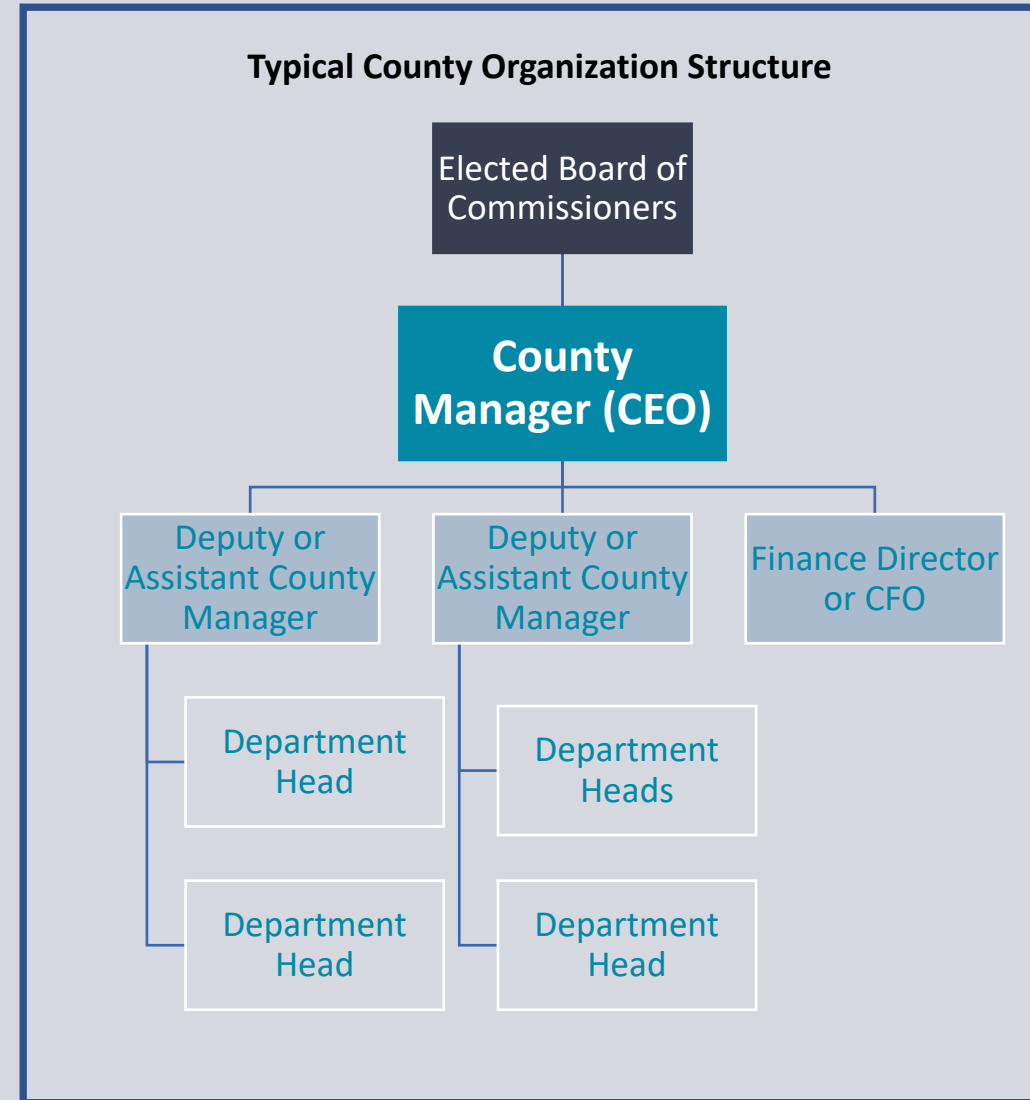


# Connecting to County Government

Elected officials can connect you to the right subject matter expert

Most roads go through the County Manager – a County's CEO

In larger counties, a deputy/assistant manager or department head can also be a good place to start



# How to learn more about a County

## County Strategic Plan

Articulates County's **priorities and strategies for meeting community needs** within areas of responsibility

## Annual Budget

**Resource allocation plan** that aligns with County goals and priorities to deliver services

## Annual Comprehensive Financial Report

Summary of all fiscal activities, MD&A, including a **Schedule of Federal and State Funding**

## Community Health Needs Assessment

Collaborative Community-wide process completed every three years to assess health needs of the County

# Where to find County specific info

County Strategic  
Plan

Individual County Website

Annual Budget

Individual County Website

Annual  
Comprehensive  
Financial Report

Repository for all Local Governments

<https://www.nctreasurer.com/divisions/state-and-local-government-finance/lgc/local-fiscal-management/annual-audit/annual-audit-reports-submitted-local-government-commission>

Community Health  
Needs Assessment

Repository for all Counties

<https://schs.dph.ncdhhs.gov/units/ldas/cha.htm>

# Supporting all 100 Counties



## **NCACC Vision Statement**

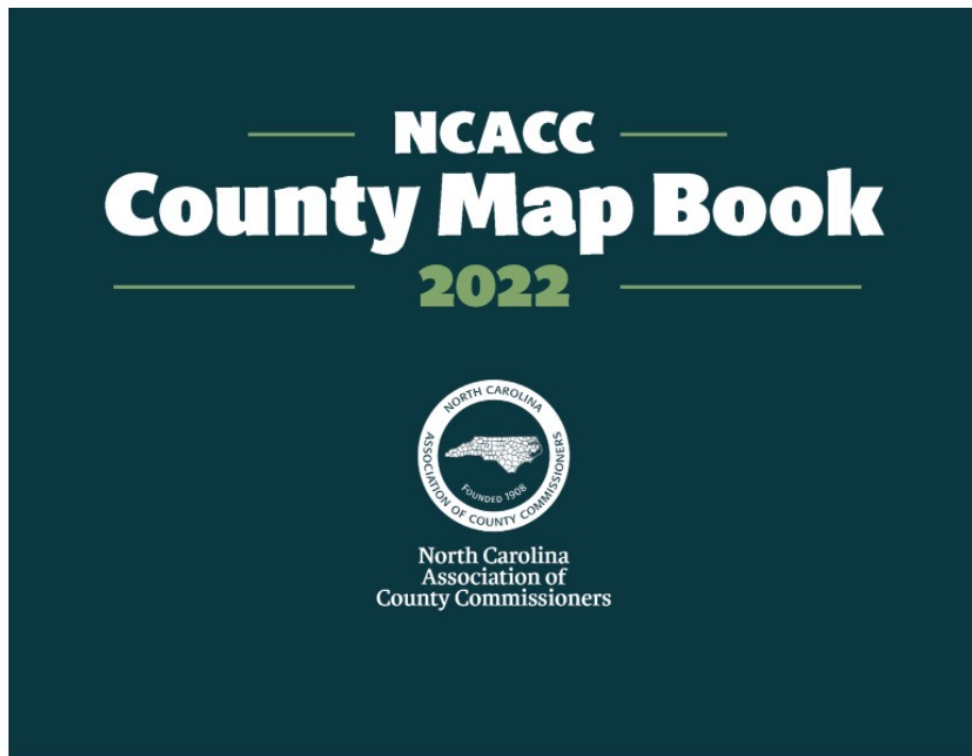
“Empowering 100 counties to work together for the betterment of one state.”

## **NCACC Mission Statement**

“Our Association supports and promotes the well-being of all North Carolina counties through advocacy, education, research, and member services.”



# Information on all 100 Counties



The 2022 County Map Book compiles the most relevant North Carolina county data maps across areas such as education, healthcare and the economy.

## Table of Contents

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# QUESTIONS?

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North Carolina  
Association of  
County Commissioners

# OSP Webinar: Municipal Budgets

Pat Madej, NCLM Research Program Manager

November 17, 2022



**WORKING AS ONE.  
ADVANCING ALL.**

# Budgets: A Tool To...



Plan an organization's operations and services



Communicate priorities to community



Control what departments do and how they do it



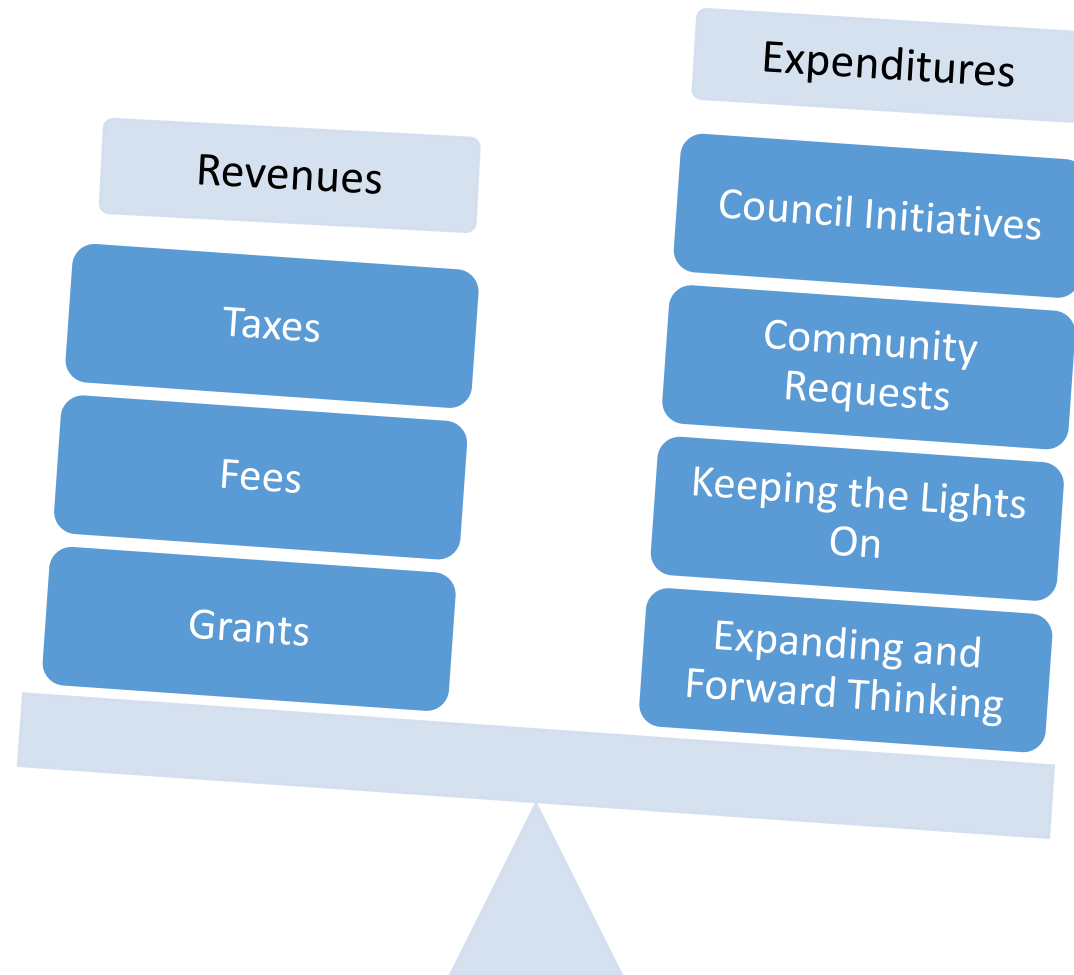
Efficiently manage scarce resources



Create accountability by reporting the results of decisions and investments

“Don't tell me what you value, show me your budget, and I'll tell you what you value.”

# Budgets: A Balancing Act



# Municipalities vs. Counties



## Municipalities (~551 in NC)

Planning and development regulation is a major focus

Other big services

- Zoning, Police, Parks, Code Enforcement, Fire, Solid Waste

Utilities often play a larger role

- Water/wastewater

## Counties (100 in NC)

Public Health and Human Services

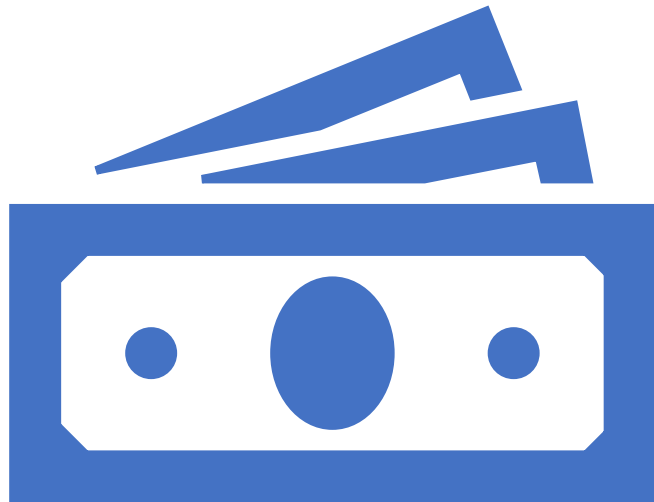
Elected officials with administrative functions

- Sheriff (Jails, Law Enforcement)
- Register Of Deeds (Property/Vital Records)

Statutory funding responsibilities for independent entities

- Public Schools
- Community Colleges

# Budget & Fiscal Control Act



- Found in [Chapter 159](#) in NC General Statutes
- Local governments must:
  - Produce a **budget ordinance** covering July 1 to June 30
  - Receive **budget requests** from departments before April 30
  - Provide budget for inspection and **public hearing**
- Provide a **budget message** containing explanations of...
  - Goals and important activities
  - Reasons for changes in policies, funding, etc.

# GFOA Distinguished Budget Presentation Award



- Established in 1984
- Budget docs of “the very highest quality” which excel as a...
  - Policy Document
  - Financial Plan
  - Operations Guide
  - Communication Tool
- [61 awarded in NC](#) as of 2021





# GFOA Distinguished Budget Presentation Award



[Award winning budget documents](#) contain...

- Strategic Goals and Strategies
- Priorities and Issues
- Budget Process
- Revenues
- Department / Program Descriptions
- Departmental / Program Goals and Objectives
- Performance Measures
- Statistical / Supplemental Section

...and way more!!!



# Where to find budget info?



- Google / search for your community's budget department or budget document
- When in doubt, contact the Finance Director or Manager (or Clerk in *very small* communities)
- If no "budget book" available, you can ask for the budget ordinance
- For partnerships, aim for the closest department that does what you do and go from there
- [NCLM Budget Dashboard](#) for some high level info



# Other Resources



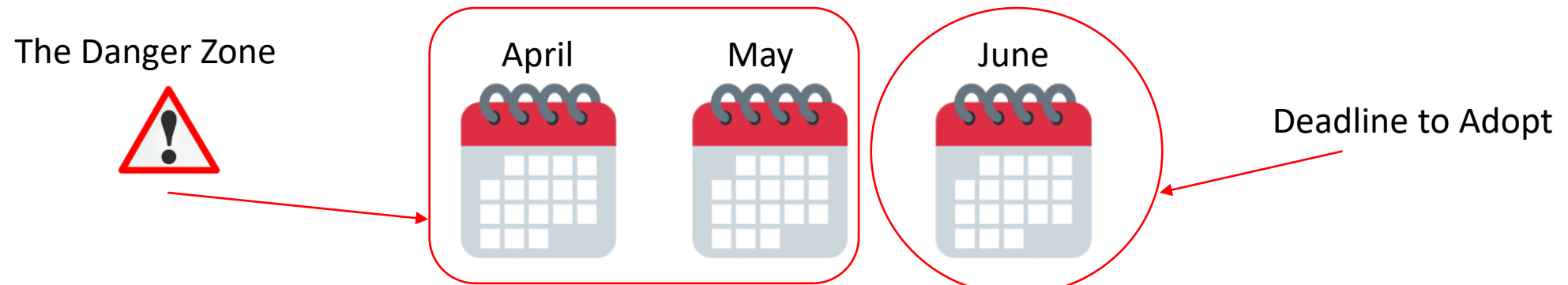
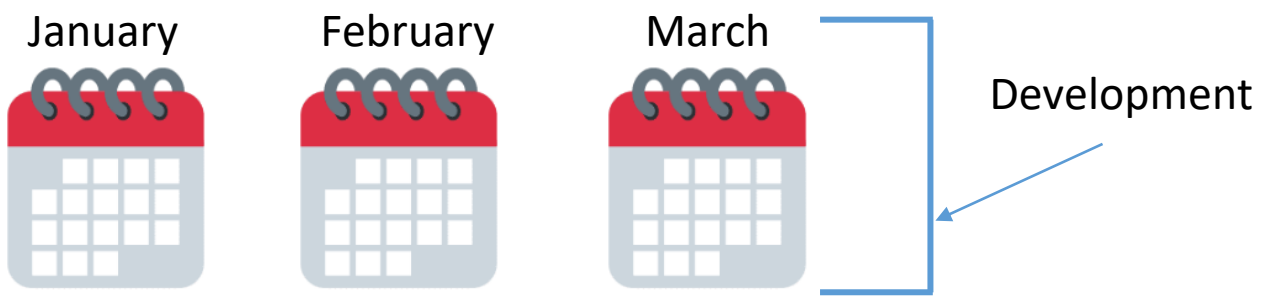
## [NC League of Municipalities](#)

A member-driven organization representing the interests of cities and towns in the state. Through their collective efforts, League member cities and towns better serve their residents and improve quality of life.



## [NC Local Government Budget Association](#)

Promoting the budgeting profession through education, networking and advocacy.





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