



May 11, 2021

Leon County and City of Tallahassee Commissions
Tallahassee, FL 32301

Dear Leon County and City of Tallahassee Commissions,

As we work together in response to the pandemic's impact on our community, the nonprofit sector is grateful for your leadership and partnership, which has ensured services and resources for our community are provided. As both county and city consider distribution options for the American Relief Plan (ARP) stimulus, the nonprofit sector is pleased to share these updates with you.

- We have worked with county staff to adjust select eligibility requirements in the Leon CARES program. Sector organizations previously ineligible for stimulus will now have an opportunity to compete for funding. The attached memo specifies the changes we request in order to increase access and allow our sector to better service community needs.
- Throughout the pandemic, we've assisted the sector in finding and submitting grants from sources outside and inside the county. Demand from our community to help administrate this work continues to increase. INIE, COCA and UPHS requests funding for administrative support, to meet this need and empower nonprofits of all sizes to find and sustain new resources.
- Our sector survey in April 2021 shows sector service demand continues to increase to meet growing and changing community needs. It confirms the sector needs additional funding to maintain services and lead community recovery efforts. The attached survey illustrates this need.

It is imperative stimulus distribution through programs like LEON Cares continues, to ensure our Tallahassee-Leon County nonprofit sector can offer essential services in times of great need and at a level that serves our community best. This will allow the vital organizations our community depends on to receive resources to continue services, mitigate economic risk and assist our community with managing the impact of COVID-19.

An investment in nonprofits is a direct investment back into our community. As you consider how the American Relief Plan stimulus can make the greatest impact in our community's fight against COVID-19, we ask that you approve this robust package of support for the nonprofit sector.

In service,

Amber R. Tynan
Executive Director, UPHS

Felina Martin
Executive Director, INIE

Kathleen Spehar
Executive Director, COCA



MEMORANDUM

TO: Shington Lamy, Director, Office of Human Services and Community Partnerships, Leon County
Abena Ojetayo, Director, Housing and Community Resilience, City of Tallahassee

FROM: Amber R. Tynan, Executive Director, United Partner for Human Services (UPHS)
Felina Martin, Executive Director, Institute for Non-Profit Innovation and Excellence (INIE)
Kathleen Spehar, Executive Director, Council on Culture & Arts (COCA)

RE: American Relief Plan request
\$3,260,000 sector investment total

DATE: May 11, 2021

As the nonprofit sector leaders that ensure our sector survives and thrives, COCA, INIE and UPHS respectfully request funding from the American Relief Plan. As a cohort, we will provide assistance to the entire nonprofit sector for all ARP CARES funding programs and additional resources to help the sector build sustainability in the “new normal”. Since funding will be used to support and sustain the sector, we ask this support stay with the cohort to access in response to changing sector needs.

NONPROFIT GRANT PROGRAM ASSISTANCE: \$3M

We appreciate our conversations with County and City staff about the Leon CARES grant programs and their invitation to share improvements to the eligibility criteria. In our work with nonprofits throughout the pandemic, we learned how the program adjustments could better service the sector’s needs. We believe nonprofits should have fair access to these resources. This includes prioritizing organizations that haven't yet received any stimulus funding with those who previously have, while maximizing all funding options available to organizations we represent locally. For this round, the maximum award level is anticipated to be \$20K. Though agencies and organization that directly contract with the City and/or County are not eligible for funding, expanding eligibility could exhaust the current funding allocation and additional revenue may be needed.

Sector data from the 2019 GuideStar report reveals trends in the number and size of nonprofits in Leon County:

2600 Registered Nonprofits in the Leon County

26% Leon County registered nonprofits have gross receipts of \$1 or more, of which:

78% of Leon County active nonprofits reported gross receipts under \$500K

68% of Leon County active nonprofits have expenses of \$100K or more

*active nonprofits are those reporting \$1 of more in gross receipts

Considering the data above, we ask the County to make these eligibility adjustments:

- Established and registered 501c3 organization based in Leon County (no sub-sector restriction)
- Registered 501c3 since January 2019
- Paid and unpaid staff/volunteers
- Unrestricted use of funds for COVID-19 related impact

COHORT SERVICES: \$260,000

Each individual organization (COCA, INIE and UPHS) will serve their members regardless of sub-sector classification. If an organization in need of assistance is not associated with one of our three organizations, they will be referred to the appropriate organization based on their sub-sector classification (COCA – arts, cultural and heritage focus, UPHS – human services focus and INIE – all other nonprofit organizations).

UPHS: \$80,000

Covers staffing, technical assistance, as well as federal and state funding assistance to leverage and build resources for long term sustainability. **

Tasks to be Performed by Contractor:

1. UPHS will provide technical assistance to human service agencies seeking to apply for ARP CARES funding at the local, state and federal level for leveraged impact including:
 - a. Promoting the program(s) to human service agencies.
 - b. Providing technical assistance to all human service agencies.
2. UPHS to provide training and engagement activities for local human service agencies seeking to relaunch and re-open as a direct result of COVID-19 service interruptions, including:
 - a. Training on how to establish client confidence and promote safety measures put in place by agencies because of COVID-19 to meet increased need for services.
 - b. Conduct one-on-one and group risk assessments with UPHS Members to ensure they have adequate equipment, personnel, technology to operate.
 - c. Provide access to best practices, policies, and procedures for solutions to items discovered through risk assessment referenced above.
3. UPHS to assess needs, coordinate resources and implement trainings/workshops for current and new agencies that can address the following:
 - a. New technology (i.e. service delivery platforms, online communications and engagement platforms, new software needs, physical distancing practices and new methodologies for continuation of service delivery) because of COVID-19.
 - b. New policies and procedures because of COVID-19.
 - c. New professional development opportunities to meet growing demands and heightened issues within the community specific to housing, homelessness, food insecurity, mental and physical health, etc.

COCA: \$80,000

Covers staffing and technical services upgrades**, to leverage and build additional resources for long term sustainability.

1. COCA will engage staff to provide technical assistance to arts, culture, history and heritage organizations seeking to apply for ARP CARES funding at the local, state and federal level for leveraged impact including:
 - a. Promote the program(s) to arts, culture, history and heritage organizations.
 - b. Provide technical assistance to all arts, culture, history and heritage
 - c. Expand database and upgrade communications to arts, culture, history and heritage organizations for ARP CARES programs.
2. COCA will provide resources for arts, culture, history and heritage organizations seeking to relaunch, reengage, and re-open as a direct result of COVID-19 programs and services interruptions.
 - a. Conduct one-on-one consultations with COCA Members to ensure they have adequate equipment, personnel, technology, and resources to operate.
 - b. Host public forums on industry-specific recovery plans, safety measures, audience engagement and other methods put in place by organizations because of COVID-19 to meet need for services programs.
 - c. Provide access to best practices, policies, and procedures for solutions to items discovered through consultations referenced above.
 - d. Upgrade technologies to meet changing industry needs.

3. COCA will assess needs, coordinate resources and implement services for current and new organizations:
 - a. New technology, communications and engagement platforms; software needs; physical distancing practices and methodologies for continuation of service delivery because of COVID-19.
 - b. New policies and procedures because of COVID-19.
 - c. New professional development opportunities

**** Request falls outside scope of services in city and county contracts**

Any additional funding needs not supported through tasks outlined by sub-sector specificity covered by COCA (arts, cultural and heritage organizations) and UPHS (human service organizations) at a local, state and federal level will be referred to INIE and their Revenue Resource Center for assistance.

INIE: \$100,000

Covers staffing, technical assistance, grant research assistance and fund development consulting to leverage and build resources for long term sustainability.

1. INIE will provide technical assistance for the ARP CARES funding as well as other local, state and national resources related to COVID19 recovery. Technical assistance will include the following:
 - a. Promoting the program(s) to the nonprofit sector
 - b. Providing technical assistance to all nonprofit organizations
 - c. Guidance through ARP CARES application process and online platform
 - d. Conduct training webinars on grant requirements, eligibility and application portal
2. INIE will provide research services to include all funding sources (government, foundations and corporate) to aide nonprofit organizations with COVID19 relief grant funding and other revenue resources.
 - a. Initial fund development consultations
 - b. Development pipeline to include a minimum of 5 grant leads
 - c. Access to grant writing/research templates and sponsorship templates
3. INIE will provide access to 4 national grant database systems for nonprofits to conduct grant research. The systems will be accessible at the INIE Revenue Research Center located in the TCC Center for Innovation at 300 West Pensacola Street.
4. INIE will provide free access to education classes and/or workshops to include in-person or virtual classes on the following:
 - a. Basics of Grant Writing (Education Class)
 - b. Basics of Grant Research (Education Class)
 - c. Online tutorials for grant research systems
 - d. Access to free online webinar library
5. INIE will leverage investment with existing COVID-19 CareerSource grant for the sustainability of service

COVID19 IMPACT on NONPROFITS

April 2021

Methodology

The COVID19 Impact on Nonprofits Survey was conducted March 26th - April 5th, 2021 with answers to 15 questions collected using Google Forms. The survey was promoted through direct email, social media and digital newsletters from the Council on Culture and Arts (COCA), United Partners for Human Services (UPHS) and the Institute for Innovation and Excellence (INIE). The Google Forms tool collects submitted data and the results are consolidated into one response according the proposed question. In addition, survey data results were further presented using information obtained by Guidestar.

In some instances, the report will provide a data comparison between a nonprofit sector survey conducted by the Institute for Nonprofit Innovation and Excellence in March 2020 that received 41 responses.

Samples size

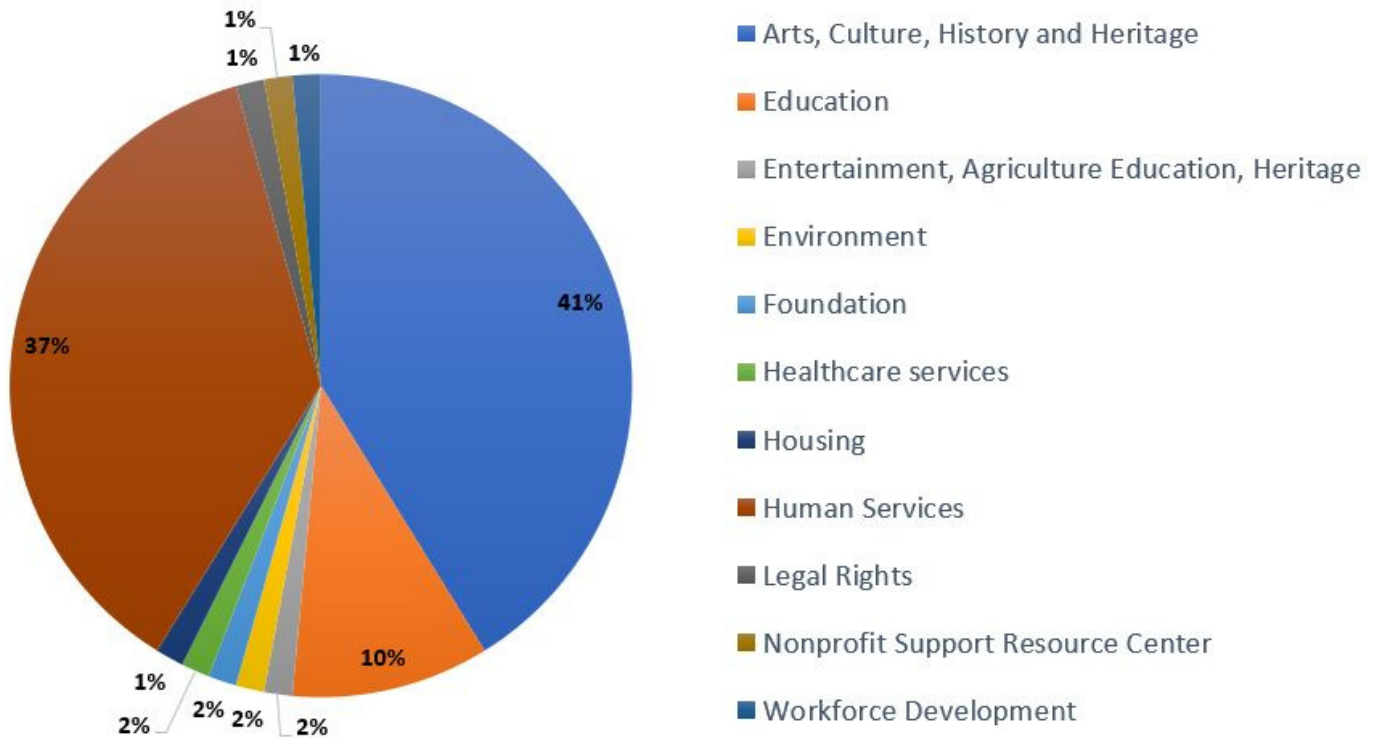
Target: 501C3 registered nonprofit organizations based in Leon County/City of Tallahassee. The survey received 68 responses in 2021 and 41 responses in 2020.

At the time of the March 2021 survey, there were 2,600 nonprofit organizations registered in Leon County. Out of 2,600 registered nonprofits, only 28% (or 683) of those nonprofits have gross receipts over \$1. These 683 nonprofits are considered "active nonprofits". Recent findings revealed that 78% of active nonprofits in Leon County reported gross receipts under \$500K and 68% of them have expenses of \$100K or more.

presented in collaboration by



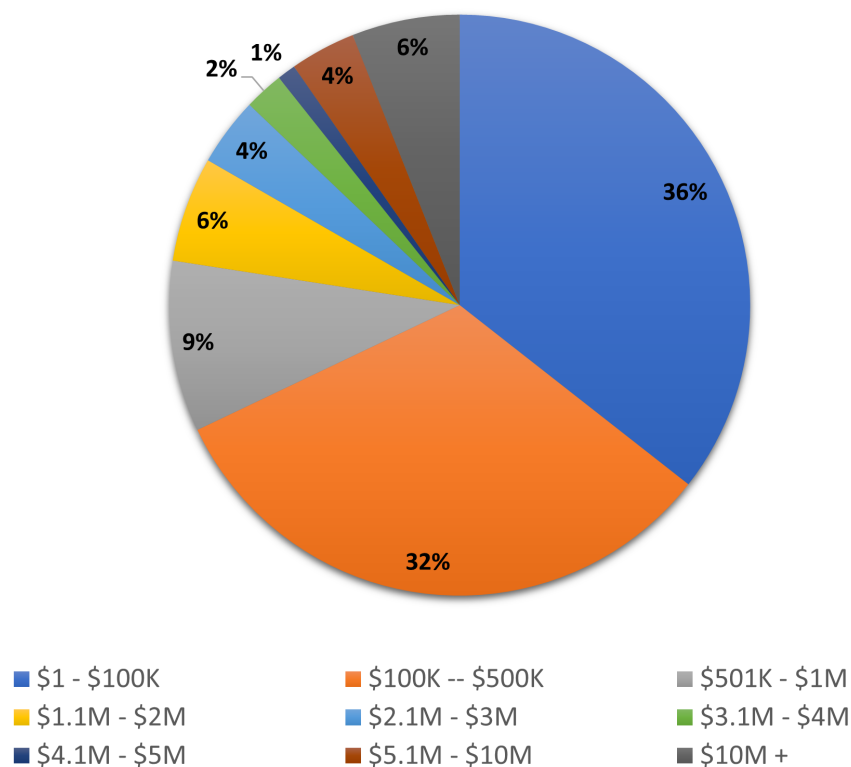
1. 2021 Nonprofit Representation by sub-sector category



Other:

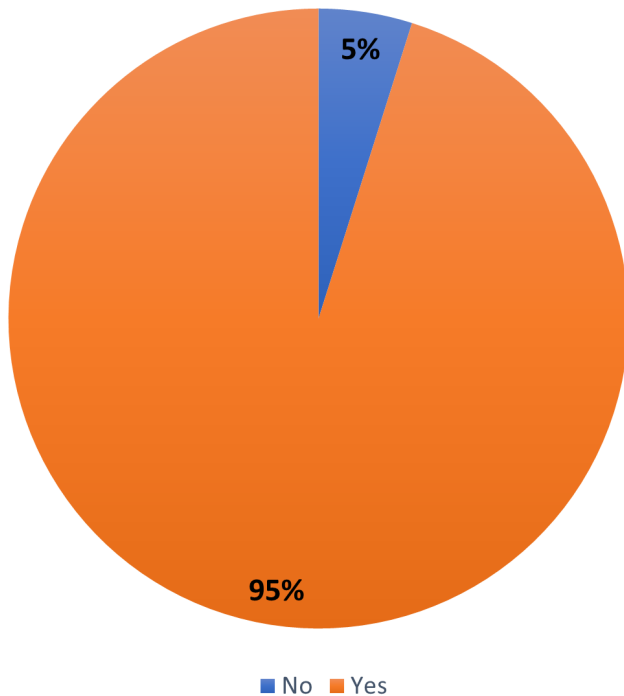
1% - Legal Rights	2% - Healthcare Services	1% - Nonprofit Resource Center
2% - Environment	1% - Workforce Development	1% - Housing
1% - Foundation	2% - Entertainment, Agriculture Education and Heritage	

2. 683 Nonprofits have gross receipts over \$1. This represents 26% of the total nonprofits registered in Leon County (2,600). Below is the percentage breakdown by gross receipts.

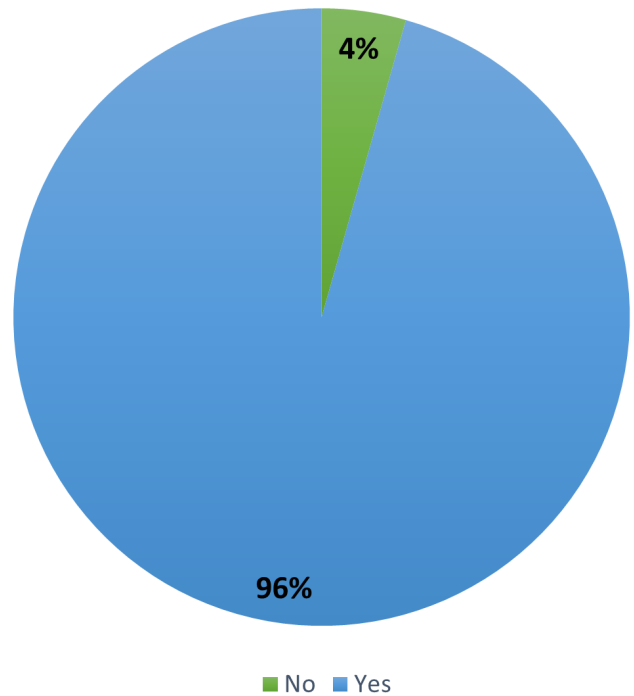


3. Have you cancelled any events or gatherings as a result of COVID19?

2020 Results

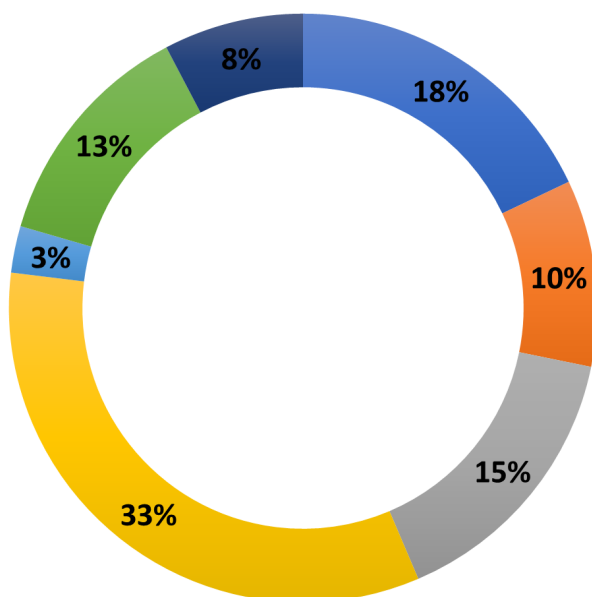


2021 Results



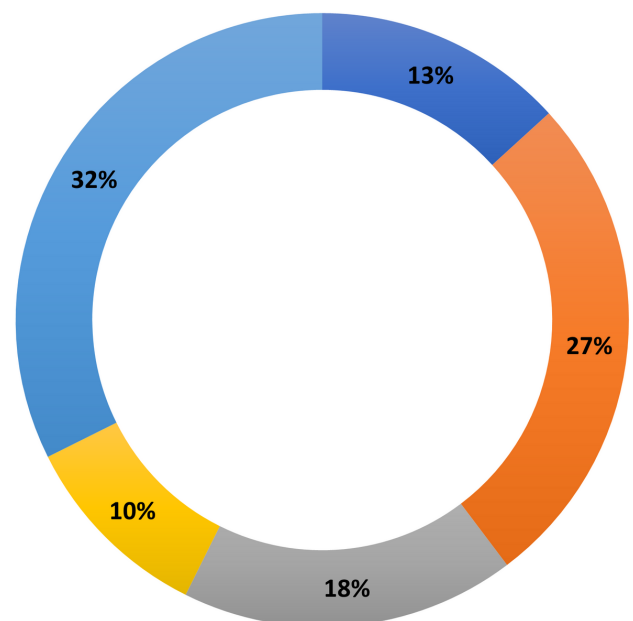
4. If "yes" to question #3, what is the financial loss to your organization for the cancellation of the event(s), program(s), or gatherings?

2020 Results



■ \$1 - \$1,000 ■ \$1,001 - \$3,000 ■ \$3,001 - \$10,000
■ \$10,001 - \$30,000 ■ \$40,000 ■ More than \$50,000
■ Unknown

2021 Results

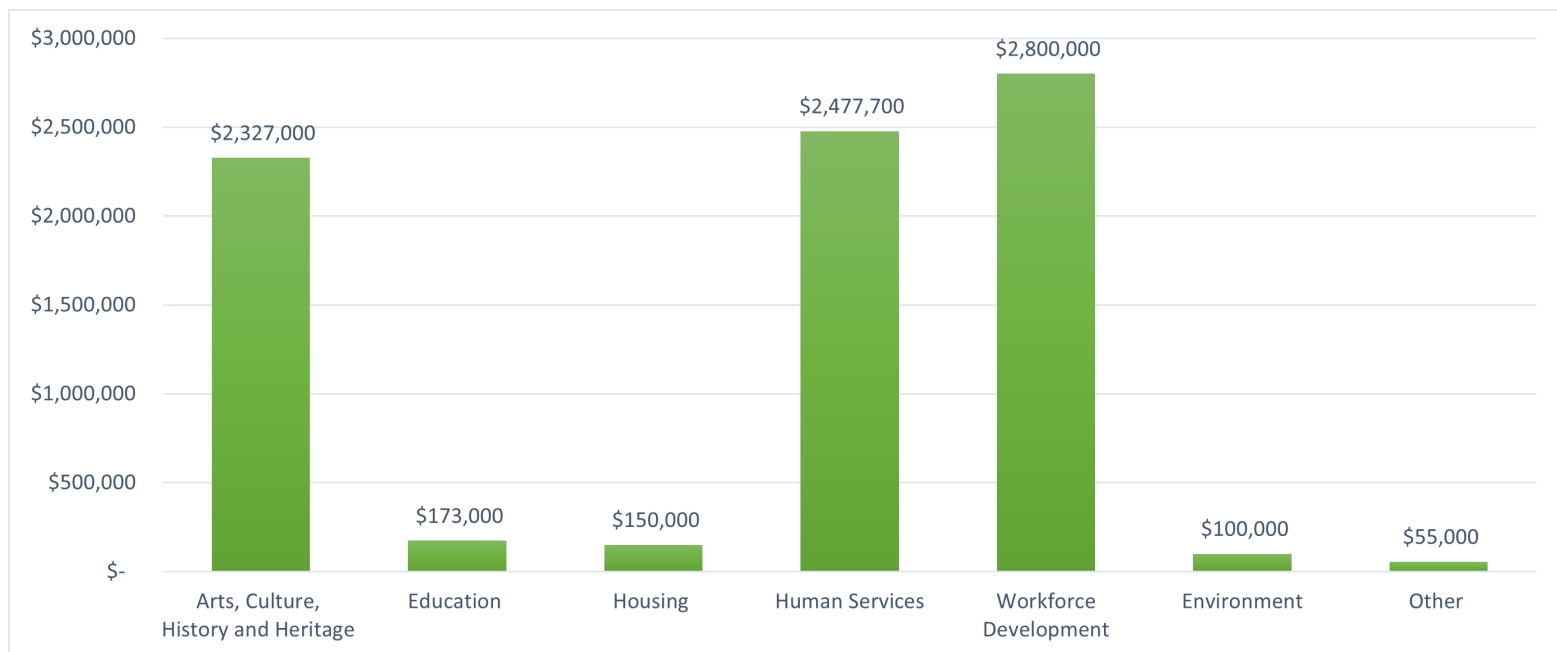


■ \$1 - \$5,000 ■ \$5,001 - \$15,000 ■ \$15,001 - \$30,000
■ \$30,001 - \$45,000 ■ Over \$45,000

5. Considering how COVID-19 has impacted your organization, how much additional financial assistance will you need to sustain your organization through year-end 2021?

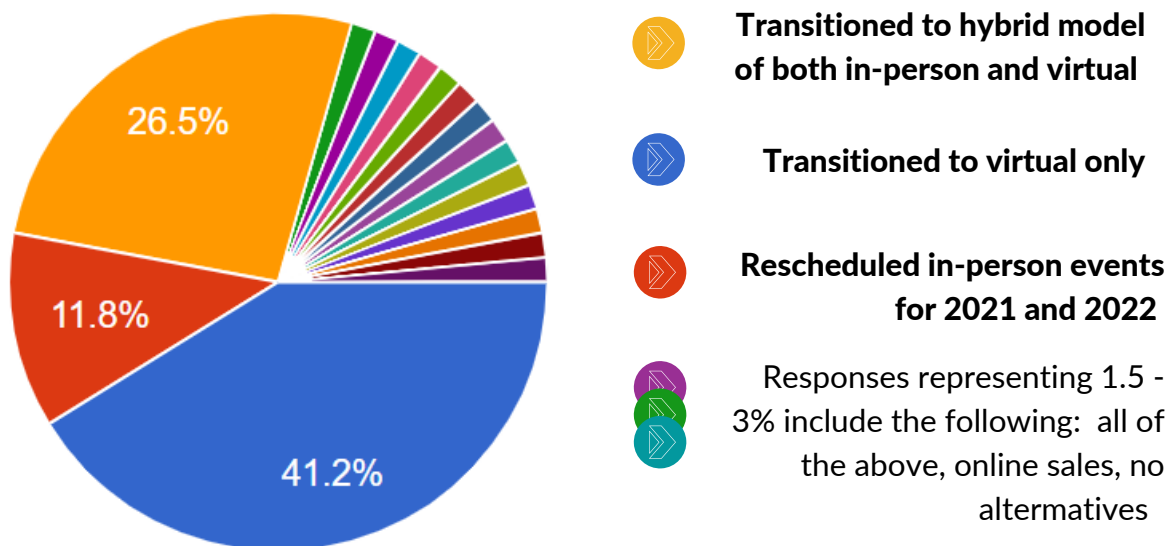
57 nonprofits indicated that they would need additional financial assistance to sustain their organization through year-end 2021. The grand total of this support equals....

\$8,082,000



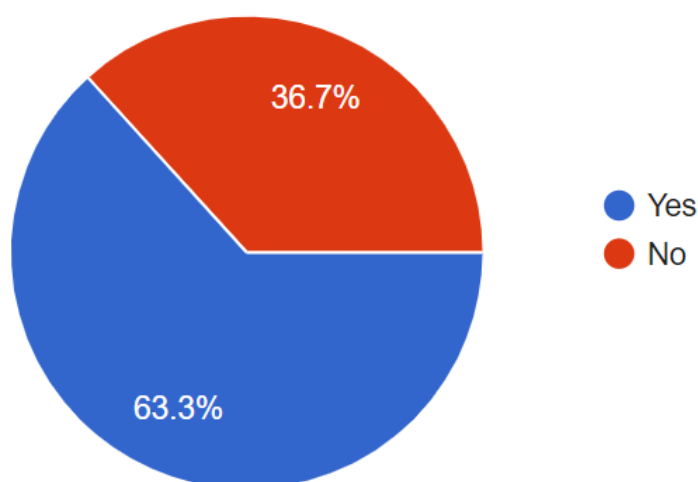
6. How has your organization responded to cancellation of events/classes/activities?

This question was not asked in the 2020 survey.

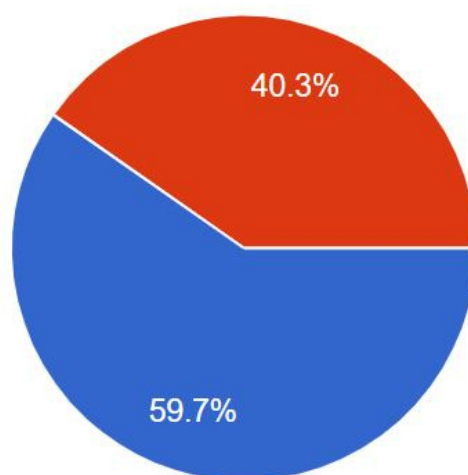


7. Have you shuttered or ceased program/service activity of any kind for clients, members or customers?

2020 Results

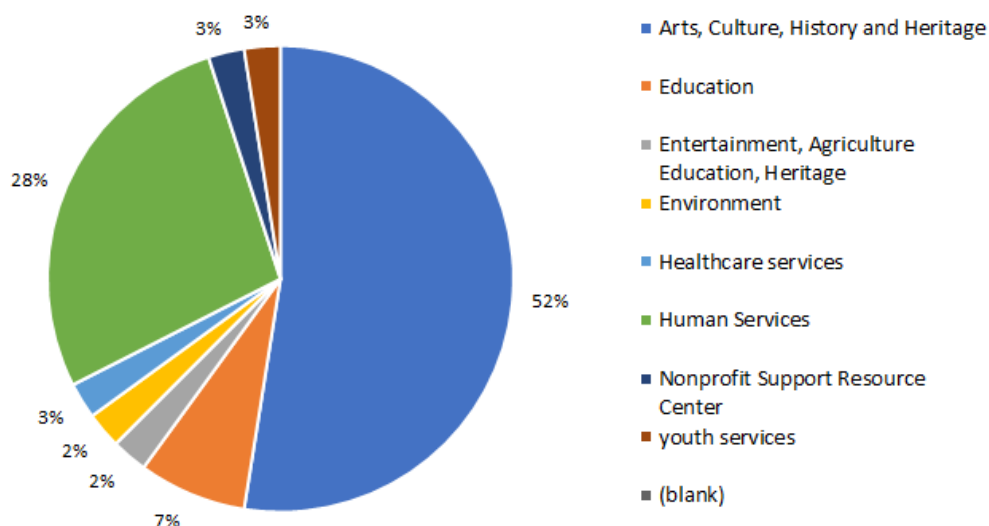


2021 Results



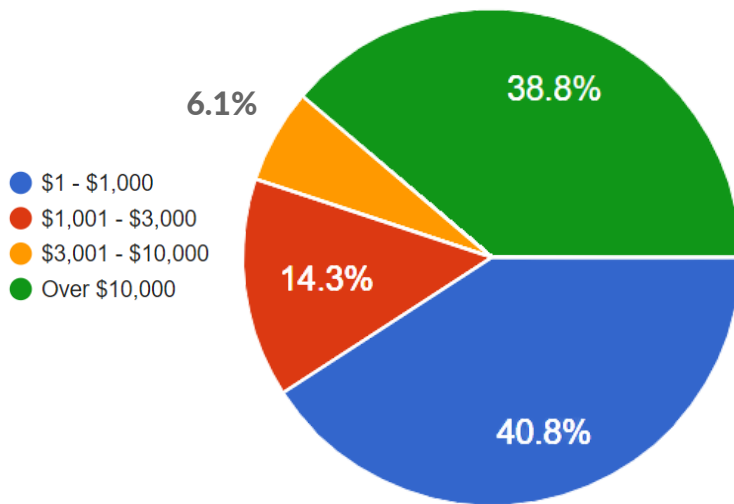
2021 Results

"Yes" - Shuttered or Ceased Program/Services by Sub-Category

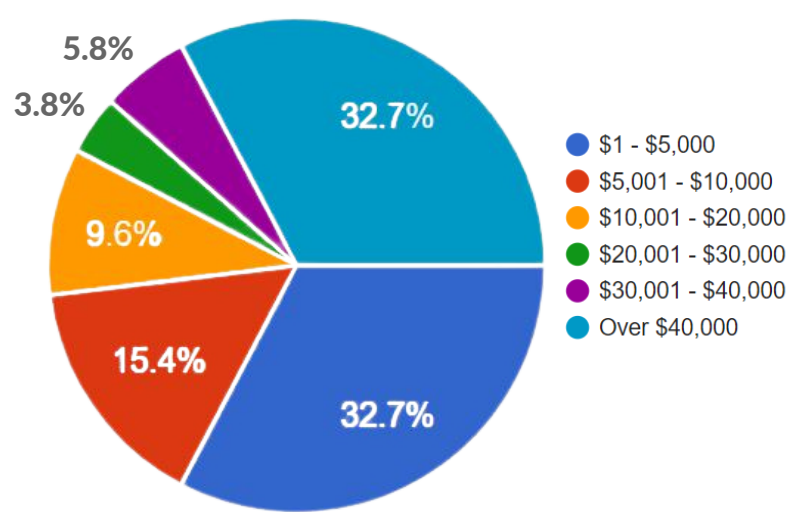


8. If you shuttered or ceased program/service activity, what was the financial loss to your organization?

2020 Results



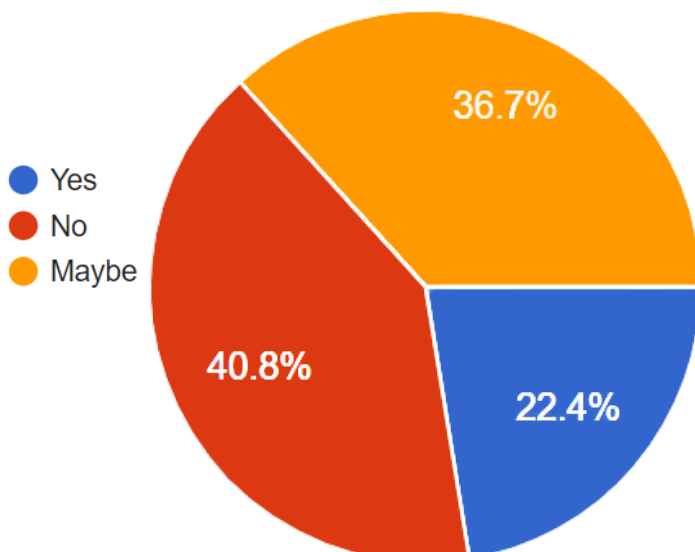
2021 Results



At the onset of the pandemic (2020), 39% of local nonprofits anticipated a loss of \$10K or more, however in 2021 52% experienced losses of \$10K - \$40K and 33% experiencing a loss of \$40K+

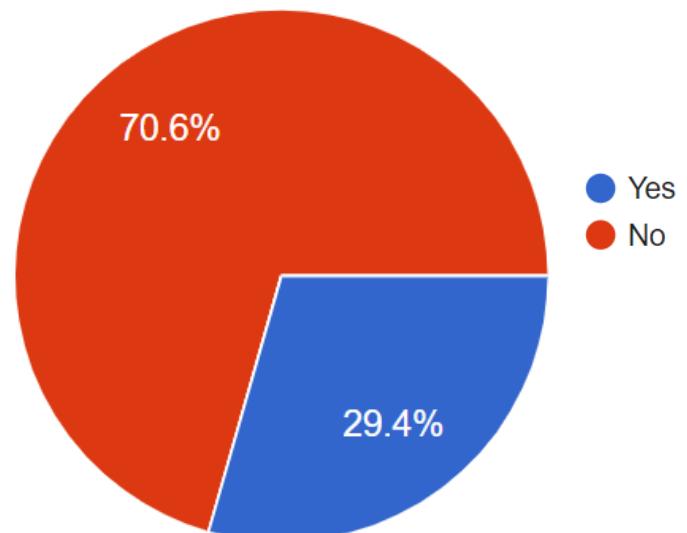
9. If the current environment from COVID19 exists after 4 weeks, will you have to terminate jobs?

2020 Results



10. Has your organization had to terminate, lay-off or furlough any employees due to the COVID-19 pandemic?

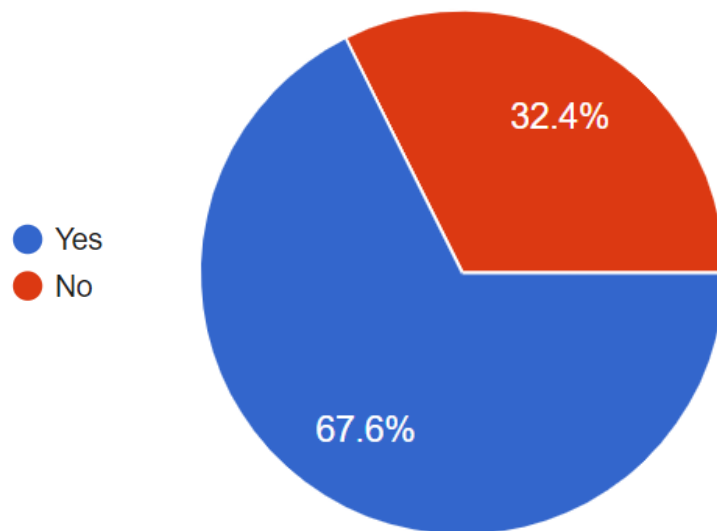
2021 Results



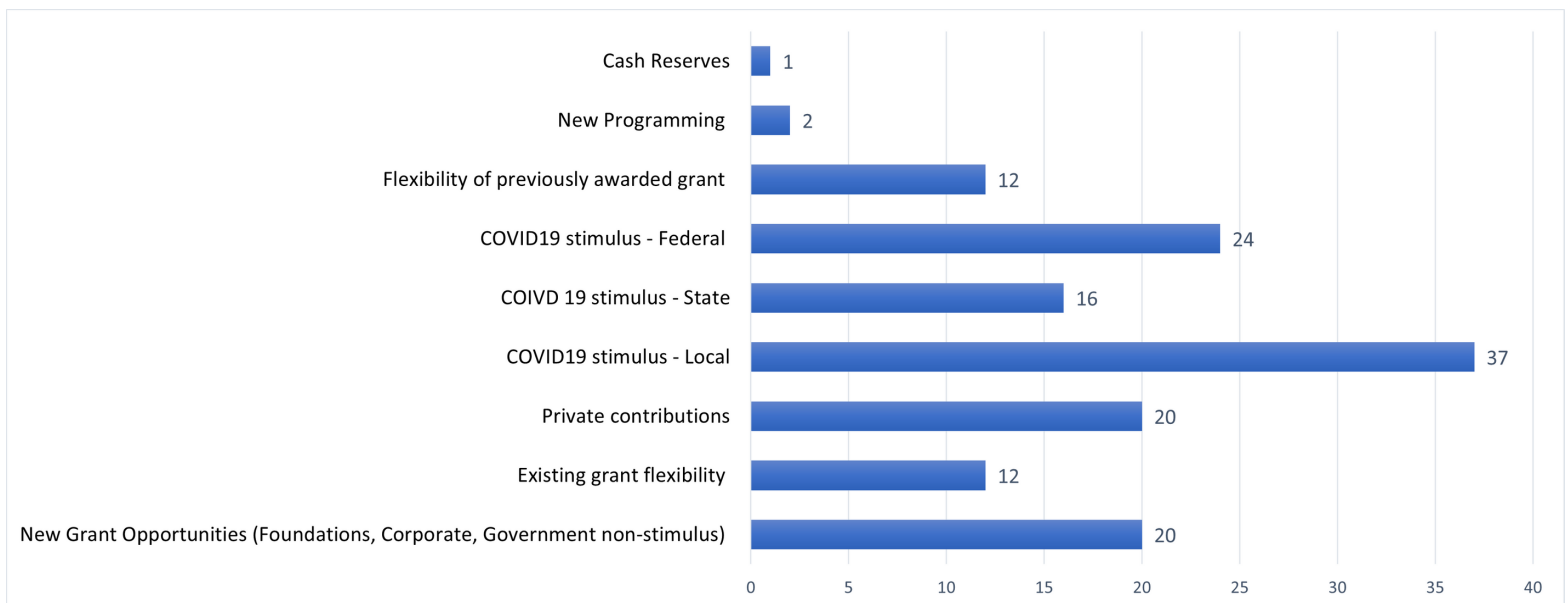
11. If you lost funding or anticipate a loss of funding, have you been able to make up any shortfalls with new funding streams?

This question was not included in the 2020 survey.

2021 Results

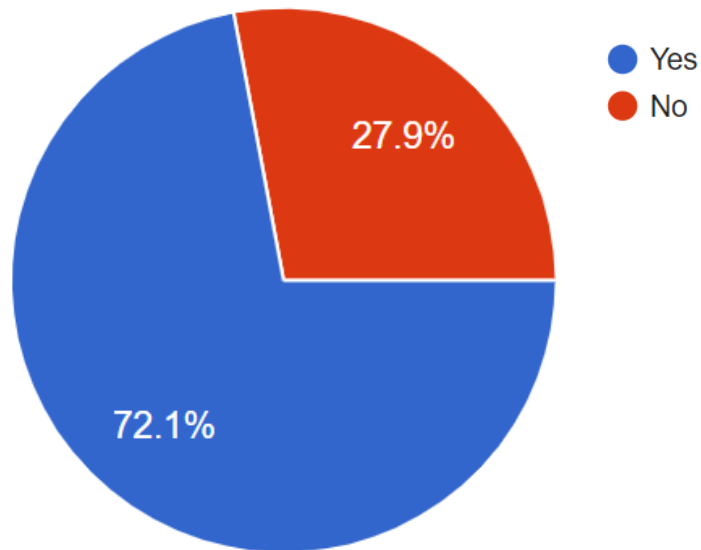


12. If you were able to make up any shortfalls in funding, how have you been able to do so? (Check all that apply)

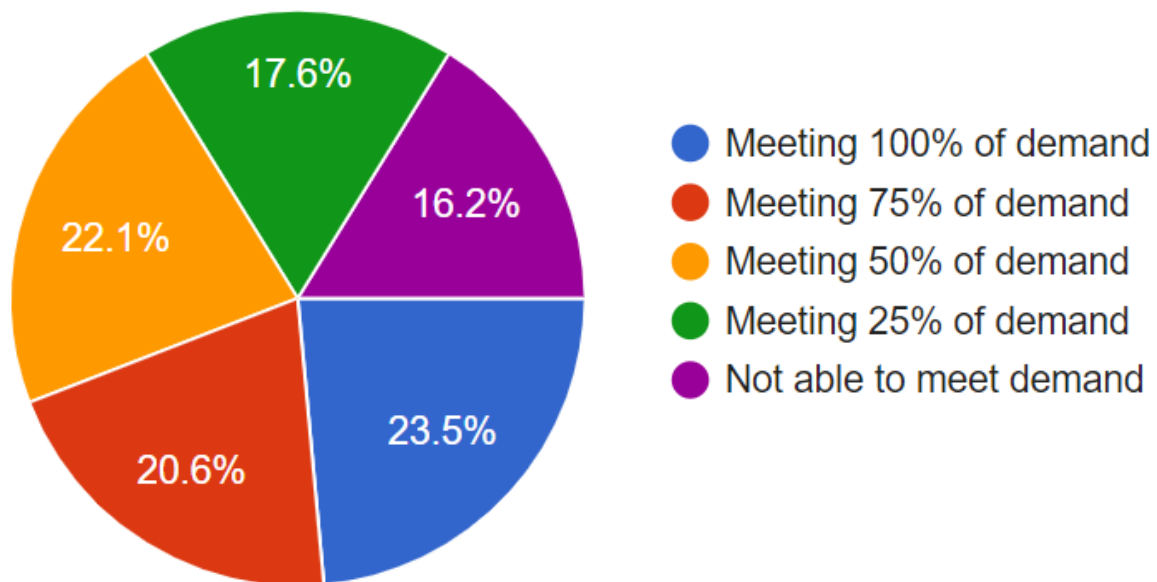


13. Has the need for your services increased since the onset of the COVID-19 pandemic ?

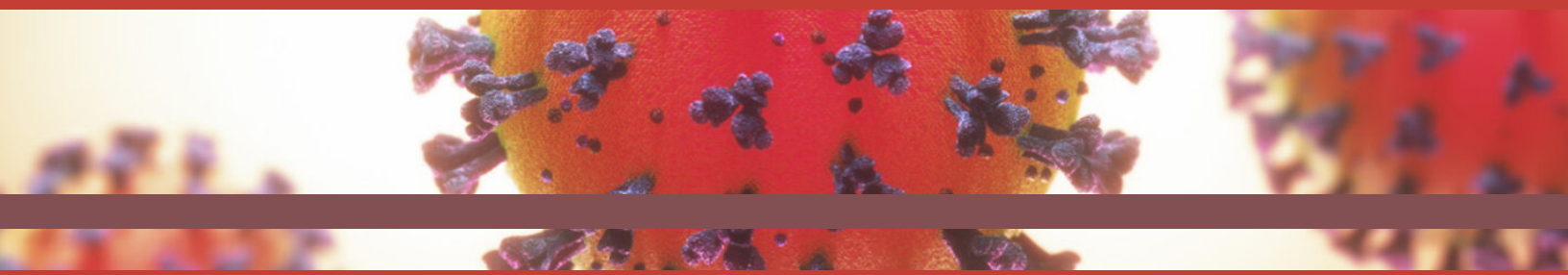
2021 Results



14. If you have an increased in demand for services, what percentage are you able to meet those demands?



COVID19 IMPACT on NONPROFITS



How has the pandemic effected your ability to achieve your mission?

In some ways we have been able to expand - growing our organization to have more of a statewide presence during this remote team, but Zoom fatigue impacts us immensely with our educational events and opportunities. In addition, while, with the afore-mentioned support, we made it through 2020, in 2021, some of our funders have changed their funding cycles and/or reduced their funding so that 2021 is possibly a more concerning year, fiscally, than 2020 ended up being.

It has limited our face-to-face ability to serve, but it has caused the three county region to lose over 10,000 people in our labor pool. We have continued to be down 60-70% in those people accessing our services. The result is that the business community we serve is having a difficult time finding the talent they need to thrive. We think that after all the waivers expire and schools come back completely, that most of those who left the labor pool will return. Many will want to upskill to find a better paying job.

It limited our ability to provide direct services. We simply could not see our clients. Because we could not see them, we could not provide their caregivers with the break that is a large part of our mission. It limited our ability to offer counseling to caregivers who were struggling with how best to care for their loved one. This makes them vulnerable to anger, depression and exhaustion.

It has limited the number of students we can serve, eliminated our live audiences, limited our donations and fundraising, and caused us to incur large additional costs we could not have borne without COVID-related relief.

Well, to be specific, we just lost a \$30k grant, and one grant, which we were planning on for ~\$100k, came in at 30k. So, all in all, that is a loss of around 100k.

We strongly support local government issuing another round of funding for non-profit agencies, particularly small ones like ours. This funding was vital to our being able to maintain services for human trafficking victims in 2020-21 as well as bolster our online presence, a necessity.