



COUNTY OF DURHAM

WENDELL M. DAVIS
COUNTY MANAGER

December 11, 2015

Dear Nonprofit Community,

Since FY 2014-15, Durham County began developing the infrastructure required to implement the Managing for Results business model. Managing for Results involves a systematic approach for governing, evaluating outcomes and allocating resources. Some of you may recall my remarks on the changed business process during the application workshop held January 20, 2015 for the current fiscal year. During that conversation, I shared that Durham County Government would phase the Managing for Results business implementation over a four-year period. In addition, I also indicated nonprofit organizations could anticipate changes to the nonprofit program to align with the Managing for Results business model.

The current Durham County FY 2015-16 adopted budget includes \$3.5 million dollars which were realigned to support higher priorities and operational efficiencies. As the County prepares for the FY 2016-17 budget year, a continuous focus on process improvements will occur to help achieve the optimal use of public local dollars. At a recent Board of County Commissioners retreat, staff and I shared various approaches used to manage the nonprofit grant application cycle at peer jurisdictions. The Board of County Commissioners and I desire to continue these important relationships with the nonprofit community to help ensure we collectively address pressing community needs. Since 1997, Durham County Government has awarded over \$18 million through the nonprofit funding program.

Changes to the nonprofit funding application process will be implemented over a two-year period. Modifications align with the best practice of our peers, including shifting the decision-making authority of the County's nonprofit partnerships to our subject matter experts at the departmental level. The following section outlines changes that will occur during fiscal years 2016-17 and 2017-18.

For FY 2016-17, the following changes will be implemented:

- There will not be an application cycle for FY 2016-17 to solicit the funding of nonprofit agencies.
- Currently funded nonprofits will be:
 1. Funded flat for FY 2016-17 after each organizations' standing is recertified.
 2. The contract management will be moved into the county departmental budgets that most closely align with their work.
- In January 2016, Budget staff will communicate with currently funded nonprofits regarding their FY 2016-17 contract. Such nonprofits will have until February 26, 2016 to confirm their continued participation in the nonprofit funding program.

For FY 2017-18 and beyond, we will transition away from the nonprofit funding program and into a Request for Proposal (RFP) format that solicits specific services from community service providers. Currently, we ask nonprofits to broadly align grant proposals with our Strategic Plan. The changed RFP approach will seek more specific proposals that target specific community issues. The RFP process will be clarified by November 2016 for the FY 2017-18 budget.

While much of this is in the planning stages, we understand that you will have questions in the meantime. We will share information with you at the dates mentioned, but if you have questions that were not addressed in the information above, please contact Andy Miracle at bmsnonprofitapp@dconc.gov or 919-560-7065. We appreciate the commitment that you have made to the betterment of the Durham community and we look forward to continuing these important relationships in the future.

Regards,



Wendell M. Davis