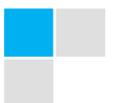


2017

NEVADA FEDERAL REVENUES BRIEF

A grant resource guide prepared for the Nevada
Association of Counties Conference (September 2017)



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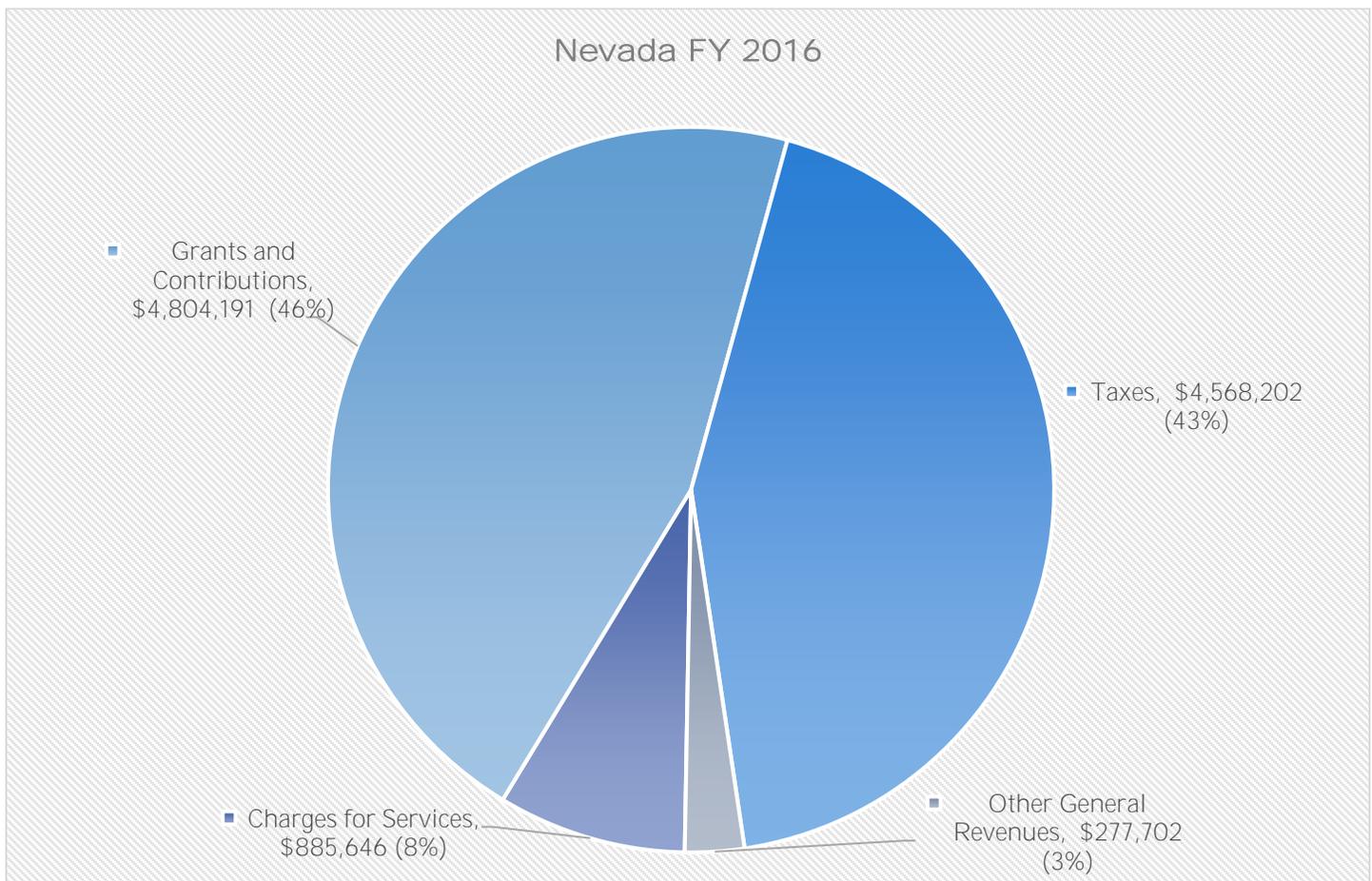
EXECUTIVE SUMMARY

Since the 1970's, Congress has passed legislation to develop Federal grant policy focused on increasing the benefit of grants to the public. Congress serves as the voice of the people and appropriates funds to grant programs and projects each year. The Executive Office of the President, the Office of Management and Budget (OMB), helps to implement the laws through Executive Orders and Guidance that define administrative rules. Each Federal grant-making agency then creates internal and external policies and procedures based on the OMB guidance. These agency-specific policies for award recipients do not carry the weight of law, though they may be required of award recipients if they are listed in the Notice of Award. State governments - as the primary pass-through entity - may add their own requirements based on state legislation.

The introduction of the Uniform Guidance has highlighted the need for improved transparency and alignment of grant requirements as they are passed through to the recipient community. As the largest Federal grant recipient group, state and county governments have an opportunity to work together to seamlessly align grant requirements, eliminate confusion and help improve the acquisition and management of Federal revenues. To that end, this brief will introduce some ideas to create better alignment among state and county governments in the acquisition and management of Federal grants:

STATE GRANT REVENUE LANDSCAPE

According to the U.S Census Bureau, Nevada was the 2nd fastest-growing state in 2016. Nevada grew by 2%, or 56,300 people, from 2015 to 2016. Revenues to provide governmental activities in FY 2016 totaled \$10.54 billion for Nevada's state government. Grants and contributions accounted for 46% of total revenues.



Source: State of Nevada Consolidated Annual Financial Report, Fiscal Year Ending June 30, 2016

COUNTY GRANT REVENUE LANDSCAPE

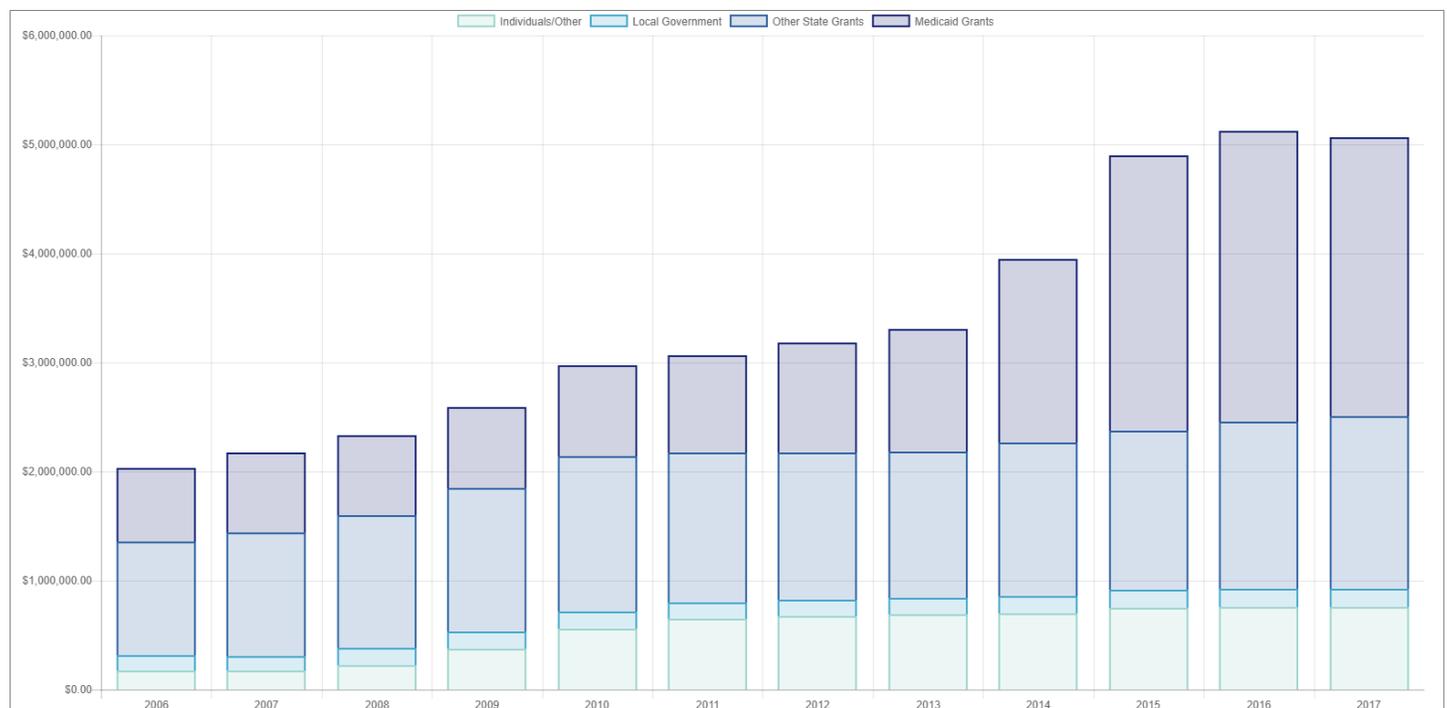
Among Nevada counties, grant and contribution revenue ranged from \$200,000 to \$534 million and accounted for roughly 3% to 19% of total revenues for government activities in FY 2016.

County	Population	Grant & Contribution Revenue (in millions)	Total Revenue (in millions)	Grant Revenue as % of TTL Revenues	Per Capita Return (PCR)
Clark County	2,155,664	\$534.1	\$2,835.2	18.84%	\$247.7
Washoe County	453,616	\$81.5	\$476.2	17.11%	\$179.6
Carson City/County	54,742	\$8.7	\$21.1	41.18%	\$158.5
Lyon County	53,179	\$7.6	\$45.6	16.67%	\$142.9
Elko County	52,168	\$3.1	\$50.6	6.05%	\$58.7
Douglas County	48,020	\$9.4	\$94.4	9.95%	\$195.5
Nye County	43,423	\$3.3	\$59.0	5.64%	\$76.7
Churchill County	24,198	\$2.1	\$28.0	7.61%	\$88.0
Humboldt County	16,842	\$1.1	\$29.1	3.83%	\$66.1
White Pine County	9,682	\$2.9	\$21.3	13.47%	\$297.0
Pershing County	6,560	\$2.6	\$13.0	20.27%	\$402.3
Lander County	5,702	\$1.1	\$25.6	4.25%	\$191.2
Lincoln County	5,055	\$1.3	\$11.5	11.47%	\$262.0
Mineral County	4,449	\$1.2	\$9.4	12.54%	\$264.0
Storey County	4,051	\$0.7	\$23.4	2.89%	\$166.6
Eureka County	1,917	\$1.0	\$18.0	5.80%	\$545.2
Esmeralda County*	790	\$0.2	\$1.9	12.52%	\$306.3

Source: FY2016 Consolidated Annual Financial Reports and United States Census Bureau / American FactFinder. "Annual Estimates of the Resident Population: April 1, 2010 to July 1, 2016." 2016 Population Estimates Program. (*FY 2015 CAFR data used)

GRANT REVENUE TREND (2006-2017)

Over the past decade, Federal grant revenues to Nevada has increased steadily. In 2014 and 2015, Medicaid grants to the state increased sharply. Federal funds to the state has increased slightly over the same period. Federal funds to local governments and individuals has remained relatively flat since 2015.



8 PRACTICAL TAKEAWAYS

Despite the plethora of public data available, it can be difficult to navigate information about Federal programs, funding opportunities, and current awards to find the best available resources to address the most pressing challenges in local communities. This is especially true for county governments that may lack the capacity or experience partnering with the Federal government. Further, to manage and report on these awards, county governments must interface with multiple reporting requirements and systems, creating expensive administrative burden. Here are some practical perspectives and strategies that you should consider in the development of a strategic grant strategy to maximize Federal and non-Federal grant resources.

1. **Collaborate:** The Nevada Grants Office can assist local and non-profit agencies to inform of opportunities, enhance collaboration efforts, write and/or edit applications, and provide training and technical assistance. You can contact the office at grants@admin.nv.gov.
2. **Shared Investment:** Shared service arrangements are also a good way of mitigating costs among counties with smaller populations and limited access to experienced grant professionals. Many counties across the country have set up a fund (grants) development office that serves as the central office for multiple jurisdictions. These offices help identify eligible grant opportunities, assist in developing competitive proposals and drive more grant dollars into the communities they represent.
3. **Expand Funding Scope:** Go after more than Federal and state grants. There is upwards of \$300 billion in foundation and private funding available annually. Non-Federal grants can have less restrictions and also be used as matching costs for Federal and state funds.
4. **Public-Private Partnerships (P3):** Many county governments are partnering with private organizations to apply for foundation grants. When strategically aligned, local community organizations can open up more funding opportunities to pursue and are great partners to carry out the work.
5. **Strategic Planning:** Approximately 80% of Federal grants are resolicited each year, which means that grant seekers can often use older notifications to find and identify resource needs for future funding opportunities. Waiting to start your application when the notice of funding availability is released will significantly decrease your chance of winning.
6. **Separate Outcomes:** Some projects that county governments attempt to fund through a grant will be too big in scope to fund as a single project. Break these projects up into smaller parts where your proposed outcomes are more reasonable to the funder.
7. **Replace General Funds:** Consider funding projects or programs that have traditionally been funded by general funds with grant funds, if they have a better chance of being funded and do not violate supplanting or maintenance of effort requirements. These types of programs are often easier to fund because there is evidence of performance, available resources and reliable information to include in a proposal.
8. **Modernize Your Systems:** Technology has improved dramatically over the years. It has also become more affordable. Consider modern systems to build capacity and demonstrate to funders that you have the infrastructure in place to properly manage a grant award and meet reporting requirements.

For help implementing these strategies in your county, please contact James Ha by email at jha@ecivis.com, or by phone at 877-232-4847, ext. 5338. Go to www.ecivis.com to learn more about how eCivis can help you maximize your grant resources.

eCivis helps thousands of county governments enrich their communities through federal, state, and foundation grant funds. Our innovative cloud-based grants management system addresses every stage of the grants life cycle, helping to transform and simplify processes. From finding a grant to writing an application to managing your grant award, we support you every step of the way. Our work includes providing statewide solutions in Arizona, supporting Detroit's economic comeback, and helping small towns, townships, villages, and tribes win grant funding. Visit our website, www.ecivis.com to learn more about what we do.