

**Connecting the Dots:**  
*Finding Government Funding  
For Your Organization*



@CityofSanDiego  
#IABHelpingSD



International Affairs Board

Hilda Mwangi

October 30, 2019

# Thank You

- Jordan Marks
- Mary Abad, Kenia Zamarripa, Bob Morris, Andre Kwan
- Fabienne Perlov & Chandler Martin
- Dr. Joel Day, Bruce Abrams, Chantai Bradford
- The International Affairs Board
- Mayor Kevin Faulconer and The City of San Diego
- City Councilmembers
- Our Federal, State, and Local Legislators
- Sandwich Emporium, Corner Bakery, Magna Carta Wealth & Prime Lending, Oscar Urteaga for the reception foods



...YOU!



@CityofSanDiego



#IABHelpingSD

# Our Vision and Mission

## ***Vision Statement***

- Enhancing San Diego's Global Identity

## ***Mission Statement***

- The International Affairs Board seeks to:
  - **promote San Diego's global identity,**
  - **encourage cultural connections,**
  - **cultivate international economic competitiveness,**
  - **and advise the Mayor and City Council** on ways that international issues and policies impact San Diego.



@CityofSanDiego



#IABHelpingSD

# Board

- Bruce Abrams, **Chairman**
- Mary Abad
- Valerie Attisha
- Melissa Floca
- Andre Kwan
- Mark Leo
- Jordan Marks



- Chandler Martin (**Chair, Communications Committee**)
- Bob Morris
- Hilda Mwangi (**Chair, Economic Development Committee**)
- Fabienne Perlov (**Chair, Outreach Committee**)
- Oscar Urteaga
- Caroleen Williams
- Kenia Zamarripa



@CityofSanDiego



# Our Partners

UC San Diego

**BBVA**  
Compass



SAN DIEGO  
DIPLOMACY  
COUNCIL

**Sd**  
San  
Diego  
Regional  
Chamber



SAN DIEGO STATE  
UNIVERSITY



THE UNIVERSITY CLUB  
ATOP SYMPHONY TOWERS



WORLD TRADE CENTER®  
SAN DIEGO



@CityofSanDiego

The City of  
**SAN DIEGO**

#IABHelpingSD

# Connecting, Supporting, Empowering

- **2019: What is our value-add to the City of SD and its citizens?**
  - **Connecting** international organizations and initiatives to government resources;
  - **Supporting** our community and businesses' global identity, and ensuring they have the resources to thrive and prosper
  - **Being** a voice to the global citizens of SD
  - **Empowering** our global citizens to be proactive and engaged in civic leadership and service



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# How can you engage with us?

- Attend our meetings
  - Meetings are posted on the City of San Diego's main website
  - Currently 2<sup>nd</sup> Wednesday of each even month
- Apply for vacant positions within our board and others
- Engage with the City of SD on Facebook and Twitter
- **Stay for our October meeting at 6 p.m. featuring presentations from Councilmember Chris Cate (D6) & Honorary Consul to the Philippines, Audie de Castro**



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# Contact

Email:

SDOffice of Boards-Commission

[Boards-Commissions@san diego.gov](mailto:Boards-Commissions@san diego.gov)



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# Thank You!

 @CityofSanDiego

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# *Partnering with the City: Overview of Funding Opportunities*

City Council Offices  
Commission for Arts and Culture  
Economic Development Department

<https://www.sandiego.gov/economic-development/nonprofit-programs>



## Presenters

- **City Council Offices**
  - Lori Witzel, Director, Council Administration
- **Economic Development Department**
  - Meredith Dibden Brown, Community Development Coordinator
  - Stacy Calderon, Community Development Specialist
- **Commission for Arts and Culture**
  - Leticia Gomez Franco, Interim Senior Arts & Culture Funding Manager





## City Funding

- Multiple funding programs
- Similar requirements and processes
- Funding supports City's Strategic Plan, Mission and Vision

The City of San Diego  
**Strategic  
Plan**

### **Mission**

To effectively serve and  
support our communities

### **Vision**

A world-class city for all



## Types of City Grants

- ❑ Community Projects, Programs & Services
  - ❑ Arts, Culture & Community Festivals
  - ❑ Community Development Block Grant
  - ❑ Economic Development Funding
    - Small Business Enhancement
    - Transient Occupancy Tax
  - ❑ Commission for Arts and Culture Funding
- City Council Offices
- Economic Development Department
- Commission for Arts and Culture

## Two-Phase Process



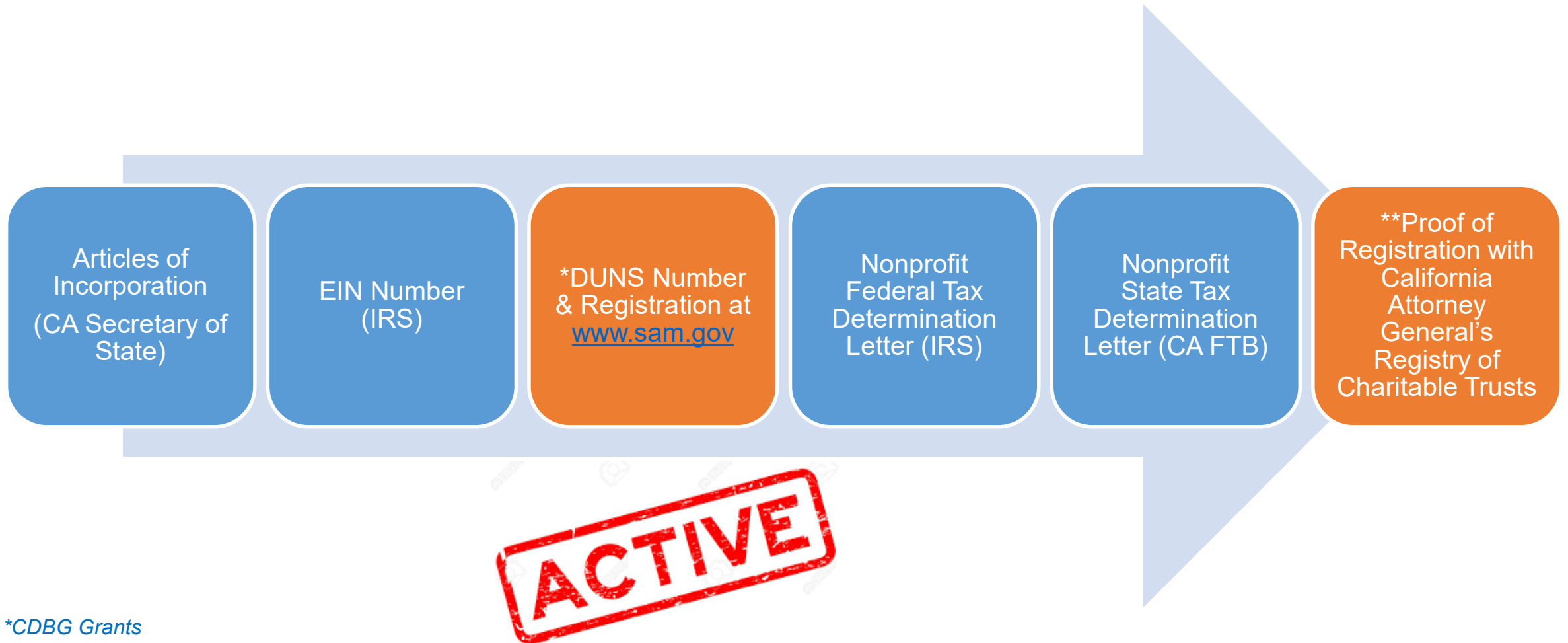
Is the applicant organization ready to contract with the City of San Diego?



What programs and services are proposed that align with the City's goals?



## General Organization Requirements



\*CDBG Grants

\*\*501(C)(3) Organizations



## Organization General Insurance Requirements

### Commercial General Liability

Limits:  
minimum **\$1,000,000**  
per occurrence

Annual Aggregate:  
minimum **\$2,000,000**

### Automobile Liability

(Any Auto or Hired & Non-Owned Autos)

Limits:  
minimum **\$1,000,000**  
per occurrence

Annual Aggregate:  
minimum **\$2,000,000**

### Worker's Compensation

(for paid employees or independent contractors)

Limits:  
minimum **\$1,000,000**

City of San Diego – an Additional Insured

Waiver of Subrogation

# Check Out the New City Nonprofit Programs Webpage!

<https://www.sandiego.gov/economic-development/nonprofit-programs>



The screenshot shows the 'Economic Development' section of the City of San Diego website. The header features a city skyline and the title 'Economic Development'. Below the header is a navigation bar with links: 'Economic Development Home', 'Why San Diego?', 'Start, Expand & Finance Your Business', 'Tax Incentives', 'About Us', and 'Other Resources'. The main content area is titled 'City of San Diego Nonprofit Programs' and includes three images of people working together. Below the images is a section titled 'Funding Opportunities' with a paragraph of text. At the bottom, there is a link to 'City Council Offices (Arts, Culture and Community Festivals & Community Projects, Programs and Services)' and a plus sign icon.

## Economic Development

[Economic Development Home](#) [Why San Diego?](#) [Start, Expand & Finance Your Business](#) [Tax Incentives](#) [About Us](#) [Other Resources](#)

### City of San Diego Nonprofit Programs



#### Funding Opportunities

The City of San Diego offers several funding opportunities for nonprofit organizations each year through an annual process consisting of a Request for Qualifications (RFQ) and a competitive Request for Proposals (RFP). Please note funding cycles and requirements may vary by program. Stay updated on opportunities and deadlines by checking out each funding program's website.

[City Council Offices \(Arts, Culture and Community Festivals & Community Projects, Programs and Services\)](#) +

#### Contact Information

Economic Development  
619-236-6700  
[sdbusiness@sandiego.gov](mailto:sdbusiness@sandiego.gov)

- Funding Opportunities
- General Requirements
- Nonprofit Capacity Building Programs



The background of the slide is a dynamic image of numerous US dollar bills of various denominations (including \$1, \$5, \$10, and \$20) falling from the top against a bright blue sky with soft white clouds. The bills are scattered across the entire frame, creating a sense of abundance and financial flow.

# Funding Opportunities



# Partnering with the City: City Council Offices

## Community Projects, Programs and Services (CPPS) and Arts, Culture and Community Festivals (ACCF) Funding Programs



## Community Projects, Programs and Services (CPPS) Funding Program

### Background

- Community Projects, Programs, and Services (CPPS) is a division in each Council Office. The funding level for each City Council Office's CPPS division is based on estimated savings achieved from the previous fiscal year-end operating budget.
- These funds are governed by Council Policy 100-06.
- CPPS funding is awarded to non-profit organizations and public agencies for projects, programs, and services that provide a one-time social, environmental, cultural, or recreational community need.

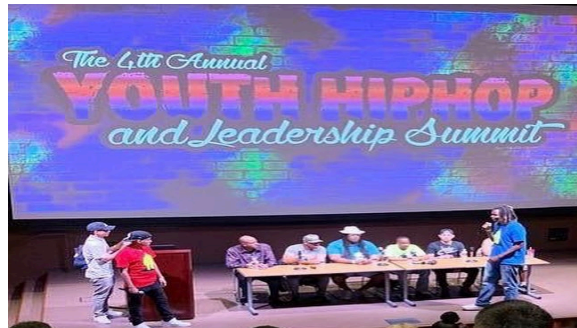




## Arts, Culture and Community Festivals (ACCF) Funding Program

### Background

- Typically, each Council Office is awarded \$40,000 of ACCF Funding each fiscal year.
- ACCF Funding may be awarded to non-profit organizations and public agencies that enrich the community by providing access to local culture and the arts for residents and visitors of San Diego.
- Organizations with a FY20 Commission for Arts & Culture OSP/CCSD contract are ineligible to apply for the Council Office ACCF Funding Program; additional funding can be awarded by the Council Office to augment existing Commission for Arts and Culture TOT contracts.
- ACCF Funding Program is governed by Council Policy 100-23.



## CPPS/ACCF Funding Program

### Program Reminders & Council Policy Review

- Project/program/service must serve a lawful public purpose and be open and cost-free to the public.
- CPPS/ACCF funds cannot be used for food, beverages, travel, private purposes, political, religious, or fundraising activities.
- CPPS/ACCF funds should be considered a one-time resource.
- Project/program/service must occur within the fiscal year.
- CPPS/ACCF funds are paid on a reimbursement basis only.
- Funding awards are at the discretion of each Council Office.
- FY 21 Request for Qualifications will open July 1, 2020 through September 25, 2020.
- Allocations are typically between \$5,000 - \$10,000 for direct services.



## FY19 Council Office Funding Summary

### Total CPPS Funds Expended: \$963,521

- Contracts:
  - **117** Programs, Projects, & Services
  - **\$660,970** Allocated
  - **\$1,000 - \$38,5000** Award Range
- Memos:
  - **28** City Projects
  - **\$302,551** Allocated
  - **\$473 - \$140,000** Transfer Range

### Total ACCF Funds Expended: \$360,000

- Contracts:
  - **10** Programs, Projects, & Services
  - **\$57,000** Allocated
  - **\$2,000 - \$15,000** Award Range
- Memos:
  - **50** OSP/CCSD
  - **\$303,000** Allocated
  - **\$1,000 - \$38,000** Transfer Range







# Partnering with the City

## CPPS/ACCF Funding Program

### Examples

#### CPPS Projects/Programs/Services

**Burn Institute:** Senior Smoke Alarm Program (\$6,145)

**GRID Alternatives:** Energy for All Program (\$8,000)

**I Love a Clean San Diego:** Rose Creek and Tecolote Canyon Cleanups (\$6,000)

**Voices for Children:** Court Appointed Special Advocate (CASA) Program (\$5,500)

**YMCA, Border View Branch:** Teen Computer Lab (\$10,000)



#### ACCF Projects/Programs/Services

**Alliance for Quality Education:** D6 Night Market

**Gaslamp Quarter Association:** Gaslamp Holiday Pet Parade

**Point Loma Summer Concerts:** Point Loma Summer Concerts (\$10,000)

**Spirit of the Fourth, Inc.:** Old Fashioned Independence Day Festival (\$6,250)



\*Previous funding on website- *Funding Allocations*

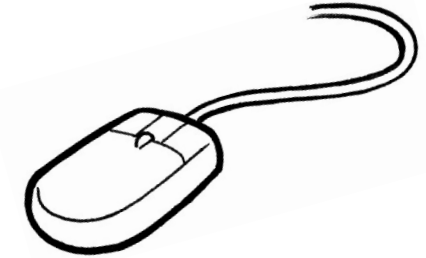
\*Please contact Council Administration directly to discuss organization-specific questions or concerns



# Partnering with the City

## To Learn More

- **Council Offices**→ <https://www.sandiego.gov/citycouncil>
- **CPPS Funding Program**→ <https://www.sandiego.gov/citycouncil/cpps>
- **ACCF Funding Program**→ <https://www.sandiego.gov/citycouncil/accf>
- **Office Hours**→ By Appointment (*phone or in-person*)
- *Join our email list to get updates!*



## Contact Us: Council Administration

Submit CPPS questions to [CPPS@sandiego.gov](mailto:CPPS@sandiego.gov)

Submit ACCF questions to [ACCF@sandiego.gov](mailto:ACCF@sandiego.gov)

Lori Witzel  
Director of Council Administration  
[LWitzel@sandiego.gov](mailto:LWitzel@sandiego.gov)  
(619) 236-6442

Courtney Thomson  
Grants Coordinator/Contracts Administrator  
[ThomsonC@sandiego.gov](mailto:ThomsonC@sandiego.gov)  
(619) 236-5918

Jasmine Mallen  
Grants & Contracts Analyst  
[jmallen@sandiego.gov](mailto:jmallen@sandiego.gov)  
(619) 533-4762



# *Partnering with the City: Economic Development Department*

Community Development Block Grant  
Economic Development Funding





## Community Development Block Grants (CDBG)

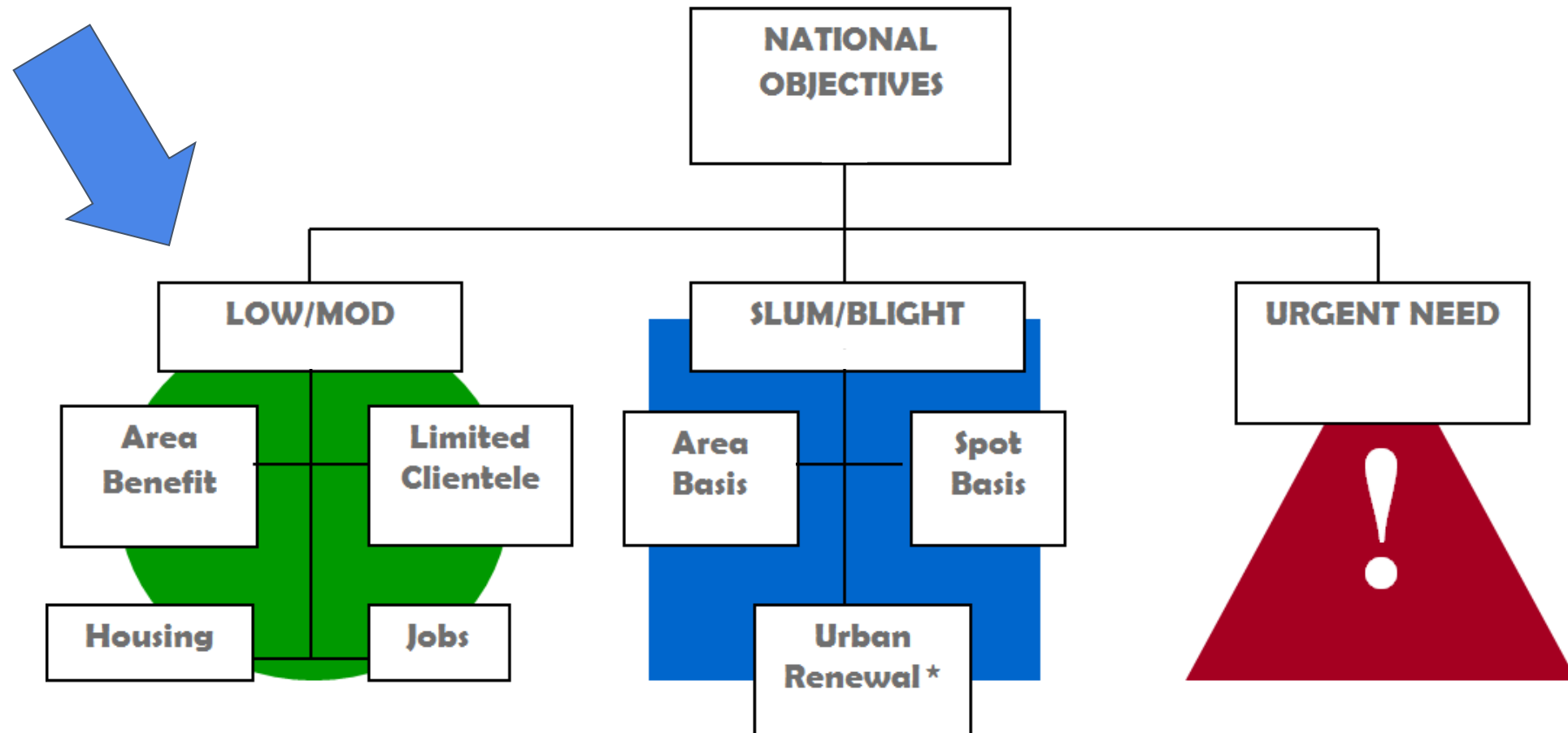
### Primary Objective:

Improve living environment,  
expand economic opportunities, and  
provide decent housing for  
low- and moderate-income residents and areas

- Federal entitlement program established by Housing & Community Development Act of 1974
- Regulations found in 24 CFR Part 570



## Eligibility and National Objectives





## Public Services

Minimum  
Allocation      **\$50,000**



**Left: Mama's Kitchen - Meal Service**  
**Below: Reality Changers - Youth College Prep Services**







## Public Services: Small/Emerging Organizations

Minimum  
Allocation

**\$TBD**

### Wave Academy – Therapy for Veterans







## Community/Economic Development

Minimum  
Allocation

**\$50,000**



**Acción San Diego - business client  
(Wild Island Collective)**





## Nonprofit CIP & Multifamily Housing Rehabilitation

**Minimum  
Allocation**

**\$100,000**

Far Right: **La Maestra** CT Scanning Suite Rehabilitation  
Below: **Jacobs Center for Neighborhood Innovation** Chollas Creek  
Restoration







## Single-Family Housing Rehabilitation

Minimum  
Allocation      **\$100,000**

Below: **San Diego Habitat for Humanity** Home Roof Rehabilitation





## Sustainability

Minimum  
Allocation

**\$100,000**

**GRID Alternatives**  
Rooftop Solar Installation





## Economic Development (ED) Funding

**Small Business Enhancement Program (SBEP)** – Council Policy 900-15  
Microdistricts & Citywide

**Transient Occupancy Tax (TOT)** – Council Policy 100-03  
Economic Development & Tourism Support & Citywide Economic Development

*Allocate SBEP and TOT funding to eligible nonprofits to effectively and efficiently further the goals of the City's Economic Development Strategy including the Economic Prosperity Element of the City's General Plan.*





## Nonprofit Mission and Funding Goals Alignment

### SBEP Funds

#### Goal A

Creates, retains and/or expands  
small businesses with a  
neighborhood-based focus  
*(excluding Business Improvement Districts)*

- Aligns with SBEP Microdistricts -

#### Goal B

Creates, retains and/or expands non-  
base-sector small businesses by offering  
a program to small businesses Citywide  
*(not focused on specific commercial neighborhoods)*

- Aligns with SBEP Citywide -

### TOT Funds

#### Goal C

Promotes the City of San Diego  
as a visitor destination,  
enhancing the Tourism base sector

#### Goal D

Enhance San Diego's economic standing  
and reputation as a Smart City and a  
center for innovation, entrepreneurship  
and technology development for  
base-sector businesses



## Sample Programs/Projects and Funding

### **SBEP Microdistrict (\$3,000 to \$10,000):**

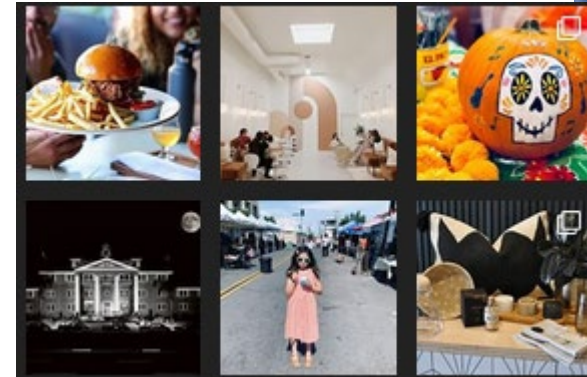
Business training, website development, banners and design elements, marketing programs

### **SBEP Citywide (\$10,000 to \$24,000):**

Technical assistance - intellectual property protection, public sector contracting, veteran business development, resource center

### **TOT EDTS & Citywide (\$20,000 to \$40,000):**

Incubators, technical assistance - venture capital development, export assistance, foreign direct investment, out-of-area marketing, visitor marketing and services





## Contact us!

### Economic Development Department

e: [CDBG@sandiego.gov](mailto:CDBG@sandiego.gov) | e: [SDBusiness@sandiego.gov](mailto:SDBusiness@sandiego.gov)

#### **Stacy Calderon**

Community Development Project Manager

Community Economic Development

e: [SMCalderon@sandiego.gov](mailto:SMCalderon@sandiego.gov)

p: 619-236-6941

#### **ED Funding Manager**

Business Expansion, Attraction & Retention

e: [SDBusiness@sandiego.gov](mailto:SDBusiness@sandiego.gov)

P: 619-236-6700



# Partnering with the City

## *Funding Opportunities:*

# Commission for Arts and Culture



## Organizational Support Program (OSP)

Provides general operating support with an emphasis on the delivery of programs and services that impact San Diego's quality of life and tourism.

### OSP allows for:

- General operating support for arts and culture nonprofits
- Types of applicants: Theaters, Museums, Dance, Music, Heritage and Cultural, Arts Service Organization, etc.
- Delivery of arts and culture programs and services that engage residents and visitors
- Impact on San Diego's quality of life and tourism
- Minimum award: \$5,000





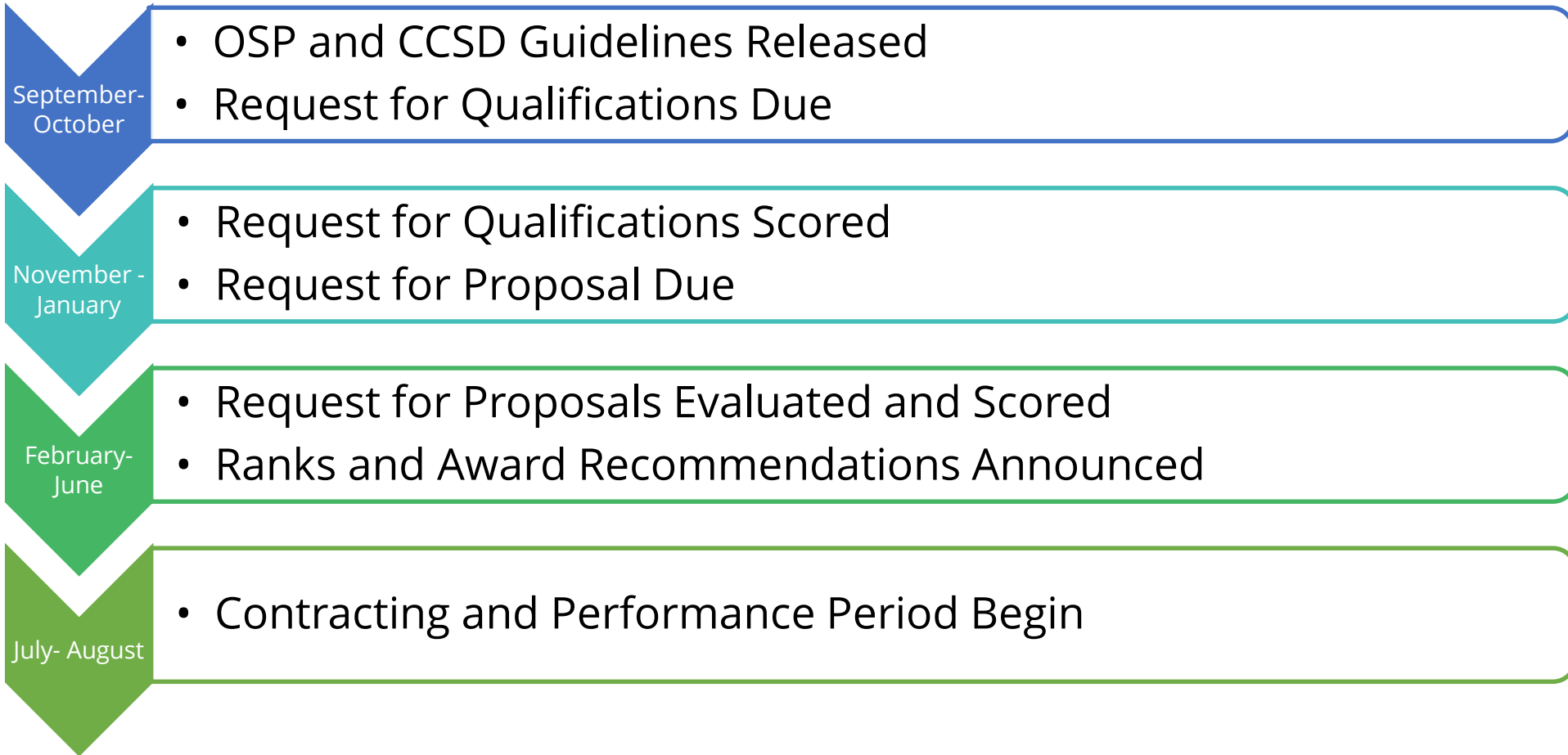
## Creative Communities San Diego (CCSD)

Provides sponsorship for projects, such as community-based festivals, parades, and celebrations that promote neighborhood pride and community reinvestment.

### **CCSD allows for:**

- Project specific support for nonprofits
- Types of projects: Festivals, parades, and celebrations
- Arts and culture activities more available and accessible in neighborhoods
- Allows projects via Fiscal Sponsorships
- Minimum Award: \$5,000





*The City of San Diego's fiscal year runs from July 1 to June 30.*

## Commission for Arts & Culture Funding Programs

### Contact:

Leticia Gomez Franco  
Interim Senior Arts and Culture Funding Manager  
[GomezL@san Diego.gov](mailto:GomezL@san Diego.gov)  
619-236-6778

[www.sandiego.gov/arts-culture/funding](http://www.sandiego.gov/arts-culture/funding)



Commission for  
Arts and Culture

# Questions?





# NEIGHBORHOOD REINVESTMENT PROGRAM & COMMUNITY ENHANCEMENT

COUNTY OF SAN DIEGO DISTRICT 1

KHEA POLLARD, POLICY ADVISOR



# THE GRANT PROGRAMS

## Neighborhood Reinvestment Program

### NRP

The Neighborhood Reinvestment program provides funding to community organizations for public purposes at the regional and community levels throughout San Diego County. Recommendations for allocations are made throughout the year by individual Board members subject to approval by the Board as a whole.

## Community Enhancement Program

### CE

The Community Enhancement Program is funded by a set percent of Transient Occupancy Tax (TOT) revenues. The goal of the Community Enhancement Program is to stimulate tourism, promote the economy, create jobs, and/or a better quality of life. Applications are accepted Jan. 1 – March 1. Recommendations for allocations by individual Board members are made in June. All are subject to approval by the full Board of Supervisors.

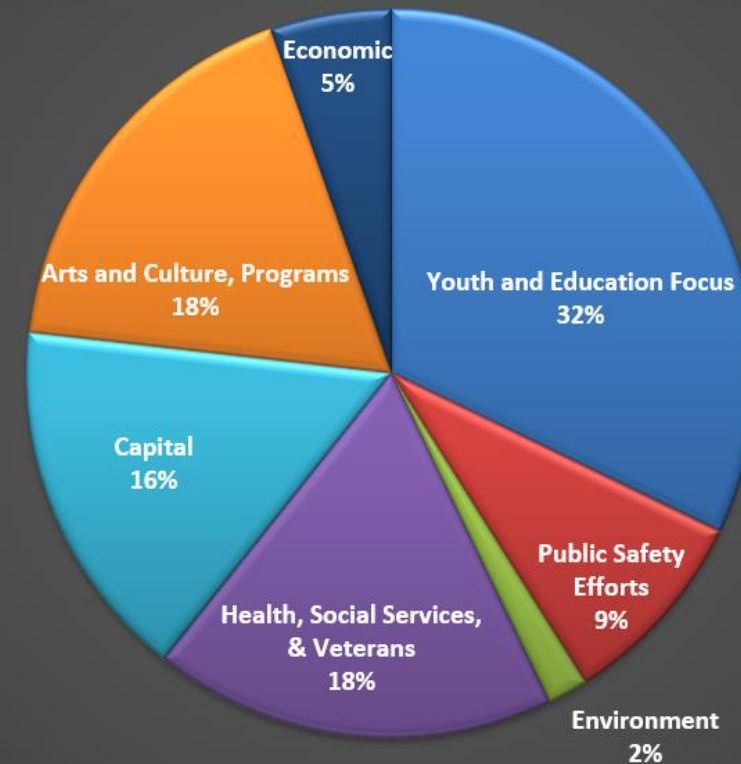


# N R P

- Types of Non-Profit and public agency projects funded FY 2018-2019.
- Note that this program is aimed to fund hard costs, one-time charges, and capital projects. Expenses that produce easy receipts are recommended to keep track of how the grant is used.
- Each grant has 12 months to be utilized. Paperwork demonstrating the use of funds is collected at the end of this period.

## Supervisor Cox Neighborhood Reinvestment Program

Non-Profit Organizations and County Department Projects Funded



# NRP DOCUMENTATION REQUIRED

In addition to the application, we will need the following accompanying documents



## 1. Cover letter

- History of organization and project for which funds are requested
- Cost estimate for the project
- Statement regarding whether any applications have been submitted to other districts
- Statement that the org agrees to spend funds within 12 months of receiving an award

## 2. CA Attorney General current/exempt screenshot



## 3. CA Secretary of State active status screenshot

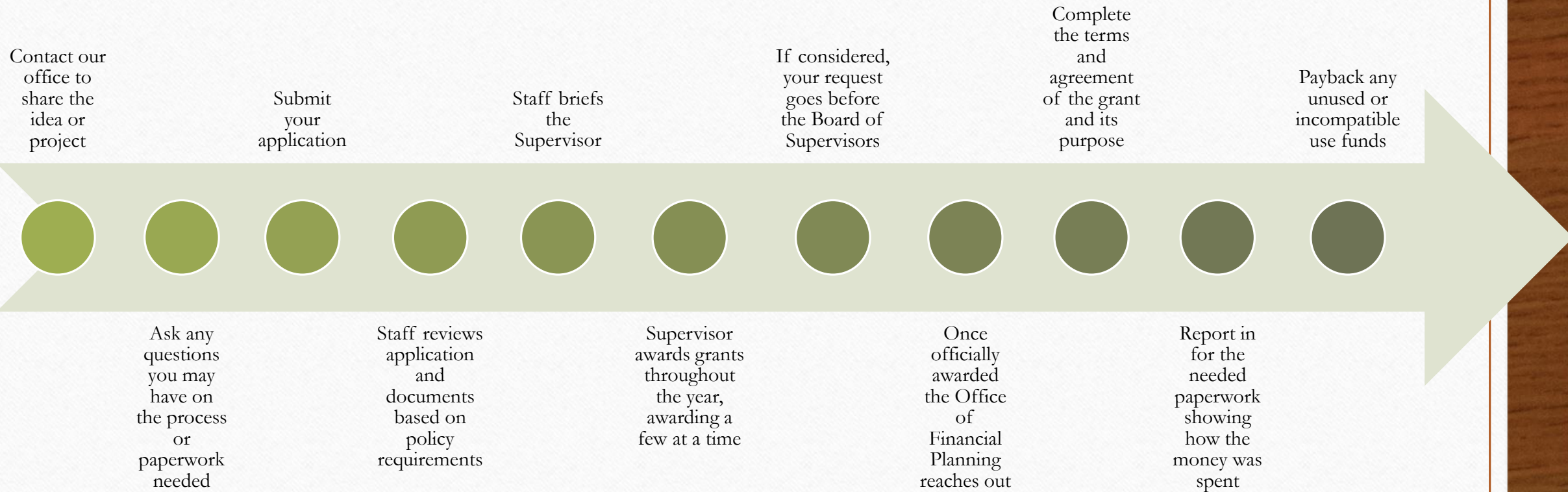
## 4. Copy of IRS letter confirming non-profit status

## 5. Pages 1-8 of your most recent IRS form 990, pages 1-3 of 990EZ, or (for orgs with gross receipts of less than \$50k) your 990N e-postcard.

## 6. On the application, the Board Resolution Sheet must be mailed with actual ink signatures



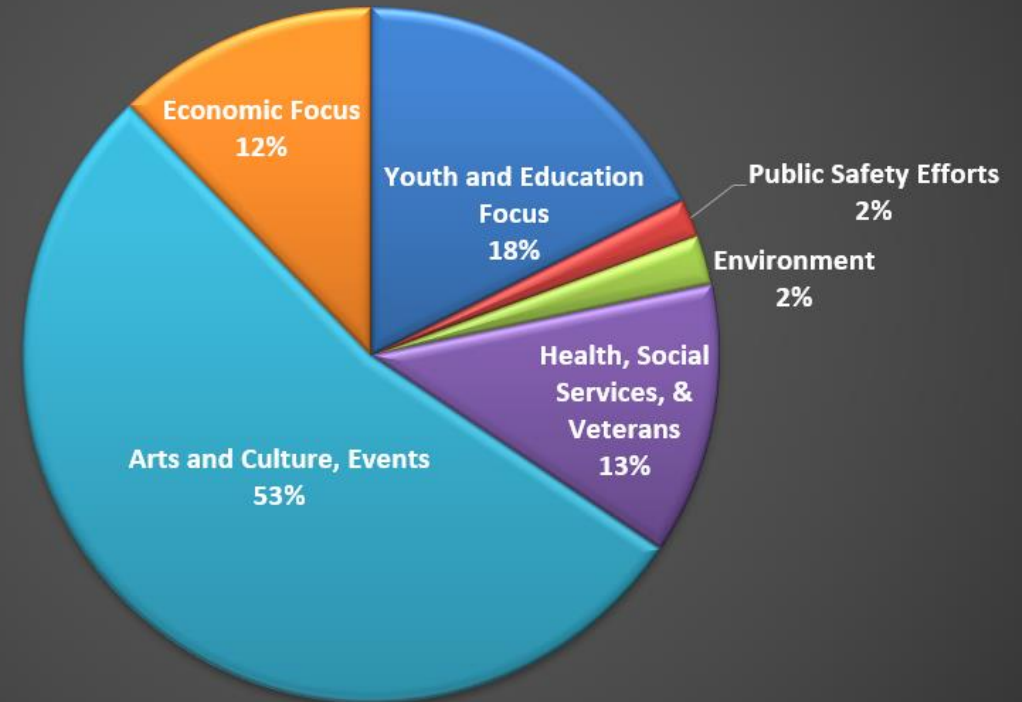
# Sample Timeline



# CE

- Types of Non-Profit and Government group projects funded FY 2018-2019.
- Note that this program is aimed to fund events, economic boosting activities, and educational opportunities. Hard and Soft costs.
- CE can fund soft costs such as operational expenses and personnel
- CE is for opportunities that promote our region and gather people as it is based on the Transient Occupancy Tax (TOT)

## Supervisor Cox Community Enhancement Program





# CE DOCUMENTATION REQUIRED

I. Application  
Period  
**January 1-  
March 1**

II. Board of  
Supervisors  
Hearings:  
**June**

III. Award  
notifications/  
Agreements  
sent to  
recipients:  
**July**

IV. Agreements  
returned/  
processing and  
sending of  
award checks:  
**August-  
November**

V.  
Documentation  
of expenditures  
reports are due:  
***the following  
July***



The Community Enhancement Program for Fiscal Year 2019/2020 is now closed. Community Enhancement Program for Fiscal Year 2020/2021 will begin accepting submissions starting January 1, 2020.

# Grant Expenditure Documents

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What is included in the grant expenditure documents?

- County forms filled out and signed by organization
- Cover letter
- Invoices
- Bank statements
- Copies of checks
- Credit card statements
- Other forms of supporting documentation which detail evidence of purchases that align with the grant purpose



# Example questions

*A 501(c)3 non-profit which serves youth in San Diego wants to hire a new temporary worker to help during an after school program. Which County grant program would be appropriate for this organization to apply to and when should they apply?*

Under board policy B-72, NRP cannot support ongoing expenditures like personnel costs. This organization should apply to CE .

*A community center is seeking to renovate and expand its kitchen that it uses to feed the hungry so more people can be served. Which County grant program would be appropriate for this organization to apply to and when should they apply?*

It depends on when the organization would like their kitchen remodeled.

This is an eligible project for both CE and NRP, however the end goal of the project may determine which is a better fit.



# Thank you



[Marvin.Mayorga@sdcounty.ca.gov](mailto:Marvin.Mayorga@sdcounty.ca.gov)



[Gregcox.com](http://Gregcox.com)





waterfront arts & activation

# Tidelands Activation Program

Terrie Eichholz  
Project Manager



# TAP

Tidelands Activation Program



**PORT** of  
**SAN DIEGO**  
Experiences

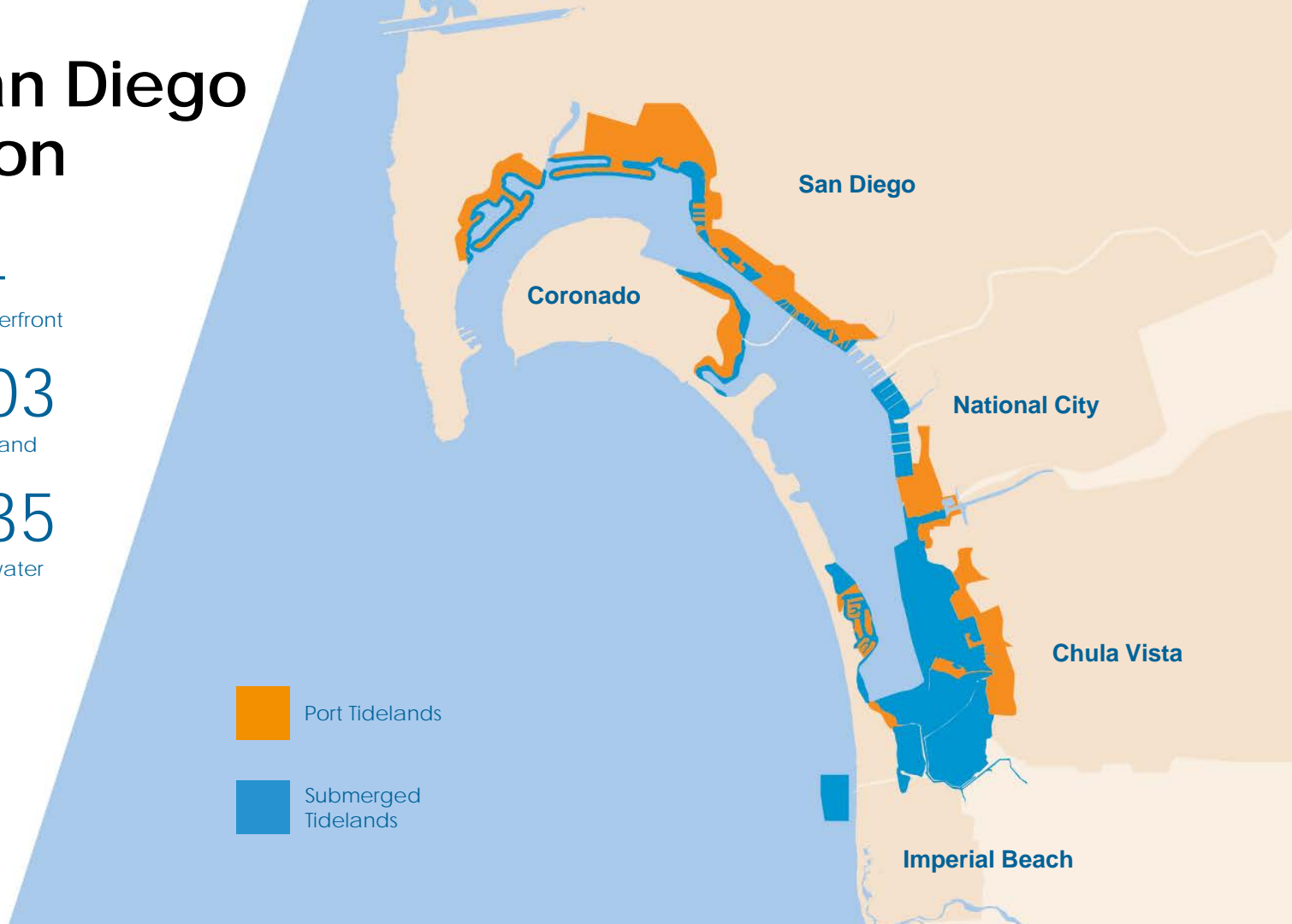
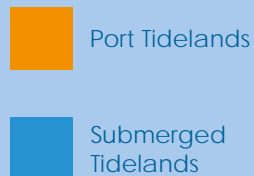


# Port of San Diego Jurisdiction

34  
miles of waterfront

2,403  
acres of land

3,535  
acres of water





# Board of Port Commissioners



**Garry Bonelli**  
Chairman  
Coronado



**Ann Moore**  
Vice Chair  
Chula Vista



**Michael Zucchet**  
Secretary  
San Diego



**Rafael  
Castellanos**  
San Diego



**Dan Malcolm**  
Imperial Beach



**Marshall Merrifield**  
San Diego



**Dukie Valderrama**  
National City





# Port of San Diego Mission



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COMMERCE



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NAVIGATION



---

FISHERIES



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RECREATION



*Activating the waterfront*

# Tidelands Activation Program

*extraordinary experiences*



### *Activating the waterfront*

*Annual grant initiative that provides funding and/or services for events that engage the community and inspire visitors to enjoy San Diego Bay.*

*extraordinary experiences*





[www.portofsandiego.org](http://www.portofsandiego.org)

*Activating the waterfront*

## 2 Types of TAP Events Community and Signature

*extraordinary experiences*



*Activating the waterfront*

## Community TAP Events

TAP events with an emphasis on attracting the public to tidelands to recreate and educate the public regarding the Port's mission.

*extraordinary experiences*



*Activating the waterfront*

## Signature TAP Events

TAP events that give title sponsorship (or similarly valuable consideration), attract large numbers, generate significant documented financial impact, marketing value, and/or promotional return to Port.

→ *extraordinary experiences*





[www.portofsandiego.org](http://www.portofsandiego.org)

*Activating the waterfront*

## 2 Types of TAP Sponsorships Funding and Services

*extraordinary experiences*



*Activating the waterfront*

# FY20 TAP

Port of San Diego Awards

*extraordinary experiences*



[www.portofsan diego.org](http://www.portofsan diego.org)

*Activating the waterfront*

# FY20 TAP

## 68 Events

**\$430,200 Funding** | **\$1,093,887 Services**

*extraordinary experiences*





[www.portofsandiego.org](http://www.portofsandiego.org)

*Activating the waterfront*

## TAP Application Review Process

- Port Staff
- Tidelands Activation Program Advisory Committee
- Board of Port Commissioners

→ *extraordinary experiences*



[www.portofsandiego.org](http://www.portofsandiego.org)

# REVIEW CRITERIA

## Ability of the Event to:

- Attract diverse visitors to Tidelands
- Foster relationships between the Port and its stakeholders
- Provide a desirable attraction that is rare or unique
- Provide opportunities to educate the public & stakeholders
- Promote one or more mission areas
- Become self-sustaining through broad support and sustainable funding



*Activating the waterfront*

# FY21 TAP

Tidelands Activation Program  
Waterfront Arts & Activation

*extraordinary experiences*





1

Application  
Submittal

Mid-November 2019  
to January 8, 2020

2

Application  
Evaluations

January to  
Mid-March 2020

3

TAPAC  
Review

March 2020

4

BPC  
Action

April 2020





# TAP

Tidelands Activation Program

Register via Port  
website at  
[portofsandiego.org](https://portofsandiego.org)



Register for TAP FY21 via Port website  
[portofsandiego.org](https://portofsandiego.org)

Deadline: January 8, 2020 – 5 PM PST

[Tap@portofsandiego.org](mailto:Tap@portofsandiego.org)

Terrie Eichholz  
Project Manager





# More Grant Resources

THE CITY OF SAN DIEGO- GOVERNMENT AFFAIRS DEPARTMENT



# It's nice to meet you!

- ▶ Hi I'm Lisa!
- ▶ I am in a new position in Government Affairs in the Mayor's Office
- ▶ My goals are:
  - ▶ To help the City be more competitive and win more grants
  - ▶ To assist City departments with developing and submitting their grants
  - ▶ To connect with and assist potential partners in collaborating on City projects
  - ▶ To ultimately bring more resources to benefit City constituents
  - ▶ My direct number is: 619-236-6902



# Our Top Priorities

- ▶ Climate Action
- ▶ Homelessness
- ▶ Housing
- ▶ Transportation
- ▶ Infrastructure/Streets

# Climate Investment Opportunities

- ▶ Prop 68 Funding is available through many channels
- ▶ California Natural Resources Agency
- ▶ <http://resources.ca.gov/grants/>
- ▶ Ocean Protection Council
- ▶ Housing and Community Development
- ▶ And many others

# Letters of Support

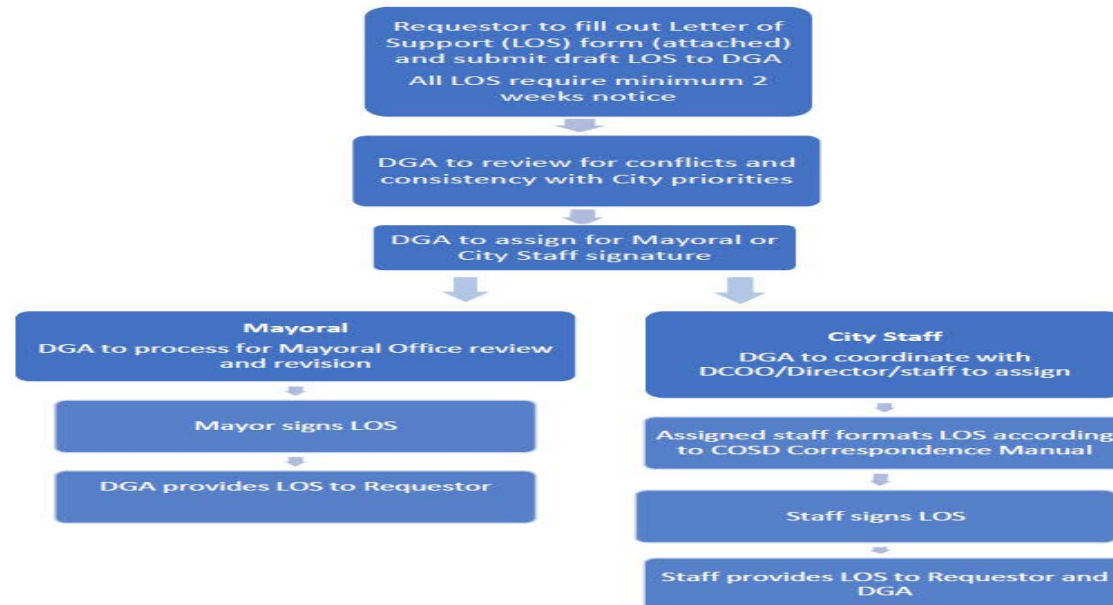
- ▶ We're happy to support projects within the City that advance projects that benefit our constituents and also help the City meet its goals
- ▶ Please make sure to submit requests ASAP since we require at least 2 weeks' notice for processing
- ▶ You can contact Lisa Garcia – 619-236-6902 or [LLGarcia@san Diego.gov](mailto:LLGarcia@san Diego.gov)



# Letter of Support Process



## City of San Diego Grants Letter of Support Request Process



# Letter of Support Process Cont.



## CITY OF SAN DIEGO GRANTS LETTER OF SUPPORT REQUEST FORM

- 1) City department or outside entity requesting LOS:
- 2) LOS Requestor main contact's name, email, and phone number:
- 3) Funding source:
- 4) Grant application due date:
- 5) LOS due date: **(All City LOS require a minimum two-week notice)**
- 6) Description of program/project:
- 7) Why is it important that the City support this project?
- 8) What benefit is the program/project to San Diego communities?
- 9) Please attach draft LOS

Please send completed form and draft LOS to the Department of Government Affairs Grants Coordinator Lisa Garcia at [LLGarcia@sandiego.gov](mailto:LLGarcia@sandiego.gov)



Jason Paguio

PRESIDENT & CEO

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# **Relationships**



## Laura Deitrick, PhD. Associate Director, The Nonprofit Institute



**City of San Diego Nonprofit Academy**

Accelerating Nonprofit Success and Sustainability

The City of  
**SAN DIEGO**

University of San Diego  
**SCHOOL OF LEADERSHIP  
AND EDUCATION SCIENCES**  
THE NONPROFIT INSTITUTE



# The Nonprofit Institute – Services

## **Leadership Development**

Coaching and cohort-based leadership education

## **Organizational Effectiveness**

Professional development, strategy development, program management, and board development

## **Research**

Nonprofit and philanthropy data, trends analysis, and program design/evaluation

## **Training and Networking**

Board governance, nonprofit management, peer-to-peer roundtables and forums

## **Education**

Graduate degrees and certificates in nonprofit leadership and management, policy advocacy, and arts and culture leadership





City of San Diego Nonprofit Academy

Accelerating Nonprofit Success and Sustainability

# Community Innovation Institute

City of San  
Diego  
Nonprofit  
Academy

Workshop  
Series

Nonprofit  
Accelerator  
Program

Board  
Leadership  
Series

# Why Nonprofit Academy?

- Diversify the nonprofits with which the City contracts for services in order to broaden the reach of public dollars and services to customers
- Increase the quantity of nonprofits that apply to do business with the City, so that the pool of candidates is more commensurate with the diversity of the San Diego marketplace and customer demographics.
- Improve the average score or rank of each pool of nonprofits that apply to do business with the City
- Promote the values of Integrity, Service, People, and Excellence articulated in the City's Strategic Plan



# Thank You!

 @CityofSanDiego

#IABHelpingSD