

## Federal Funding - Top Things to Know

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## Learning Objectives

#### At the end of this session, you will be able to:

- Identify changes in federal funding that may impact your nonprofit
- Determine how you can best approach the application process for government grants
- Recall how to incorporate best practices into your federal grants management and compliance approach





## **Today's Presenters**



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How to Approach the Grant Application Process



## Getting started with Grants

Does your organization need funding?

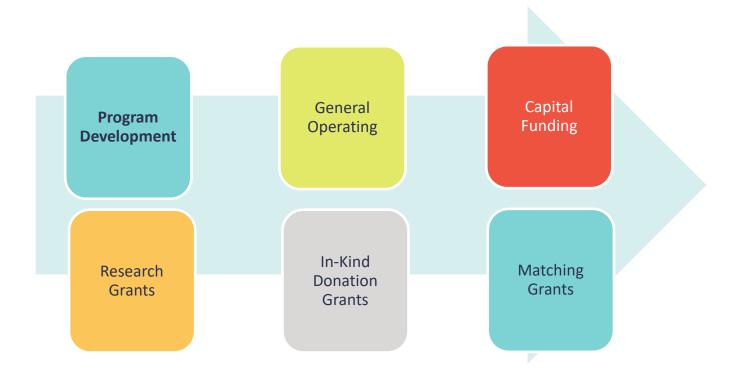
What type of funding: capital, programming, operating?

How to find qualified opportunities





## **Types of Grants**







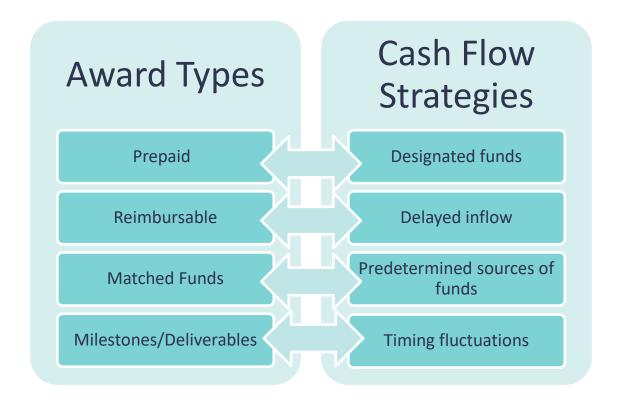
## Which Funding Opportunities Make Sense for You

- Mission Supported
- Does the burden to your staff outweigh the award
- Don't create a program just to get grant funding
- Most grants offset expenses, not 100% of a program
- Grants should NOT be your only income stream
- Make sure the grantor is reliable
- Read and negotiate your contract before signing





#### Considerations







## **Identify Funding Opportunities**

- Websites
- Search for Foundations
  - Most corporations and banks have a Foundation
- Grants.gov
- Paid subscriptions such as Grantwatch.com
- Sign up for newsletters USDA, DOJ, DOT
- Network
  - Economic Committees, NFP Alliance, Local Political Contacts





## **CLA Grant Writing Services**

#### **Research • Apply • Track**

#### Research

- Identify Opportunities
- •Evaluate Requirements
- •Make Recommendations

#### **Apply**

- Gather Program Data
- Create Financial Budget
- Compile Application Packet

#### Track

- Monitor Deadlines
- Record Applications and Awards
- Review Status





#### What's Next?



Meet internally to decide if grants are right for your needs.

Ton I

Research, network, get the help you need.

CLA can help get you there







Federal Grant Management Compliance Best Practices



## Pros and Cons of Receiving Federal Grants



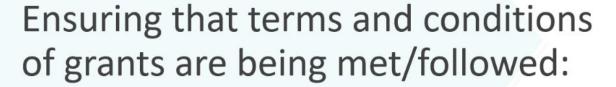
Additional funding for programs that support mission of organization

Administrative work, Record keeping, Reporting, Audits





## What is Grant Compliance?



- Budgets
- Reporting
- Purchasing





## How to Ensure Grant Compliance?

# Effective grant compliance relies on having:

an in-depth understanding of the grant requirements

proper policies and procedures in place

strong internal controls

resources and personnel



## Why is Grant Compliance important?







## Who is Responsible for Grant Compliance?







### When is Grant Compliance Important?









Uniform Guidance Administrative Requirements



#### Uniform Guidance



- Grants
- Cooperative Agreements
- Other forms
- Subawards

The Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards – previously referred to as the "Omni Circular" or "Super Circular"





#### Uniform Guidance

## Split into 6 Subparts:

- Subpart A Acronyms and Definitions
- Subpart B General Provisions
- Subpart C Pre-Federal Award Requirements
- Subpart D Post-Federal Award Requirements
- Subpart E Cost Principles
- Subpart F Audit Requirements





## Uniform Guidance Administrative Requirements

§200.300 Statutory and national policy requirements

§200.301 Performance measurement

§200.302 Financial management

§200.303 Internal controls

§200.304 Bonds

§200.305 Payment

§200.306 Cost sharing or matching

§200.307 Program income

§200.308 Revision of budget and program plans

§200.309 Period of performance

§200.310-316 Property standards §200.317-327 Procurement standards §200.328-330
Performance and financial monitoring and reporting

§200.331-333 Subrecipient monitoring and management

§200.334-338 Record retention and access

§200.339-343 Remedies for noncompliance

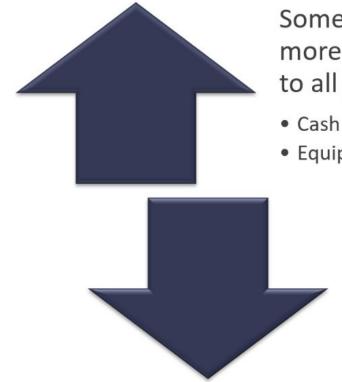
§200.344 Closeout

§200.345 Post-Closeout adjustments and continuing responsibilities

§200.346 Collection of amounts due



## Applicability of Compliance Requirements



Some compliance requirements are more general and same rules apply to all grants

- Cash Management
- Equipment Standards

Some compliance requirements are very grant specific

- Eligibility
- Special Tests and Provisions





## Applicability of Compliance Requirements

Uniform Guidance (2 CFR Part 200) has overarching requirements

Grant agreement and documents will include specifics

Matching Requirement must be from verifiable source and valued correctly

Organization must contribute 100 volunteer hours for project





## Time and Effort Reporting



## Time and Effort Reporting

Charges must be based on records that accurately reflect the work performed and must:

Be supported by a system of internal controls which provides reasonable assurance that the charges are accurate, allowable and properly allocated

Reasonably reflect the total activity for which the employee is compensated

Comply with the established accounting policies and practices of the non-federal entity

Support the distribution of the employee's salary or wages among specific activities or cost objectives if the employee works on more than one federal award



## Time and Effort Reporting

 Ensure that the amount charged to the federal grant can trace back to payroll records for proportionate amount of total worked.

- i.e. if employee works a 50 hour work week, with 10 hours spent on the grant:
  - 20% of payroll charges for that week can be charged
  - o not 10 hr. x hourly rate based on 40hrs a week / 2080 a year





## Time and Effort Certification Example

	ORGANIZATION NA	ME	
	Effort of Certification Rep	port	
Name:	Joe Smith		
Emplid:	22858		
Title:	Program Director		
Time Period:	May 2022		
Activity:	Project Code:		Effort (%) of Hours
Right of Way Initiative	50		75%
Administrative Work	100		25%
	TOTAL (Must Ed	qual 100%)	
I certify that this a true at	nd correct report of the actual hours I worked during	g this period.	
Print Employee Name:			
Employee Signature:		Date:	
	ble means to verify all effort or time of this individua time indicated on this report reasonably reflects the		
Print Supervisor Name:			
Supervisor Signature:		Date:	





## Timesheet Example

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Administrative	100	2.00	2.00			2.00	2.00	2.00	2.00	2.00			2.00	2.00	2.00	2.00	2.00			2.00	2.00	2.00	2.00	2.00			2.00	2.00	2.00	2.00	2.00		44.00
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Total Hours		5.00	5.00	0.00	0.00	5.00	5.00	5.00	5.00	5.00	0.00	0.00	5.00	5.00	5.00	5.00	5.00	0.00	0.00	5.00	5.00	5.00	5.00	5.00	0.00	0.00	5.00	5.00	5.00	5.00	5.00	0.00	110.00
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## Subrecipient Monitoring



## Subrecipient Monitoring

Subaward is for the purpose of carrying out a portion of a federal award and creates a federal assistance relationship

#### Subrecipient:

determines eligibility,
has performance measured in relation
to objectives of program, has
responsibility for programmatic
decision making; and uses the Federal
funds to carry out a program for a
public purpose





## **Subrecipient Monitoring**

Contract is for the purpose of obtaining goods and services for the non-federal entity's own use and creates a procurement relationship

Contractor:
normally provides goods and
services, provides similar
goods or services to many
different purchasers; provides
goods or services for the
benefit of the pass-through
entity





## Subrecipient / Contractor Determination

- All characteristics need not be present
- Judgment should be used in the determination process
- Substance of the agreement is more important than the form
- Consider documenting the justification for decision

https://www.agacgfm.org/Resources/intergov/Subrecipientvs
 Contractor.aspx





## Subrecipient Monitoring - Subaward

#### Subaward must contain specific information as outlined in UG

Federal Award identification

Requirements so that federal award is used in accordance with terms and conditions of original federal award

Description of performance or financial reports due

Indirect cost
rate – either
an approved
rate,
negotiated
rate, or
deminimis rate

Appropriate terms and conditions concerning closeout of the subaward





## Subrecipient Monitoring – Risk Assessment

Pass-through entities must evaluate each subrecipient's risk of noncompliance by performing a risk assessment

prior experience

results of previous audits

new
personnel or
new or
substantially
changed
systems

extent and results of Federal awarding agency monitoring





# Subrecipient Monitoring- Risk Assessment

Risk Assessment should be documented.

Subrecipient Risk Assessment Matrix: http://claconnect.com/Nonprofit/Uniform-Grant-Guidance-Workbook-Subrecipient-Risk-Assessment.aspx

Results of risk assessment determine what type of monitoring should be performed on sub-recipient





# Subrecipient Monitoring

Pass-through entities

must monitor

activities of the

subrecipient:

Reviewing financial and programmatic reports

Verify that audit is being performed (if necessary) and following up on audit findings and deficiencies

Issuing management decision on audit findings





# **Subrecipient Monitoring**

Additional monitoring tools that may be used depending on risk assessment of subrecipient:

Providing training and technical assistance

On-site reviews of program operations

Arranging for agreed upon procedures







# Procurement



### What do Uniform Guidance Procurement Requirements Apply to?

Goods and services charged to (or used for match for):





Federal award

Source: COFAR FAQ .320-5





### Procurement (200.317-326)

### **Organizations Must:**

- Engage in full and open competition
- Keep procurement records that detail the history of all procurements, not just those over small purchase threshold
- Have written Procurement Policies in accordance with UG requirements





## Individual Conflict of Interest (200.318(c)(1))

Need to have documented policy stating that:

No

-employee,

-officer,

-member of governing board

-or <u>agent, advisor, consultant, attorney, accountant or</u> <u>shareholder</u>

may participate in the selection, award, or administration of a contract supported by a Federal award if he or she has a <u>real</u> or <u>apparent</u> conflict of interest.





### Allowable Procurement Methodologies (200.317-326)







### §200.320(a) Micro-Purchases

### Characteristics

- Acquisitions that, in aggregate, do not exceed micro-purchase threshold
- Micro-purchase threshold set by Federal Acquisition Regulation (FAR) at 48 CFR, Subpart 2.1
  - Subject to change
  - Currently \$10,000

- Price is reasonable- No quotes required
- Distribute equitably among qualified suppliers if possible





### §200.320(b) Small Purchases

#### Characteristics

- Acquisitions more than micropurchases but not greater than simplified acquisition threshold
- Simplified Acquisition Threshold set by FAR at 48 CFR, Subpart 2.1
  - Subject to change
  - Currently \$250,000

- Price or rate quotations must be obtained from adequate number of sources (at least 2)
- Can be informal phone call or web search
- All quotations, including phone calls, web searches, etc., must be documented and kept on file
- Price does not need to be deciding factor but all quotes need to be kept in procurement records





## §200.320(c) Sealed Bids

#### Characteristics

- Procurements more than simplified acquisition threshold
- The following should be present:
  - A complete, adequate, and realistic specification or description is available
  - Two or more bidders are willing and able to compete

- Bids must be solicited from an adequate number of known suppliers, providing sufficient response time
- Local and tribal governments must be publicly advertised bids
- Invitation for bids must define the items or services in order for bidders to properly respond
- All bids will be opened at time and place prescribed in invitation – local and tribal governments must be opened publicly
- Firm fixed price contract made in writing to the lowest responsive and responsible bidder
- Any or all bids may be rejected if there is a sound documented reason





# §200.320(d) Competitive Proposals

#### Characteristics

- Procurements more than simplified acquisition threshold (> \$250,000)
- Normally conducted with more than one source submitting an offer

- Must identify all evaluation factors and their relative importance.
- Must be solicited from an adequate number of qualified sources
- Must have a <u>written</u> method for conducting technical evaluations of the proposals and selecting recipients
- Contracts must be awarded to the responsible firm whose proposal is most advantageous to the program, with price and other factors considered





## §200.320(f) Noncompetitive Procurements

#### Characteristics

- Procurement through the solicitation of a proposal from only one source
- May be used only when:
  - The item is available only from a single source
  - The public exigency or emergency will not permit a delay resulting from competitive solicitation
  - Federal awarding agency or pass-through entity expressly authorizes its use in response to a written request
  - After solicitation of a <u>number of</u> sources competition is determined inadequate

- Justification of the use of sole source needs to be documented
- Document any research on availability from multiple sources
- Retain documentation of authorization
- Document any initial solicitations from multiple sources which are concluded to be inadequate, and document why





Contracting with small and minority businesses, women's business enterprises, and labor surplus area firms.(200.321)

The non-Federal entity must take all necessary affirmative steps to assure that minority businesses, women's business enterprises, and labor surplus area firms are used when possible.





### §200.321

### **Small Business Enterprises:**

- Website: http://dsbs.sba.gov
- Search based on specific NAICS codes (http://www.naics.com/search/)

### Minority Business Enterprises and Women's Business Enterprises:

- Website: http://www.sba8a.com/
- Search based on Industry code and/or state location

### Labor Surplus Area Firms:

- Website: https://www.doleta.gov/programs/lsa.cfm
- Note that this list is updated on an annual basis and therefore look under "related links" box to find latest list issued by DOL





# Suspension and Debarment

Checks for contracts over \$25,000 should be made on the EPLS site – (www.sam.gov)

or add in the clause in the procurement contract

Keep documentation

Best practice recommendation is to do this on every procurement with federal funds!







Internal Controls over Compliance



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### **Internal Controls**

Organizations must establish and maintain effective internal controls over federal awards.





### Internal Control Framework

It is crucial that organizations have the proper framework for internal control to ensure that:

- Grant resources are being utilized effectively and efficiently;
- Assets purchased or developed with grant funds are being safeguarded properly;
- Financial reporting required by these grants is accurate and timely; and
- Grant resources are being utilized in compliance with appropriate laws and regulations.





### **Internal Controls**







### Internal Controls (200.303)



Internal Control Framework issued by the Committee on Sponsoring Organizations (COSO) issued by the Comptroller General is a best practice noted in the Uniform Guidance



The most widely recognized source of guidance on internal control - updated its classic *Internal Control—Integrated Framework* in 2013.





# **COSO** Framework Image







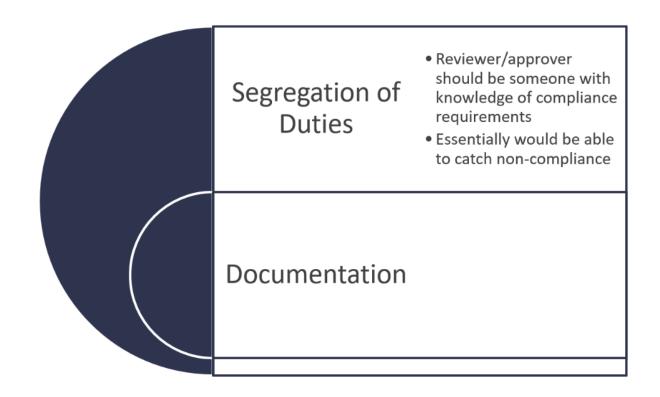
### **Internal Control Questions**

- Control Environment
  - What is management's attitude about internal control?
- Risk Assessment
  - How did you determine that (control activity) was necessary to ensure compliance?
- Control Activities
  - How are you certain your organization is in compliance with (insert specific compliance requirement)?
- Monitoring
  - What is the process used to ensure the (control activity) is performed correctly and consistently?
  - Auditors cannot be part of the auditee's internal controls!
- Information and Communication
  - o How and when do you notify people the (control activity) is required?



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# **Internal Control Key Items**









**Grants Management Best Practices** 



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### Grant Compliance Program

Read through grant agreement for terms and conditions

Identify compliance requirements

Ensure Proper Internal Controls over Compliance

**Document Policies and Procedures** 

**Utilize Tools and Checklists** 

**Obtain Proper Training** 





# **Documenting Policies**

Key to an effective grants management program is ensuring that proper policies and procedures are in place and documented.



## **Documenting Policies**

### The reasons for this are twofold:

Internally, they can provide clarity and instruction to those involved in grant management.

Externally, they can show either current or potential funding agencies that your organization has a program in place to ensure full compliance.





## Required Policies



Allowable Use of Funds Policy



Payment and Billing Policy



Procurements Standards Policy





### **Best Practice Policies**

Financial Management Systems Policy Internal Controls over Compliance Policy

Cost Sharing and Matching Policy Program Income Policy

Budget and Program Revisions Policy Property and Equipment Standards Policy

Monitoring and Reporting

Subrecipient Procedures Policy

Record Retention Policy

Grant Proposal Policy

Grant Award Acceptance Policy

Grant Closeout Policy





## Policy Review and Revisions

Designate key individual or team to monitor your policies over federal programs.

Regularly review policies for compliance and educate employees on changes to policies. Encourage open dialogue regarding questions and decision making.

Make sure policies are easily accessible for all employees involved and they know that they are responsible for reviewing these.





### Checklists

Develop checklists for all aspects of the grant process, such as:

Grant application process

New award review Preparation for the single audit

Submission of financial and program reports

Grant closeout





# Checklist for Uniform Guidance Requirements

CLA's Uniform Guidance Checklist Streamlines Implementation





### **Uniform Guidance Checklist**

3	For those topics that have expanded information indicated, click on the hyperlink to the "Additional Guidance" tab.	
	For those cell that have red triangles in the top right corner, hover over the cell to view the additional guidance in the comment.	
;	Action Item	Date Completed / Expected Completion Date
9		
0	Subpart D — Post federal Award Requirements Note: This includes all requirements, not just those changes from old guidance	
31		
2	Standards for Financial and Program Management (Sections 200.300 - 309)	
	1) Performance measurement — Reports will now have a comparison of actual accomplishments to the objectives of the federal	
_	award, and if needed, include reasons why goals were not met. Also, nonfederal entities now must provide cost information to	
3	demonstrate cost-effective practices.  a) Has your organization discussed with the federal awarding agency which performance goals, indicators and milestones will apply	
4	a) Has your organization discussed with the federal awarding agency which performance goals, indicators and milestones will apply for your grants?	
5	b) Has performance reporting frequency and content been determined to ensure proper reporting?	
6		
7	2) Financial management — Does your organization's financial management system, including records documenting compliance:	
8	a) allow for the preparation of reports required by general and program-specific terms/conditions?	
	b) allow for the tracing of funds to a level of expenditures to show that they have been used according to the	
9	terms/conditions/regulations?	
1	Link for the characteristics your financial system must have in order to meet the above requirements.	
	3) Internal controls	
	a) Has your organization established and maintained the most appropriate and cost-effective internal controls over federal awards	
3	to ensure compliance with regulations and the terms/conditions of awards?	
	b) Has your organization considered the Internal Control Framework issued by the Committee on Sponsoring Organizations (COSO) and	
4	the Standards for Internal Control in the Federal Government (Green Book) issued by the Comptroller General as best practice	
	c) Do you have internal controls and procedures in place to take prompt action when noncompliance issues are identified, including	
5	noncompliance related to audit findings?	
	d) Has your organization made reasonable measures to safeguard protected, personally identifiable information (PII) and other	
6	sensitive information?	
	e) Has your organization had discussions, provided trainings, and had organization-wide considerations to verify that effective	
	internal controls have been established and maintained over federal awards to provide reasonable assurance that awards are being	
17 18	managed in compliance with laws and regulations?	



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# Documentation of Compliance



Document compliance requirements



Document proper internal controls over compliance





## Documentation of Compliance

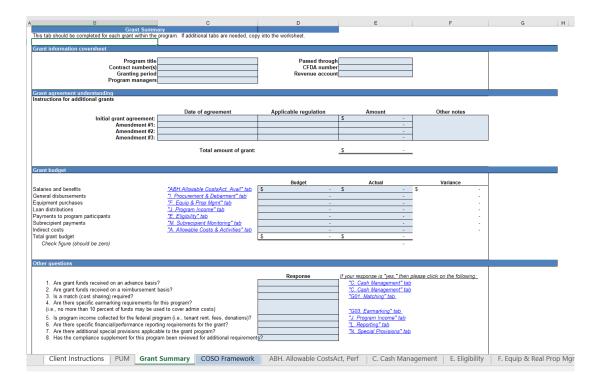
 CLA's "Program Understanding and Internal Control Workbook" for each grant agreement

Grant Program Workbook: Understanding Your Grant,
 Compliance, and Internal Controls





#### Program Understanding and Internal Control Workbook







### Program Understanding and Internal Control Workbook

C. Cash Management							
-			Back to "Grant Summary" tab				
How often are funds requested? (weekly, monthly, quarterly, "as needed," etc.)							
Are the requests done manually or electronically?							
·							
Please detail requests or advances below for the grant period:	Date	Amount	For time period:				
(Note: Ensure that all grants in the major program are documented)							
Control objectives. To provide reasonable assurance that the (1) drawdown of	quests or advances below for the grant period:  Date  Amount  For time period:  Date  Date  Amount  For time period:  Date  Da						
have been incurred, (3) states comply with applicable Treasury agreements, and	d (4) recipients limit payments to	o subrecipients for immediate c	ash needs.				
			<del>†</del>				
Control activities							
Provide a description of the policies and procedures in place to provide							
reasonable assurance that the draw down of federal cash is only for immediate							
needs and limits payments to subrecipients for immediate cash needs:							
, ,							
Considerations:							

Client Instructions | PUM | Grant Summary | COSO Framework | ABH. Allowable CostsAct, Perf | C. Cash Management | E. Eligibility | F. Equip & Real Prop Mgmt | G1. N





#### Program Understanding and Internal Control Workbook

Back to "Grant Summary" tab at are the specific financial reporting requirements for the federal program? How often is the report required (monthly, quarterly, annually)?    Grant   Time interval   Type of report   Preparer   Reviewer	В	С	D	E	F	G
tate the specific financial reporting requirements for the federal program? How often is the report required (monthly, quarterly, annually)?    Grant   Time interval   Type of report   Preparer   Reviewer	L. Reporting					
Grant   Time Interval   Type of report   Preparer   Reviewer						Back to "Grant Summary" tab
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## CLA Grant Compliance Resource Center

http://www.claconnect.com/resources/tools/resources-to-ease-the-burden-of-grant-compliance

American Rescue Plan Act – Evaluating the Impact on States and Governments

Manage Your Federal Grant Costs During COVID-19 CARES Act Funding: Guidance for State and Local Governments Clarity for Nonprofits: Stimulus Relief Funds and Single Audits Grant Funding and Financial Help for Your Nonprofit in Response to COVID-19

FEMA Disaster Relief Grants: Know the Program Requirements Four Key Considerations for Complying With Uniform Guidance Procurement Rules Compliance and Documentation: Cornerstones of Effective Grants Management

Achieve Compliance with Proper Grant Management

CLA's Uniform Guidance Workbook Helps with Subrecipient Risk Assessment

CLA's Uniform Guidance Checklist Streamlines Implementation

Uniform Guidance Brings New Rules for International Entities Uniform Guidance Changes: Personal Services and Fringe Benefits

How to Monitor Subrecipients of Higher Education Grants How Uniform Guidance Will Impact Your Single Audit

Preparing for a DOE
Onsite Review of Your
Federal Student Aid
Program

OMB's Compliance Supplement Can Make Your Single Audit Easier

The Hidden Costs of Grant Noncompliance for Governments

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## Grant Compliance Services CLA Can Provide

https://www.claconnect.com/en/services/outsourcing/grant-compliance-services

Indirect cost rate proposal preparation or review

**Grant report preparation** 

Subrecipient monitoring assistance

Training on understanding compliance requirements

Training on Uniform Guidance implications

Grant management policies and procedures development and implementation

Single audit preparation

Grant Compliance
Assessments

Grant application review

Assistance responding to inquiry letters from awarding agencies







Public Policy Thought Leadership



# Public Policy Impacting Nonprofits – Q2 2023

# 2022 Inflation Reduction Act (passed)

Funding for environmental and climate justice efforts and energy efficient facility and transportation replacements

# Consolidated Appropriations Act 2023 (passed)

Increased funding for childcare, homelessness prevention, children's mental health, substance abuse, and nutrition

#### **2023: The Charitable Act (pending)**

Introduced in March, this bipartisan bill modifies and extends deductions for charitable contributions. Introduced 2/28/23.

# Stay in the know: Subscribe to our blog:

Innovation in Nonprofit Finance
Blog | CLA (CliftonLarsonAllen)
(claconnect.com)





# Recent Federal Funding Opportunities & Trends

- Inflation Reduction Act's Energy Credits Direct Pay Guidance Released!
- Most recent significant legislation: Fiscal Responsibility Act of 2023 (aka: Debt Ceiling Deal). Impacts for nonprofits include:
  - Cancellation of some un-spent COVID-19 funding (\$27B) does not impact employee retention credits
  - Expanded work requirements for SNAP (may impact your clients)
  - Student loan payment requirements will resume





# Nonprofit Thought Leadership – How we stay informed and share with you!

# Deliverables

**Presentations** 

Blogs/Articles

Deliverable/Slide decks

Roundtables

## Task Forces

Digital

Assurance/Tax

Operations/Consulting

Workforce Development

Public Policy/Current Events





# Nonprofit Thought Leadership Activities

**CLA Public Policy Committee** 

NFP Public Policy/Current Events Thought Leadership Task Force Two-Fold Initiatives

- Reactionary
- Recurring
  - Foundations, Religious Orgs, Social Services, Independent Schools, Arts/Cultural Orgs, Associations

Collaborating with 3rd parties on content generation and sharing





#### How is the content made?

New act, law, or ruling becomes public

Research source material

Interpret impact on nonprofit industry Task forces meets to prepare content

Write content

Review content

Publish content

#### **Examples:**

- Consolidated Appropriations Act Increases Funding to Nonprofits
- Top Priorities for Nonprofits in 2023





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