



JVA Consulting, LLC Contract
Finance Committee
May 2013



Grant Writing Contract with JVA Consulting

- The City has engaged in a contract for Grant Planning, Research, Management and Writing services for roughly the past eleven years.**
- In 2011 the city went through the Purchasing Department's Request for Proposal (RFP) process for the grant writing contract.**
- JVA Consulting was selected through the RFP process and the contract with JVA Consulting began in June 2011.**



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The services provided by JVA Consulting include:

- Full service development, preparation and submission of 25 state, federal or foundation grant proposals.
- Liaison with the City that updates assessments, assists city agencies in forming partnerships, submits reports, and coordinates provision of technical assistance
- On-call technical assistance to assist city agencies with program development, developing logic models, facilitating meetings, researching data and supporting grant proposals and applications
- On-call research of potential funding sources and weekly announcements of upcoming funding opportunities
- Four trainings per year on topics to be determined jointly by the city and the contractor
- Unlimited access to all of the contractor's training opportunities (over 80 topics a year)



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The current request is to extend the contract for three years, for a total cost of \$788,805. This broken down as follows:

- Payments of approximately **\$262,935** per year
 - **\$137,935** per year (through monthly payments of **\$11,494.58**) for the technical assistance, trainings, funding research, grant opportunity announcements, logic model development and general grant consultation.
 - **\$125,000** per year for full service development, preparation and submission of 25 state, federal or foundation grant proposals.
 - Equates to 25 proposals per year at an average of **\$5,000** per proposal
 - JVA will provide an estimate for each proposal after reviewing the RFP and prior to beginning work on the proposal. JVA will then bill the City monthly for proposals completed during that time period.



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The contract with JVA Consulting has greatly benefited the City and County of Denver:

	June 2011-June 2012	June 2012-YTD	Total
Customized trainings-number	4	1*	5
Customized trainings-attendance	131	35	166
JVA In-house training-attendance	18	32	50
Technical Assistance (hours)	313 ¹	539 ²	852
Targeted Funding Research (hours)	108	82	190
Completed agency assessments	17	8	25
Number of grants submitted	25	6**	31
\$ amount of grants awarded	\$6,582,000	Status pending	\$6,582,000

*Two more trainings are being scheduled before the end of the contract year

**12 more grants are being researched and/or are in the cultivation stage

¹ September 2011 through June 2012 (10 months)

² July 2012 through February 2013 (8 months)



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The impact of sequestration on grants

- The known impact of sequestration on Denver totals \$10.5M (not including DPS and other program partners).
 - The majority of this impact is in Employment/Housing, with smaller impacts on Families/Children and Youth, Finance, Safety/Homeland Security, Health, Aviation and Environment.
- We will continue to work with the State and our local partners that receive Federal funds to determine the true impact of sequestration in 2013 and beyond.
- In regards to grants, as we head into the peak Federal grant season, we will be able to more fully grasp the impact of sequestration on grants.
- However, we feel as though many of the formula grants the City receives on an annual basis have already been accounted for in the impact stated above.
- JVA will be able to assist the City with grant proposals that may need to be more competitive due to sequestration.