

Maximizing Funding Discussion Series:
Session 1: Leveraged Funds

November 16, 2020



MAXIMIZING FUNDING DISCUSSION SERIES

Session 1 – November 16th, 2020: Leveraged Funds

Session 2 – Early 2021: Blended & Braided Funds

Session 3 – Spring 2021: Fundraising Strategies

Session 4 – Summer 2021: Fundraising Strategies, part 2

Leveraged Funds

(a)

Leveraged by the State from private, State, or other non-Federal sources during the previous FFY. For example FFY 2019 (October 1, 2018-September 30, 2019).

(b)

Directed through the CBCAP State lead agency.

(c)

Budgeted and spent during that FFY for use in supporting community-based child abuse and neglect prevention programs and activities.

Maximizing Leveraged Funds

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Leveraged Funding as a Strategy for Achieving Equity





The Mary Black
Foundation

Vision

Spartanburg County is a thriving and connected community where diverse and educated citizens lead active and healthy lives.

Mission

The Mary Black Foundation invests in people and communities for improved health, wellness, and success in Spartanburg County.

Values

- **Impact:** Our results improve and transform people's lives.
- **Collaboration:** We connect with others to make our community stronger.
- **Accountability:** We are responsible stewards of the Foundation's assets.
- **Respect:** We are open, inclusive, and caring.
- **Equity:** We believe all people should have the opportunity to succeed.



Health Equity

In 2018, The Mary Black Foundation's Board of Trustees approved its Health Equity Statement as a way to ensure the fulfillment of its mission, and the realization of its vision for Spartanburg.

Health equity exists when all people have access to opportunities to thrive, both physically and mentally, and no one is limited in achieving health and wellness because of their race, ethnicity, nationality, gender, ability, sexual orientation, age, income, or zip code.



Health Equity Framework
Launched (2020)

Achieving health equity is a data-driven, reflective, and ongoing process that requires integrity, transparency, and accountability to understand the structures and systems that produce inequities.

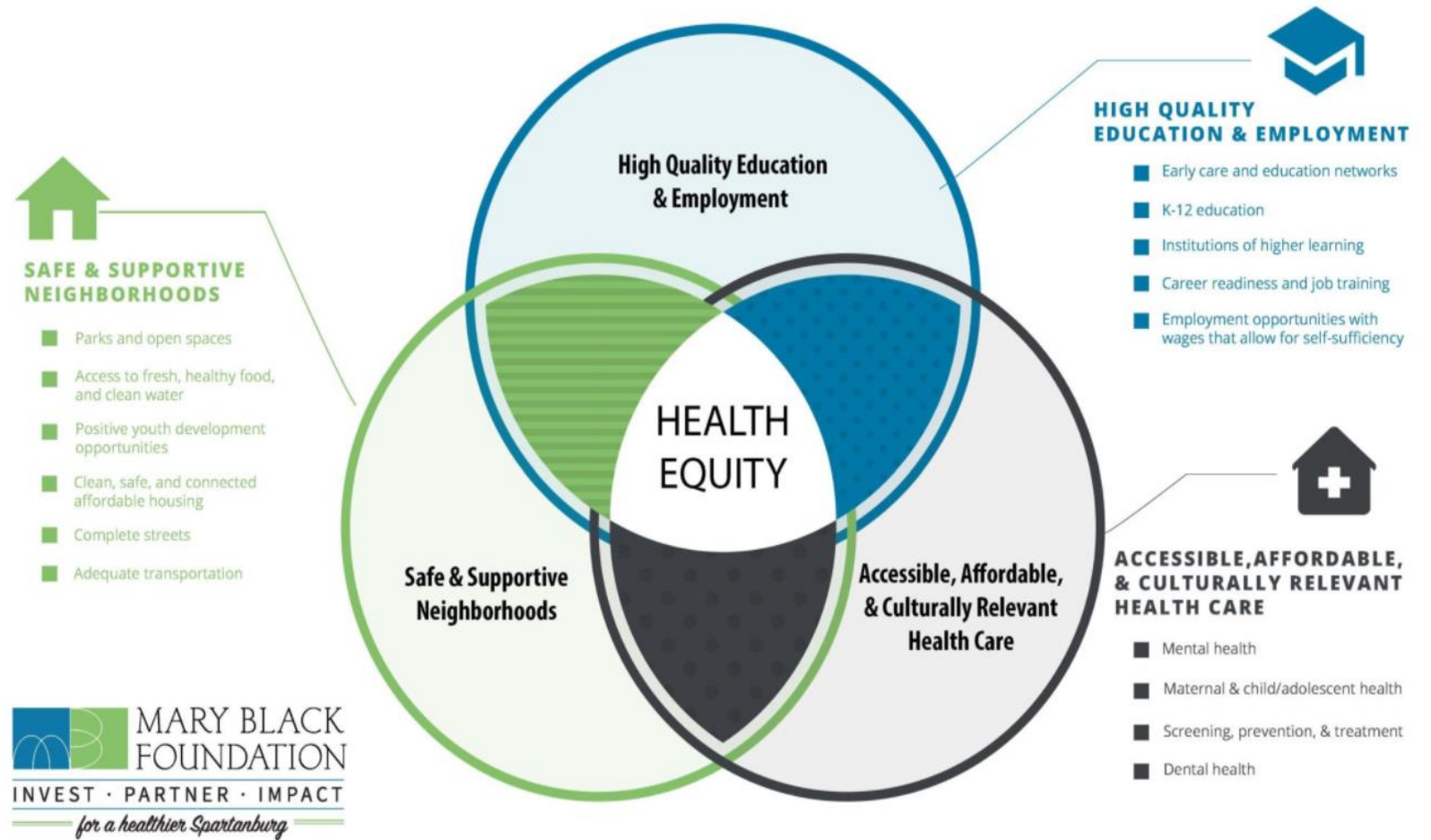
Our Approach to more **Equitable Funding Distribution**:

- deepen understanding of how community needs differ (i.e. building relationships)
- invest in community-specific resources (i.e. recognition of community assets; leveraging Foundation resources to enhance what is working well in communities; fill gaps)



Health Equity Framework Launched (2020)

To advance health equity, Spartanburg will need to ensure it has:
(1) high quality education & employment, (2) safe and supportive neighborhoods, and (3) accessible, affordable, & culturally relevant health care.



No single organization can achieve equity alone. Organizations must take the time to inventory the resources they have to help move equity forward in their target community.



CBCAP Program Funding as an Equitable Funding Strategy

The purpose of the CBCAP program is:

1. to support community-based efforts to develop, operate, expand, enhance, and coordinate initiatives, programs, and activities to prevent child abuse and neglect and to support the coordination of resources and activities to better strengthen and support families to reduce the likelihood of child abuse and neglect; and
2. to foster understanding, appreciation and knowledge of diverse populations in order to effectively prevent and treat child abuse and neglect



CBCAP Program Funding as an Equitable Funding Strategy

Core features of the program include:

- **Federal, State, and private funds are blended and made available to community agencies** for child abuse and neglect prevention activities and family support programs.
- An emphasis on promoting parent leadership and participation in the planning, implementation and evaluation of prevention programs.
- Interagency collaborations with public and private agencies in the States to form a child abuse prevention network to promote greater coordination of resources.
- Funds are used to support programs such as voluntary home visiting programs, parenting programs, family resource centers, respite and crisis care, parent mutual support, and other family support programs.
- An emphasis on promoting the increased use and high quality implementation of evidence-based and evidence-informed programs and practices.
- A focus on the continuum of evaluation approaches which use both qualitative and quantitative methods to assess the effectiveness of the funded programs and activities.



Example of Leveraged Funding in Partnership with a State Agency

Department of Social Services and Mary Black Foundation Partnership (2013)

The Department of Social Services had the opportunity to leverage open-ended federal resources.

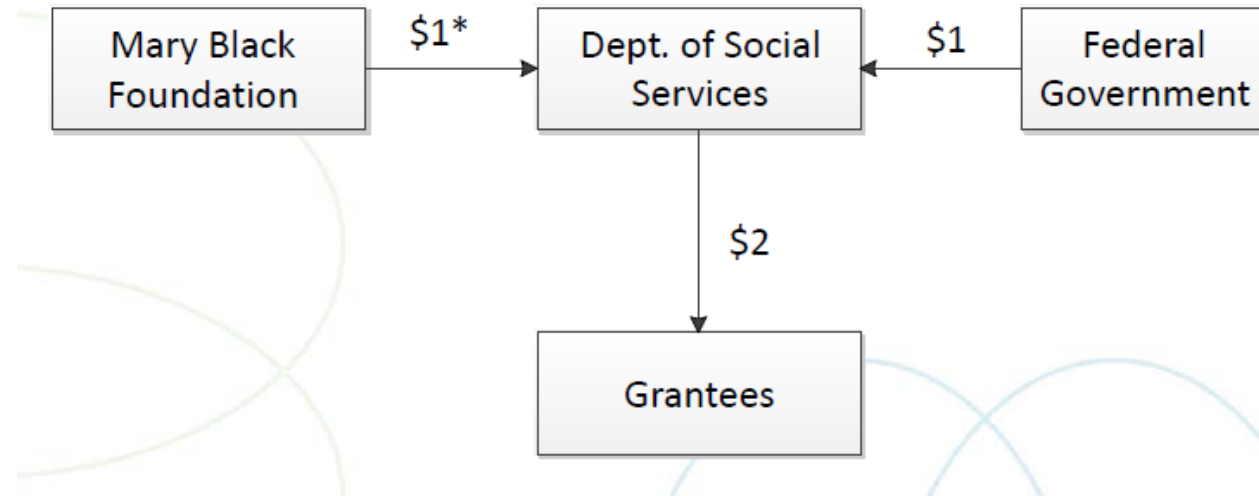
Open-ended program resources represent funds that are released to states based on a percentage of actual expenditures for the administering of the program. (Title IV-E, CSE, MAA, and SNAP)

Funding allows for non-federal matched resources: Direct appropriations to DSS; Certified public expenditures (CPEs) by the State, counties, or other governmental agencies under a MOU with DSS; Donations and contributions from third-parties such as corporations, individuals, and foundations



Example of Leveraged Funding in Partnership with a State Agency

Department of Social Services and Mary Black Foundation Partnership (2013)



*This is an example of **pass through funding**, where DSS serves as the intermediary between funding partners and community-based organizations, to increase resources to these organizations.*



QUESTION?

***How are you centering equity
in your work through
leveraged funds?***





About Children's Trust

Children's Trust of South Carolina is the statewide organization focused on the prevention of child abuse and neglect. We provide funding, resources and training to help local program partners build strong families and positive childhoods.

How We Prevent Abuse and Neglect



Added Value of Children's Trust



Intermediary Organization

Partnering with organizations and communities to build prevention skills, knowledge and abilities

Grantor

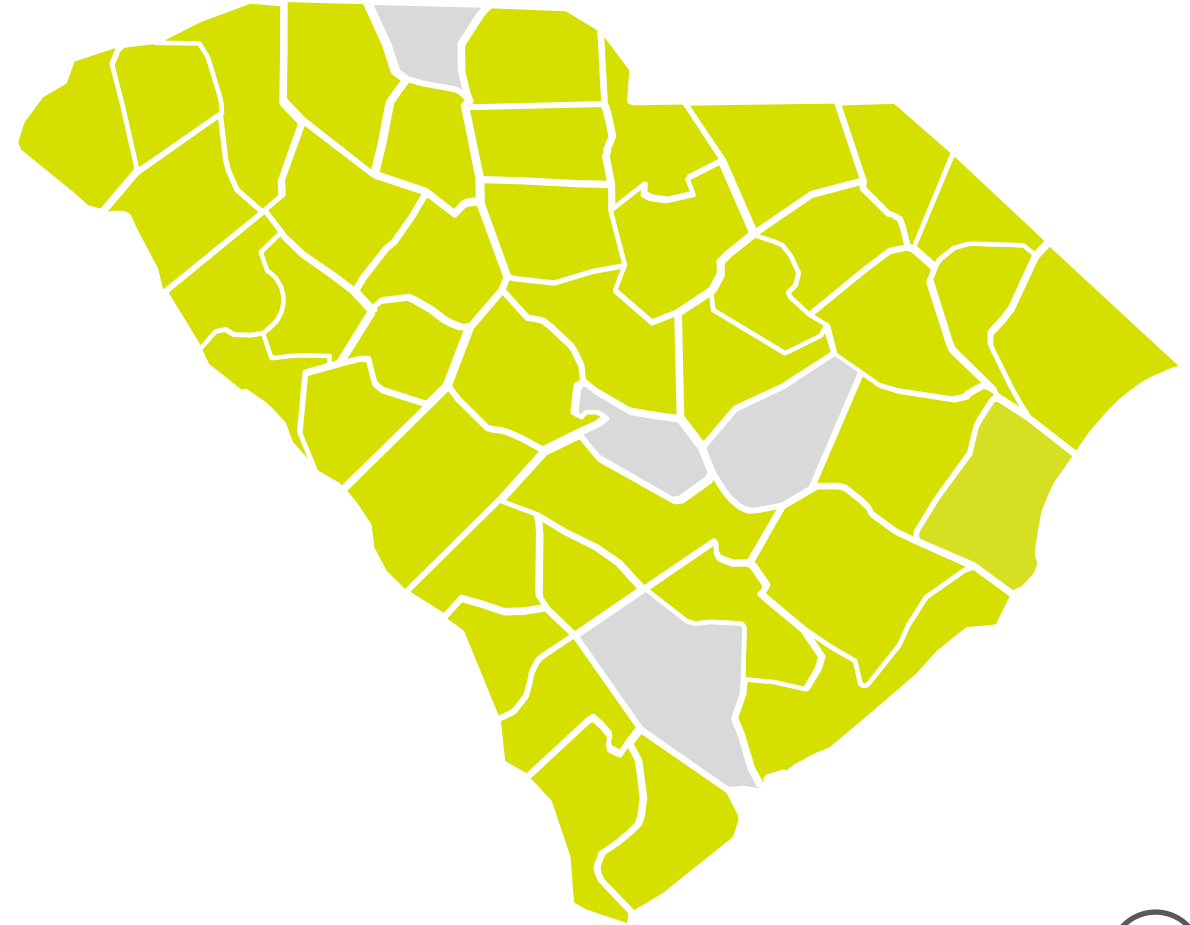
Delivering program investments and results for our funders



Proven Prevention Programs at Work

Serving 42 of 46 Counties

- **Home Visiting:** Early intervention programs that work with young children and their families
- **Strengthening Families Program:** Helps parents and children work better together with practical tools for reducing conflict
- **Triple P (Positive Parenting Program)** managed through local coordinating agencies, it offers strategies and interventions for parenting to help their children's behavior





Positive Parenting Program (Triple P)

Building county-wide, coordinated systems of prevention that provide a population-level approach to preventing child abuse and neglect



Triple P Communities



Greenville County

Greenville County First Steps



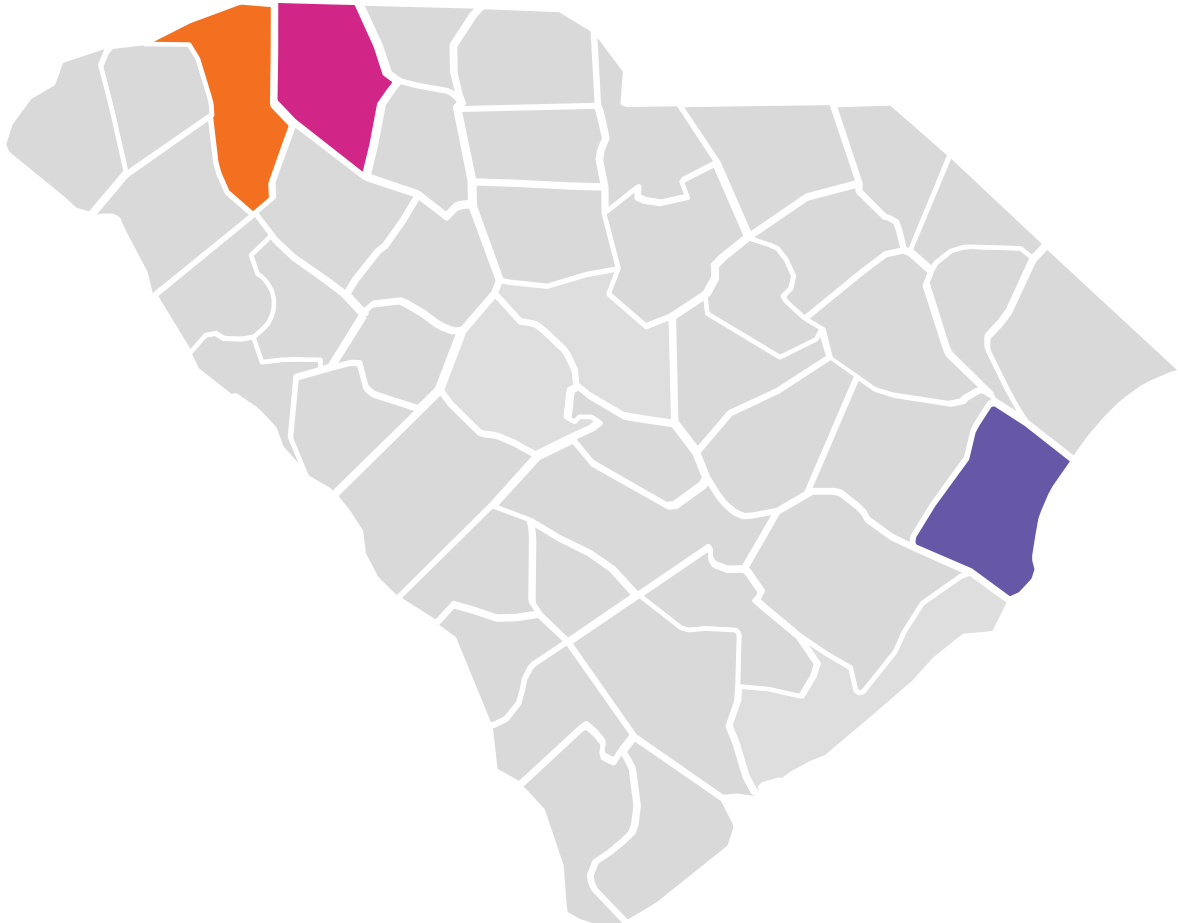
Spartanburg County

Hope Center for Children



Georgetown County

Tidelands Health



Triple P Expansion

Prior Model

Funding to community-based organizations to deliver discreet levels of Triple P

Current Model

Funding to a local backbone organization to scale Triple P system of interventions community-wide



QUESTION?

How are you cultivating relationships with potential partners that have resources to be leveraged?



Leveraging Funds

A financial perspective on leveraging.

Leveraging in South Carolina

- Leveraged funds are funds we receive as the lead CBCAP agency in South Carolina from private, state and other non-federal sources.
- We control the funds and ensure they are used to provide prevention services and activities.
- We ensure funds are allocated and spent correctly by tracking them in our accounting system.
- Match is also tracked to ensure those funds are not used to leverage.



Examples of SC Leveraging Dollars

Pass Through

Agreements made with agencies to pass private or state funds through for prevention initiatives.



Contributions

Donations or sponsorships from individuals, corporations and/or foundations.



Grant Funding

Private or state funds granted from agencies for prevention initiatives.



Fees

Conference or training registration fees and/or membership fees.



Partnering with Agencies



- As the CBCAP lead, we sought to maximize our funding by leveraging dollars.
- We encouraged agencies to flow their funds through us to secure additional dollars for abuse prevention initiatives.
- By leveraging, we can ensure their private funds go further in order to bring more funding to programs in South Carolina.



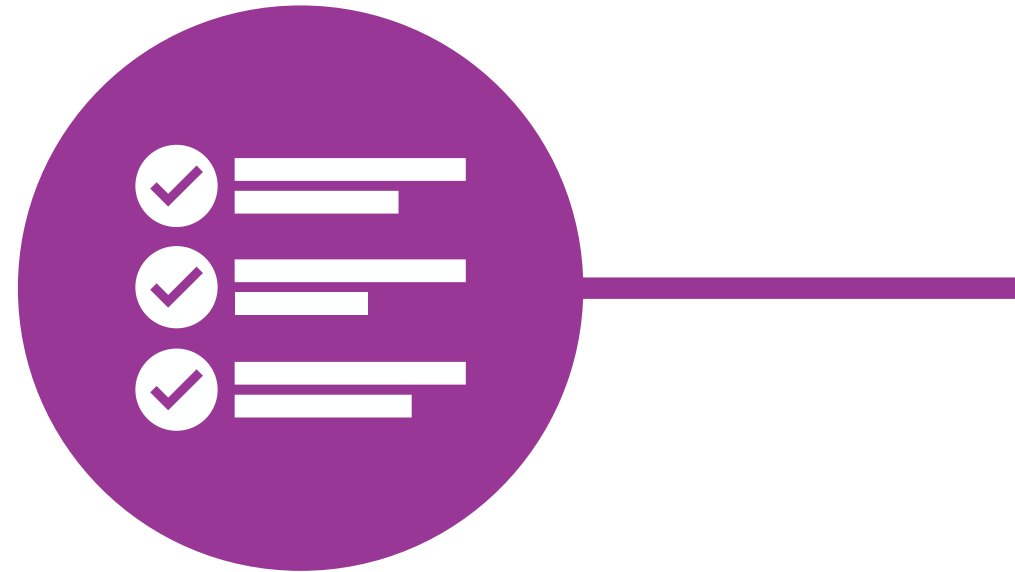
Leverage Agreement

Children's Trust became the fiscal agent of Nurse Family Partnership dollars passed through from The Duke Endowment and BlueCross BlueShield of South Carolina.

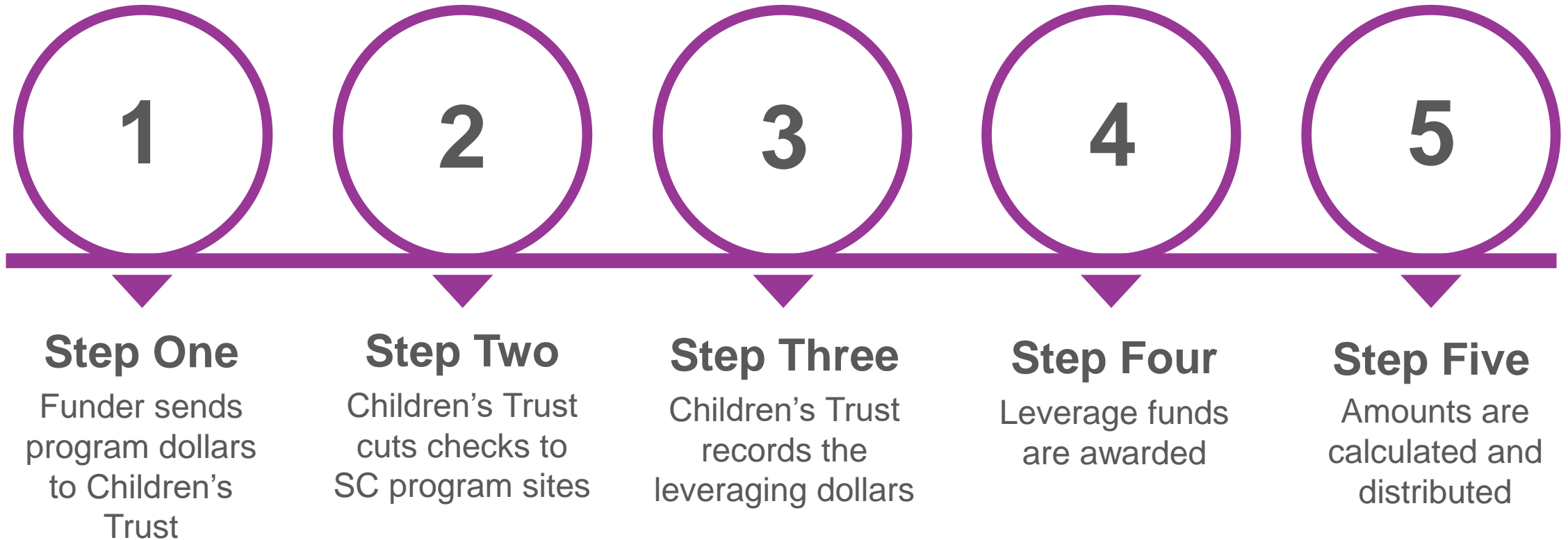


Agreement Terms

- A percentage of the amount of pass through would be directed to the NFP state office based on our leverage awarded.
- Children's Trust would keep a negotiated 15% administrative fee to cover our internal costs to manage the funds.
- Funders would be required to pass through at least \$1 million to restrict dollars for a specific program (in this case, NFP).



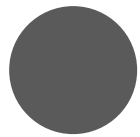
Leverage Process



2017 Leverage

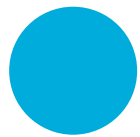
Total Leverage

Duke and BCBS passed through \$4,904,489 in 2017 and CTSC received a leverage award of **\$130,438**.



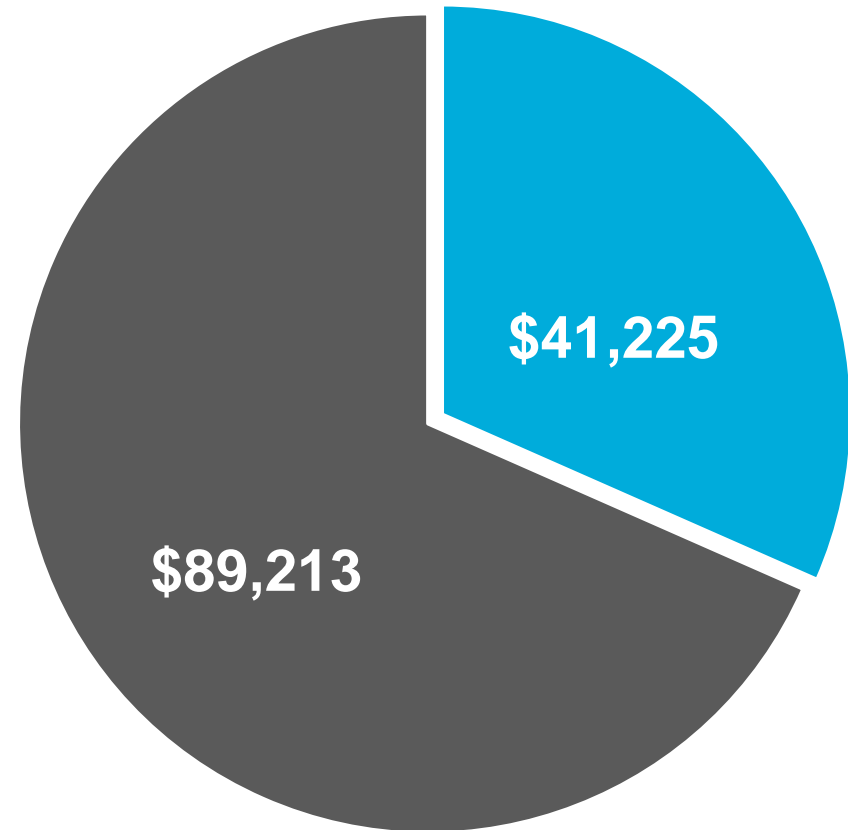
Nurse-Family Partnership

A total of \$89,213 was distributed to the NFP program.



Children's Trust of SC

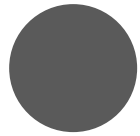
\$41,225 was added onto CTSC's 2017 award to increase program funding.



2018 Leverage

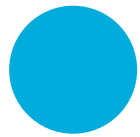
Total Leverage

Duke and BCBC passed through \$2,645,646 in 2018 and CTSC received a leverage award of **\$83,770**.



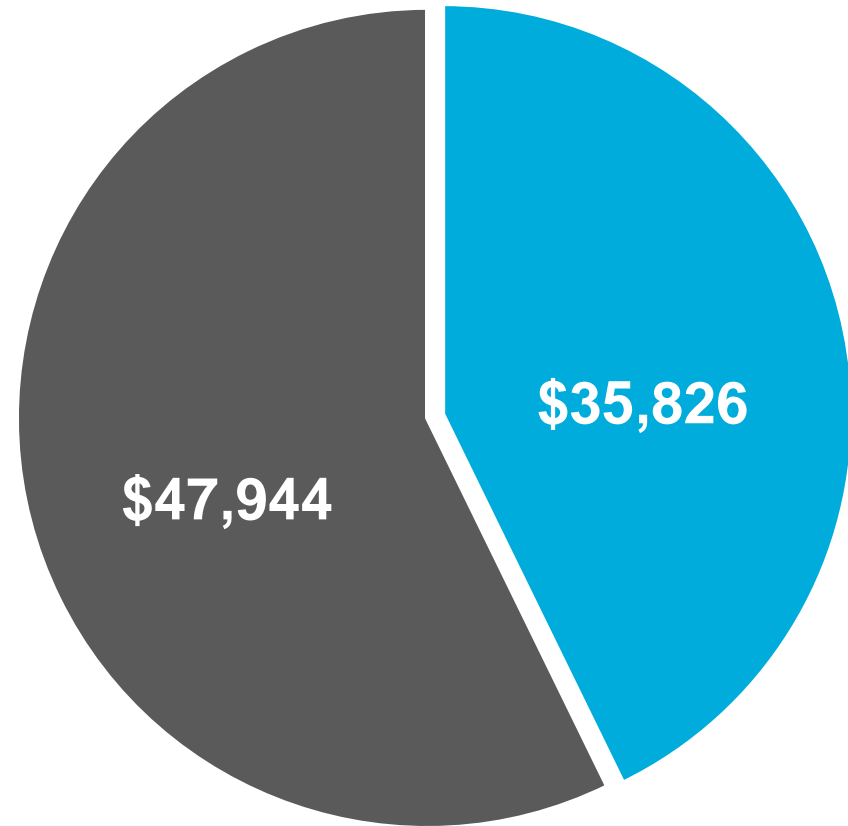
Nurse-Family Partnership

\$47,944 was distributed to the NFP program.



Children's Trust of SC

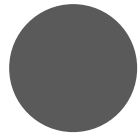
\$35,826 was added onto CTSC's award to increase program funding.



2019 Leverage

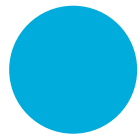
Total Leverage

Duke and BCBC passed through \$1,275,000 in 2019 and CTSC received a leverage award of **\$106,843**.



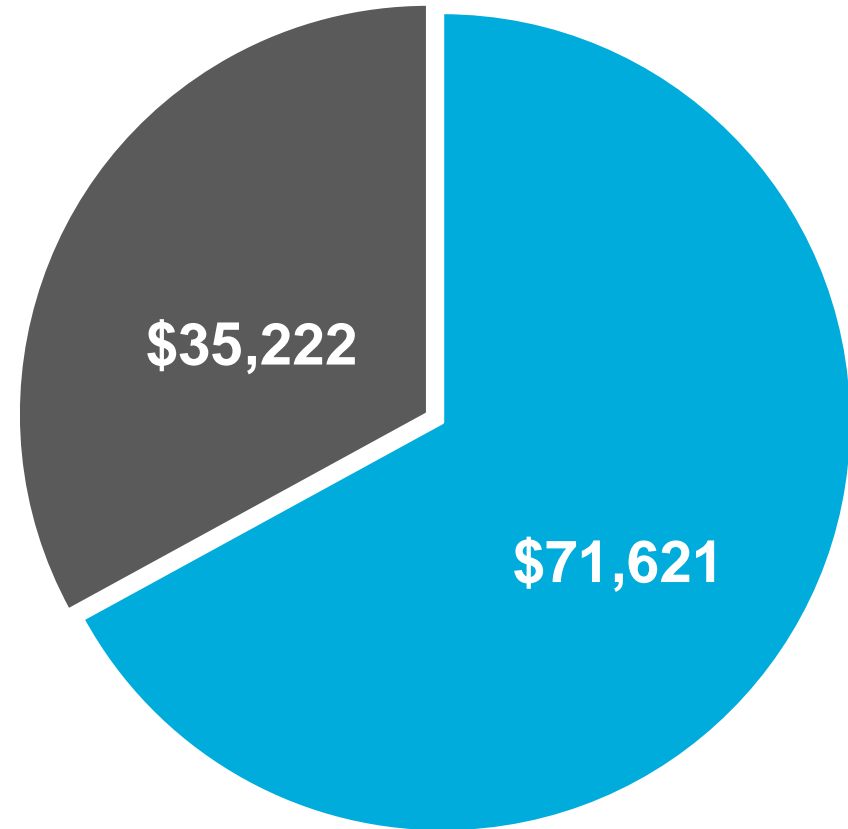
Nurse-Family Partnership

\$35,222 was distributed to the NFP program.



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\$71,621 was added onto CTSC's award to increase program funding.



SC Lessons Learned

Tracking leverage funds

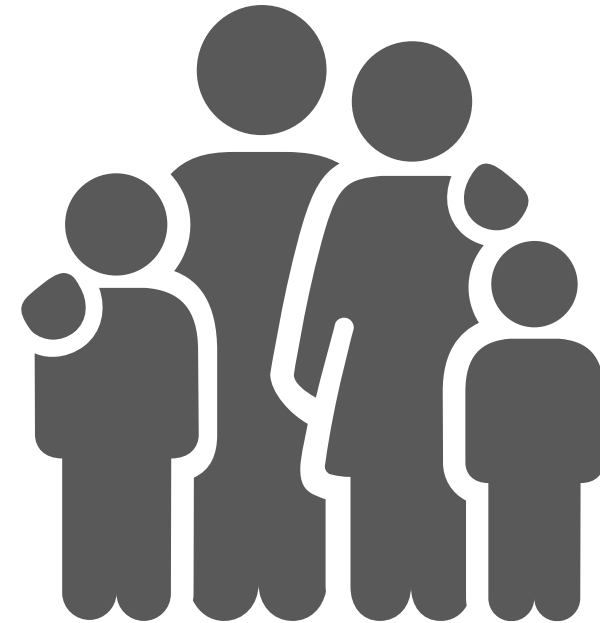
Procedures for claiming and reporting on leverage funding were created to properly track our dollars.

Pass through agreements

We laid our clear expectations for both parties in our pass through agreements.

Building partnerships

By leveraging funds, we created mutually beneficial relationships between funders and our agency to support prevention initiatives in South Carolina.



Contact Us

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ChildrensTrustSC



ChildrensTrustS



scChildren.org



Discussion

***Please share how you will use
what you learned today in
your work.***

RESOURCES



MAXIMIZING FISCAL RESOURCES FOR THE
COMMUNITY-BASED CHILD ABUSE PREVENTION (CBCAP)
STATE LEAD AGENCIES:
A Guidebook and Toolkit

FRIENDS National Center for
Community-Based Child Abuse Prevention Programs
A service of the Children's Bureau



Maximizing Fiscal Resources



FRIENDS Online Learning Center

<https://friendsnrcelearning.remote-learner.net/>

Opportunity to Provide Feedback

**Please take a moment to fill out our short
evaluation.**

**Your participation in the evaluation will help us to
improve our future Discussion Series Sessions.**

Click this link to be taken directly to the survey:

<https://tinyurl.com/MaximizeFunding>

