



City of Eustis

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TO: EUSTIS CITY COMMISSION
FROM: TOM CARRINO, CITY MANAGER
DATE: MARCH 2, 2023
RE: ORGANIZATIONAL AND EVENT SUPPORT GRANTS FINAL
RECOMMENDATIONS

Introduction

The purpose of this presentation is to provide for the final determination of the awards to be authorized by City Commission regarding organizational and event grant requests for funding in FY 2022/2023 (commencing October 1, 2022).

On February 16, 2023 eight finalists made 3 to 5-minute presentations regarding their organization and the benefits provided to the City of Eustis residents.

Recommended Action

Staff requests Commission direction regarding grant awards and funding allocations for the FY 2022-23 as presented by the committee or adjusted after consideration presented by grantee's on February 16, 2023.

Background

The Commission included an allocation of \$30,000 for grant funding in the fiscal year 2022-23 budget for the support of not-for-profit organizations and events within the City of Eustis, with a reserve of \$2,500 to be allocated by the Commission at a later date. Last year we had 16 requests totaling \$99,500. This year we had 9 requests totaling \$70,900 representing a decrease of 28.7% over last year, and the number of applicants decreased by 43.8%. Three of this year's applicants were requesting in-kind services by the City outside of this program for approximately \$2,000.

A committee was organized to (a) review the applications, (b) confirm that the basic requirements were met, and (c) provide a recommendation to the Commission based upon the criteria. The committee was comprised of the City Manager, Finance Director, Development Services and Economic Development Director.

The eligibility criteria are as follows:

Event Eligibility Criteria

1. The event sponsor must be a 501(c)(3) organization.
2. The event must be open to and provide a benefit to all citizens of Eustis in addition to attracting a substantial number of visitors.
3. The event must contribute to the economic vitality of the community.

4. The event sponsor must provide a full accounting of the total event funds and expenditures.

Organization Eligibility Criteria

1. The organization must be a 501(c)(3) corporation.
2. The organization must provide services that improve the quality of life for a majority of the citizens of Eustis.
3. The organization must provide a financial statement and a full accounting of the use of the grant funds.
4. **A new criterion is as follows: The grant funding will be provided after the organization provides a complete report of the use of funds along with appropriate receipts (on a reimbursement bases) and the event must take place during the current fiscal year 2022/2023 of the City.**

Ineligible Organizations and Grant Expenditures include

1. Loans, debt retirement, or debt financing.
2. Capital improvements, acquisitions, and restorations (facilities and equipment).
3. Events or projects closed to the general public.
4. Religious ceremonies or events.
5. Parties, receptions, and other social activities.
6. Fundraising events and sponsorships.
7. Political organizations or campaigns.
8. Fraternal organizations, societies, or orders (501(c)(4) designations).
9. Support staff positions.
10. Endowments.

Applications

The following organizations submitted grant requests:

<u>Applicant Name</u>	<u>Grant Request</u>	<u>In Kind Request</u>
Act of Hope Ministries, Inc.	\$ 5,000	No
Amazing Race for Charity	\$ 10,000	Yes
Bay Street Players	\$ 25,000	No
LifeStream Behavioral Center	\$ 7,500	No
Lake Cares	\$ 4,000	No
Paws Therapy Dog, Inc.	\$ 1,000	No
Trout Lake Nature Center	\$ 10,500	Yes
United Way of Lake & Sumter	\$ 5,000	No
Worth It Suicide Outreach	\$ 2,900	No
Total	<u>\$ 70,900</u>	

Each application is summarized and evaluated as follows:

1. Act of Hope Ministries, Inc.

- a. Request of \$5,000: recommended FY 22-23 award of \$0.
- b. Purpose of funding: Back to School supplies to assist struggling parents, providing the food pantry and clothing for community needs.
- c. In-Kind service requests: none

Considerations

- The City currently has a program at our Parks and Recreation Department for back to school, as well as others. We also have Lake Cares and others we donate food to for their pantries.
- The committee has suggested that the City could run a food donation program and donate the food collected to Act of Hope Ministries, similar to one that we do with Win-1 Ministries during their December drive.
- It was also recommended that the City and Act of Hope Ministries have the back to school program at the same location and not charge them for the facility.

2. Amazing Race for Charity, Inc.

- a. Request \$10,000: recommended FY 22-23 award of \$6,500.
- b. Purpose of funding: race preparation, promotion, and sponsorship.
- c. In-kind service requests: includes use of City parks, garbage cans, waiver of fees, public works personnel and law enforcement.

Considerations

- The event includes a free public festival at Ferran Park, including music and food, with many vendors.
- The event brings over 1,000 visitors to the City.
- The event continues to be very successful.
- The money left after expenses is distributed to numerous charities.

3. Bay Street Players

- a. Request \$25,000: recommended FY 22-23 award of \$3,500.
- b. Purpose of funding: to provide quality entertainment and expose young people to cultural theater through the Young People's Theater, and to cover operating and production expenses.

Considerations

- The organization contributes to the economic vitality of the City.
- The organization brings visitors to the City.
- The organization intends to upgrade the website to keep community informed of its diversity.

4. LifeStream Behavioral Center (Open Door)

- a. Request \$7,500: recommended FY 22-23 award of \$4,250.
- b. Purpose of funding: to support the Open Door, a one-stop location, linking homeless individuals and families to needed amenities and services, and ultimately assisting them in securing safe affordable housing, jobs and support.

Considerations

- In recent years, there has been an increase in homeless families.
- Offers to serve 305 Eustis residents.
- Provides access to showers, laundry facilities, computers, and assistance with job training and employment placement.
- There are no costs associated for services provided.

5. United Way of Lake and Sumter County

- a. Request of \$5,000: recommended FY 22-23 award of \$2,000.
- b. Purpose of funding: To provide for Case management and once-annual financial assistance for rent, mortgage and utility bills specifically for Eustis residence.
- c. According to the audited statements they provide \$1,578,313 in grant expenditures for local resources to help the people of Lake and Sumter Counties.

Considerations

- Operational Funding for support of people in Lake and Sumter Counties.
- They are demonstrating that monies will be utilized to assist members of the Eustis community.

6. Lake Cares

- a. Requested \$4,000: recommended FY 22-23 award of \$3,750.
- b. Purpose of funding: to assist in providing food to Eustis residents in need. Their mission is to “Feed the Body, Educate the Mind and Lift the Spirit of all individuals”.

Considerations

- Funding will be used for the purchase of food for Eustis residents
- Based on 2022 distributions over 34% of Lake Cares clients where residents of Eustis.

7. Paws Therapy Dogs, Inc.

- a. Request of \$1,000: recommended FY 22-23 award of \$750.
- b. Purpose of funding: is for the training of a handler and a dog to learn about therapy dog work.
- c. They assist other charities and nursing homes, retirement centers, schools, fire/police departments and many other places.
- d. They serve approximately 36% of Eustis residence compared to the total served.

Considerations

- Provides opportunities to improve the spirit of people confined with an experience of unconditional love and affection from an animal.

8. Trout Lake Nature Center, Inc. (TLNC)

- a. Request of \$10,500: recommended FY 22-23 award of \$4,750.
- b. Purpose of funding: to support TLNC programs and facilities with exhibits, trails, and educational programs for children, adults and the community.
- c. In-kind services requests: includes ice for special events, review of specifications for construction projects, waiver of some permit fees.

Considerations

- They anticipate 21,000 visitors and 13,000 Eustis residence.
- The organization contributes to the economic vitality of the City.

9. Worth It Suicide Outreach & Support, Inc.

- a. Request \$2,900: recommended FY 22-23 award of \$2,000.
- b. Purpose of funding: to improve the health of the community by way of decreasing the stigma that surrounds the topic of Suicide.

Considerations

- The organization is doing work and awareness on helping individuals to not be embarrassed to reach out should they have suicidal thoughts.
- This is a national crisis as well as a local crisis and the object of this organization is to provide awareness to assist in ridding the stereo typical response which may keep people in need from seeking assistance.

Consideration for Discussion

The grant committee used the following criteria to evaluate the grant applications.

Project Purpose (up to 30 points): Encourages celebrations of community and cultural opportunities (events), or provides a community service that benefits the community as a whole.

- a. Objectives clearly presented.
- b. Commitment to improvement.

Longevity (up to 15 points):

- a. Years in existence.
- b. Improvement of organization.
- c. Number of years the project or event has been in existence.

Leveraging of funds (up to 10 points): Use of non-City funds and proportion.

Community-wide benefit (up to 15 points):

- a. Marketing to the entire community.
- b. Promotion of diversity/ethnicity.

Collaboration (up to 5 points): Involvement with various community entities.

In-kind Services (up to 10 points for none): Number and estimated cost of requested in-kind services (not seeking any = 10 points)

The committee ranked the applications according to the criteria. Then points were tallied for each applicant. The committee ranked the applicants and used a weighted average methodology to determine the grant award. Those receiving \$0 did not comply with the *Minimum Application Submittal* requirements or were proposing a duplication of services. The following option for grant awards based on grant criteria:

<u>Applicant Nave</u>	<u>Grant Request</u>	<u>Recommended Grant Award</u>
Act of Hope Ministries	\$ 5,000	\$ 0
Amazing Race for Charity	\$10,000	\$ 6,500
Bay Street Players	\$25,000	\$ 3,500
LifeStream (Open Door)	\$ 7,500	\$ 4,250
United Way of Lake & Sumter	\$ 5,000	\$ 2,000
Lake Cares Food Pantry, Inc.	\$ 4,000	\$ 3,750
Paws Therapy Dogs, Inc.	\$ 1,000	\$ 750
Trout Lake Nature Center	\$10,500	\$ 4,750
Worth It Outreach & Support	<u>\$ 2,900</u>	<u>\$ 2,000</u>
Total	<u>\$70,900</u>	<u>\$27,500</u>

The recommendation for Act of Hope Ministries is to coordinate their Back to School Program with the City's Recreation Department, and to conduct a city-wide food drive for the donation of items to their ministry. The rest of the organizations are local and do not have a national presence which would allow more attention to care for our community. United Way, while national, are proposing using the funding to help the residents of Eustis pay utility costs on their behalf. During the upcoming rate study, we may explore a program which allows customers to donate money to a specific organization to help those in need to pay utility bills. The money could be forwarded to the organization on a quarterly basis.

Prepared By: Mike Sheppard, Finance Director