



# How to Partner with Local Governments



## **Jennifer Piercy**

- Economic Development Director
- Office of Senator Shelley Moore Capito
- Former Executive Director of the West Virginia County Commissions Association
- [igojennifer@gmail.com](mailto:igojennifer@gmail.com)

The header features a collage of currency images on the left, including a US dollar bill and a Euro banknote, set against a green background. The word "Agenda" is written in white, sans-serif font on the right side of the green background.

# Agenda

- American Rescue Plan Act
- Government Guiding Principles
- Steps to Partner with Local Government
- Question and Answers (recorded)
- Resources
- Question and Answers (live)



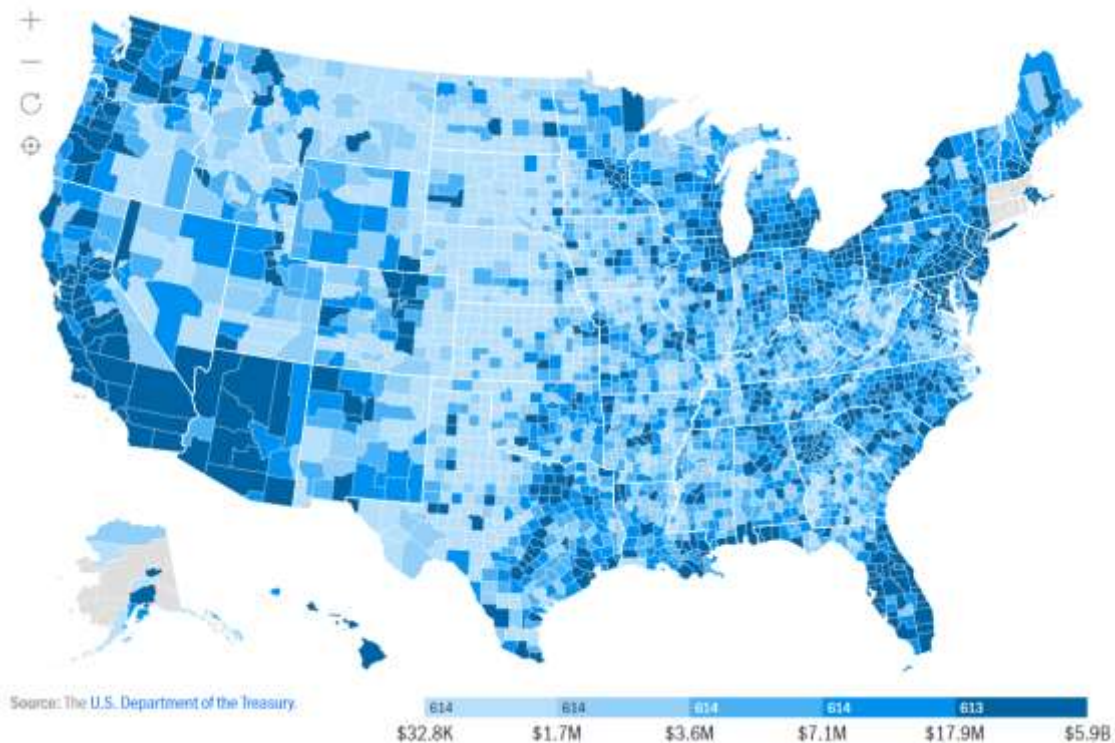
# Good News!

The American Rescue Plan Act (ARPA) has increased government-nonprofit partnerships at once in a generation levels.

State, local, Tribal, and territorial governments must obligate their specific allocations of the Coronavirus State and Local Fiscal Recovery Funds (CSLFRF) by the end of 2024 and spend them by the end of 2026.

# Coronavirus State and Local Fiscal Recovery Funds

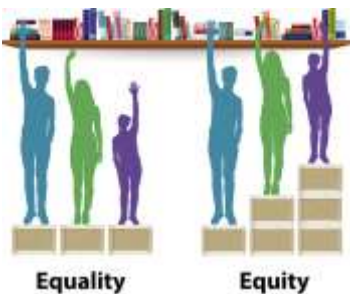
County-level allocations can be found [here](#)



<https://www.naco.org/resources/state-and-local-coronavirus-fiscal-recovery-fund-allocations>

# Government Guiding Principles

- Prioritize equity from the outset
- Invest in economic multipliers
- Implement quickly, yet fairly
- Maintain accountability via reasonable documentation and transparency





# Steps to Partner



- Understand how your local government operates
- Introduce yourself to local governments
- Build the relationship
- Know how decisions are made



# Understand How Your Local Government Works

- Research websites
- Connect with peers
  - Organizational charts/strategic plans/budgets
  - Where does your government get money?
  - How does it spend money?
  - How is the money allocated by the local government?
  - How do decisions get made?





# Introduce Yourself to Local Governments

- Make a connection
- Set up a meeting
  - Organization
  - Need you are addressing
  - Solutions you provide
  - How you can help them
- Accept and act on feedback
- Attend public forums and meetings

A decorative collage of various currency notes, including a US dollar bill, is positioned in the top-left corner of the slide. The main title 'Build the Relationship' is displayed in white text on a green background that spans the top of the slide.

# Build the Relationship

- Understand and respect their process
- Work through the system
- Understand their motivations—recognize their efforts when appropriate

A decorative collage of various currency notes, including US dollars and a Euro, is positioned in the top-left corner of the slide. The notes are partially overlapping and show details like the number '100' and the word 'EURO'.

# Know How Decisions are Made

- Public comment, committees, boards, elected officials, etc.
- Formal process for submitting requests?
- Slow and sometimes crazy fast

The header features a green background with the word "Resources" in white. To the left, there are several overlapping images of US currency, including a \$100 bill and a \$20 bill, with a focus on the intricate patterns and colors of the paper.

# Resources

- State auditor's websites
- National League of Cities ([www.ncl.org](http://www.ncl.org))
- National Association of Counties ([www.naco.org](http://www.naco.org))
- Federal grant opportunities ([www.grants.gov](http://www.grants.gov))

# Questions and Answers

Alice Ruhnke, President  
GrantStation

[www.grantstation.com](http://www.grantstation.com)

[alice@grantstation.com](mailto:alice@grantstation.com)

877.784.7268

[info@grantstation.com](mailto:info@grantstation.com)



A decorative graphic in the top-left corner consisting of several overlapping rectangular panels showing close-up details of various banknotes, including the number '100' and the word 'DOLLAR'.

# Questions and Answers

What types of funding are often available through local government?



# Questions and Answers

What other services and resources can local governments provide?



A decorative collage of various currency notes, including a US dollar bill, is positioned in the top-left corner of the slide. The notes are partially overlapping and show details like the number '100' and the word 'DOLLAR'.

# Questions and Answers

What legal/financial requirements we need to consider?

A decorative collage of various currency notes, including a US dollar bill, is positioned in the top-left corner of the slide. The notes are partially overlapping and show details like the number '100' and the word 'DOLLAR'.

# Questions and Answers

What reporting measures are typically required when partnering with local governments?

A decorative collage of various currency notes, including a US dollar bill, is positioned in the top-left corner of the slide. The notes are partially overlapping and show details like the number '100' and the word 'DOLLAR'.

# Questions and Answers

I'd like to propose \_\_\_\_\_ collaboration with my local government? Any tips?



# Questions and Answers

I don't have any contacts in my local government. How should I get started?



# Questions and Answers

I work for a newer nonprofit without a proven track record. Can I partner with local governments? What do we need to do?

A decorative graphic in the top-left corner consisting of several overlapping rectangular panels showing close-up details of US currency, including the number '100' and the word 'ONE' on a green bill, and the number '10' on a yellow bill.

# Questions and Answers

What bureaucratic challenges do you see when working with local government agencies?

The header features a green background with the title 'Questions and Answers' in white. To the left, there are several overlapping images of US dollar bills, including a \$100 bill and a \$20 bill, showing details like the '100' and '20' denominations and the 'FEDERAL RESERVE NOTE' text.

# Questions and Answers

My local government doesn't offer much assistance. Where should I look for additional options?