

**The Challenge**

Goodyear's disorganized system for managing grants led to missed deadlines which put the city at risk of losing millions of dollars.

The Solution

After Goodyear enlisted the help of eCivis Grants Network: Tracking & Reporting, city departments were better positioned to forecast potential grants, submit timely reimbursement and financial reports, and comply with annual audits.

The Results

Within six months of implementing Tracking & Reporting, the city had secured more than \$1 million in outstanding grant reimbursements, and grant activity increased from \$1.3 million to more than \$3 million.

The Municipality: Goodyear, AZ

The city of Goodyear, Arizona, is located in Maricopa County and is one of the fastest growing cities in the Phoenix metropolitan area.

The Challenge: Decentralized Grants Management

As City Manager of Goodyear, John Fischbach was responsible for overseeing the city's financial resources and securing additional funding via state, federal, and foundation grant programs.

Fischbach discovered that the city's inefficient grants management system was ill-equipped to handle the city's growing financial demands. Goodyear's system was a patchwork of disorganized and time-consuming manual processes. Information was frequently lost or misplaced, and key departments weren't being notified when the city received funding. It became apparent to city officials that something had to be done to fix the problems.

The Solution: Leadership Gets Organized

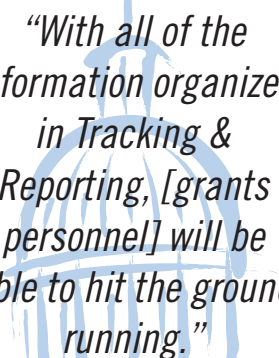
Goodyear implemented Grants Network: Tracking & Reporting as their grants management system and began to immediately benefit. Goodyear updated their internal policies so that all the city's grants activity was coordinated via Tracking & Reporting. The city had all relevant council actions and account setups go through Tracking & Reporting in order to keep the city's grant processes transparent and efficient. Tracking & Reporting also allowed all city officials to accurately track grant dollars as they moved through the sometimes lengthy funding process.

Goodyear Grants Administrator Matthew Hanson later attributed Goodyear's success with grants to a combination of clear policies, strong leadership, and the intuitive services and features provided by Tracking & Reporting.

The Results: Increases in Saved and Submitted Grants

Tracking & Reporting's positive impact on Goodyear's grants management system was immediate. As departments started uploading documents to the system, the grants administrator and finance department staff noticed that there were outstanding reports due. As a result, Goodyear was able to retrieve more than \$1 million in reimbursements. Tracking & Reporting also improved communication across various city departments and helped city staff prepare for annual audits.

"Not only are things working much better, but there is also a continuity of operations in place when staff turnover does occur," said Hanson. "New grants personnel or finance staff will not have to dig through paper files and notes to try and recreate what their predecessor did. With all of the information organized in Tracking & Reporting, they will be able to hit the ground running."



"With all of the information organized in Tracking & Reporting, [grants personnel] will be able to hit the ground running."

Matthew Hanson
Grants Administrator