

**The Challenge**

Norfolk's various departments had difficulty finding grants and occasionally found themselves accidentally competing for the same funding.

The Solution

The city created an Office of Grants Management, which used Grants Network: Research to help other departments find grant funding.

The Results

The number of grant awards doubled, time spent searching for grants was minimized, and community-based organizations were more successful in pursuing funding opportunities.

The Municipality: Norfolk, VA

Norfolk is a rapidly growing city on the southeastern coast of Virginia, located on the Chesapeake Bay. With a population of 241,000 people, it is home to one of the busiest international ports on the East Coast and the world's largest naval base.

The Challenge: Finding Grants, Eliminating Redundancies, Educating Nonprofits

When City Auditor Janet Williams became the Director of Grants Management for Norfolk, she immediately noticed the disorganization among departments applying for grants.

"I found the Fire and Police Departments were working on the same grants at the same time. We were competing against ourselves," Williams said. "That had to stop. It was wasteful going on the web, going through newsletters, trying to find grants. We needed to find a tool that simplified the process. My research identified eCivis as the best choice."

Williams' department, the Office of Grants Management, had another challenge as well. "We really have two customers—city employees and Norfolk's nonprofits," Williams explained. "The city gives out a big grant once a year and our community-based organizations (CBOs) didn't look for other sources. We needed to educate them about other funding opportunities."

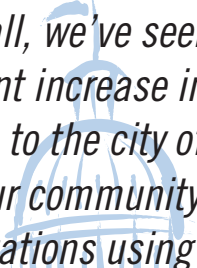
The Solution: Grants Network Simplifies the Search for Grants

By using Grants Network: Research, the city could provide training and resources to nonprofits and help them find their own grants. The Office of Grants Management reviewed, edited, formatted, and assisted with state and private foundation grant applications for city departments and CBOs.

"eCivis' comprehensive search results proved invaluable as we followed up with informational packets tailored to each department," said Williams. In addition, community-based organizations found the Grants Network: Research training sessions very helpful. The new research system eliminated the city's main issue: the inability to find grants. "Now they say they don't have time to write them all," said Williams.

The Results: Grant Awards Double Through Cooperation

"By employing Grants Network: Research as both a grant research tool and a training aid, we've been able to help public agencies and city departments fund important projects and programs," said Williams. "Overall, we've seen a 204 percent increase in grant awards to the city of Norfolk and our community-based organizations using eCivis. By educating nonprofits about funding opportunities, eCivis has directly impacted the quality of life for Norfolk residents by allowing our community-based organizations to provide services not available without funding from new sources."



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Janet Williams
City Auditor