



***Supplemental Transmittal
October 5, 2011 Meeting***

DATE: October 3, 2011

TO: Clerk of the Commission

FROM: Michael M. Ruane, Executive Director

A handwritten signature in black ink, appearing to read "Michael M. Ruane".

SUBJECT: Back-up Material and Recommendations for October 5, 2011 Meeting

The following back-up information and recommendations are provided that were not available at the time the agenda was distributed.

Presentation by Anne Olin – Enclosed are the slides for her presentation.

Agenda Item No. 4 – Renewal of Homeless Prevention Program Grants

Enclosed is a revised staff report and exhibit for the item. The Tustin Family Campus item has been eliminated from consideration at this time since an operator has not been confirmed for future operations. However, the program is currently funded through October 2012.

Item No. 6 – Public Hearing on Annual Audit

Enclosed is the final version of the External Audit. Bound copies should be available at the meeting.

No changes to the proposed Recommended Actions for these items is required as a result of this transmittal.

cc: Commissioners
Commission Counsel

An Overview of Fund Development Support for Commission Grantees

Presentation at October 5, 2011 Commission Meeting





Supporting the core business needs of organizations working toward social impact and public good.

Established in 2002
Supporting Commission grantees since 2004.

Over \$15 MM into OC primarily in private/corporate funding

Global ROR = 36%

More than 45 nonprofits served

12 team members in 2011

Four Complimentary Services Lines

- Strategic Planning and Evaluation
- Program and Fund Development
- Foundation and Grants Management
- Regional Initiatives

Our Efforts for The Commission

Since 2004 The Olin Group has supported 11 Commission grantees and helped raise **\$6,055,222** in primarily private and corporate funds.

Our focus has been on grantee areas of need in relation to organizational capacity and financial sustainability.

2010-2011 Grantee Assignments include:

- ❖ 211 Orange County
- ❖ Children's Health Initiative
- ❖ Dr. Riba's Health Club
- ❖ Early Literacy Program
- ❖ Mercy House
- ❖ School Based Health Center
- ❖ Silverado Children's Center
- ❖ YMCA Santa Ana

2010 - 2011 Highlighted Efforts

CFC Grantee	Received To Date	Pending
<i>Children's Health Initiative</i>	\$549,150	\$200,000
<i>YMCA Santa Ana</i>	\$56,000	\$70,000
<i>2-1-1 Orange County</i>	\$190,000	\$140,000
<i>Dr. Riba's Health Club</i>	\$35,000	\$500,000
<i>Early Literacy Program</i>	\$120,000	\$100,000
<i>Mercy House</i>	\$50,000	
<i>Mobile School Clinic</i>	\$500,000	

*Total Received to date for all
Commission Grantees in 2010-11*

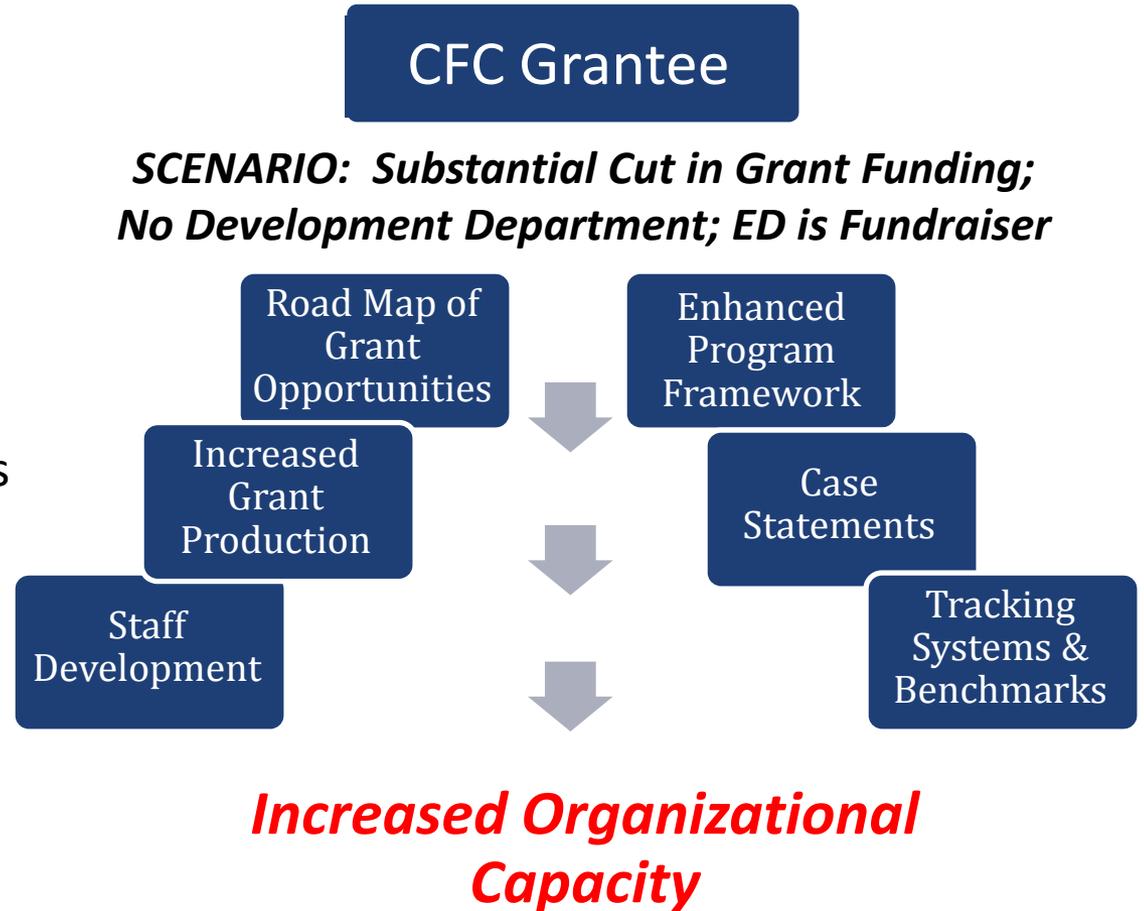
\$1,500,150

*....Still pending
\$1,010,000*

Better Than We Found It

While we are writing grants...

- ❖ Building Systems
- ❖ Research funding streams
- ❖ Developing a Case
- ❖ Staff Development
- ❖ Evaluation Support



The Road Ahead for Nonprofits

- Can **no longer ask for crisis funding** – the funding environment will not sustain stop-gap requests.
- Organizations must **“own their deficit”** and become proficient at explaining financial story, not just mission.
- **Every request must relate to mission, but also to the market of services** within which nonprofits work. Stand alone efforts will not survive.
- Communicating outcomes, impact, and where an organization fits in the market of services – **social return on investment** is more important than ever.

