
December 18, 19, and 20th 2012

GRANT REFORM UPDATE

PROBLEM

80% of Contracts with NFPs Not On Time

51% WERE ANNUAL RENEWALS

- 1,551 out of 1,811 were late
- No payments processed until the renewal is approved
- Scope seldom changes, yet requires...
 - Negotiation of Terms & Conditions
 - OSC Review & Approval
 - Submission of all the documents by NFPs

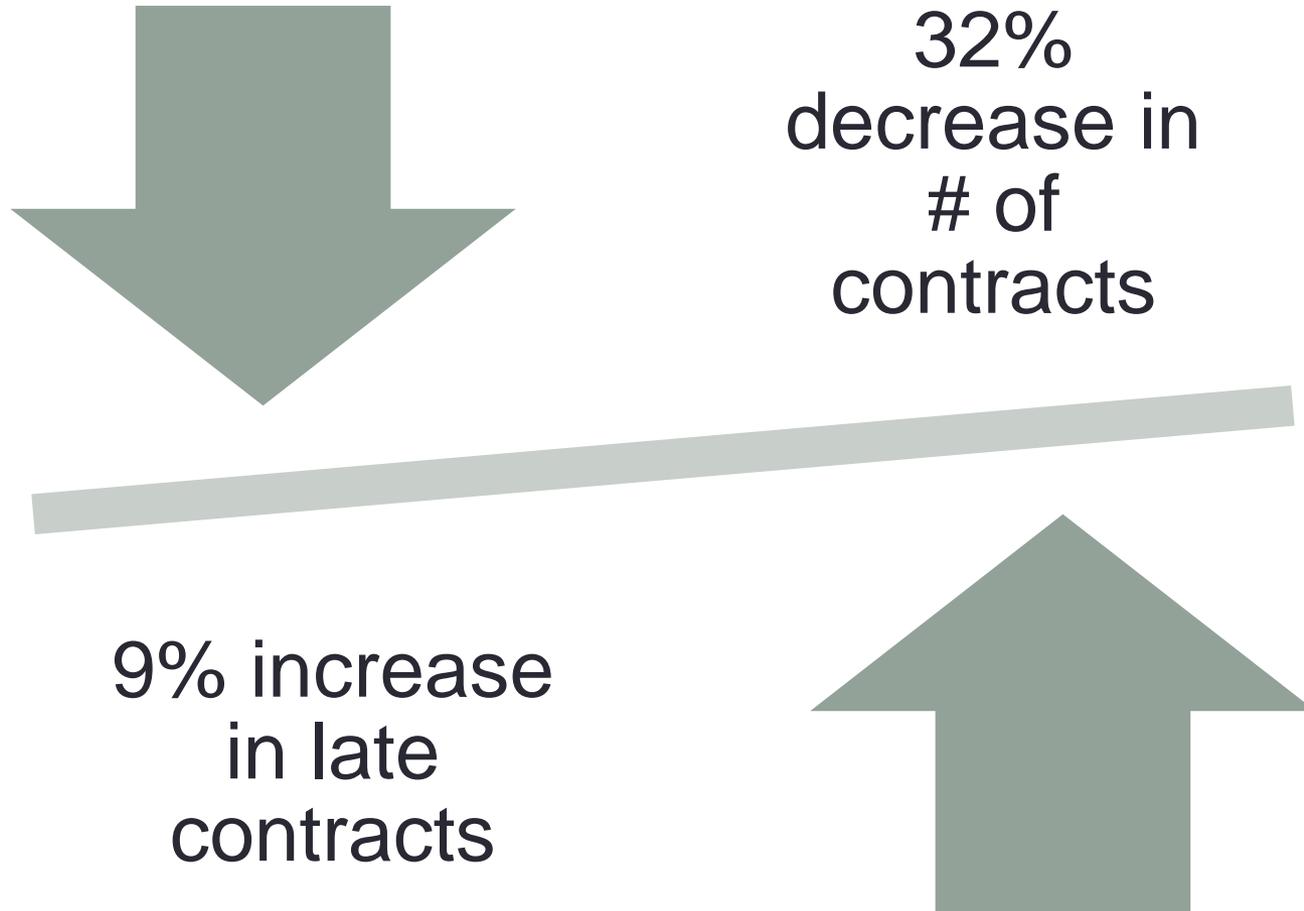
49% WERE NEW CONTRACTS

- 1,509 out of 2,004 were late
- Takes about 265 days to go from solicitation to approval
- To meet the statutory timeline agencies would have to begin the process in the prior Fiscal Year

What Has Been Done?

- Prompt Contracting Law requires agencies to pay interest on Late contracts.
 - State pays interest at an avg. rate of 3%, which is most likely less than what NFPs have to pay to borrow money
- Fifth Quarter Financing
 - Put in place to help NFPs fund an additional quarter of the fiscal year when contracts are delayed
 - Not used extensively by agencies
- Online Systems developed by agencies independently – includes online application and contract tracking functions

Result – Comparing 2010 to 2011



Why?

- **Agencies continue to enter in a single year agreement with NFP**; annual contract renewals adds unnecessary administrative burden on both NFPs and agencies
- **Lack of standard contract agreement** requires NFPs to invest in legal resources to review distinct agency contract for variations
- **No single place to look for current and upcoming opportunities** limits NFPs to plan ahead, and forces to scramble responses at the last minute
- **Redundant request and review of documentation** by agencies for each contract – no consistent requirements
- **Delays from paper and manual processing of forms and payment claims**

SOLUTION

Increase Use of Multi-Year Contracts

- **Eliminates annual...**
 - Negotiation of contract terms and conditions
 - Vendor responsibility determinations
 - B1184 approval
 - OSC review and approval
 - Prompt Contracting reporting requirements
- **That means**, every year NFPs would have to just submit a budget and work plan.

Implement Master Grant Contract

- **Benefits:**

- Streamlines approvals at both the State and grantee levels
- Creates a 'known quantity' – recipients know what to expect
- Reduce discrepancies and inconsistencies

- **Key Components:**

- Universal Cover and Signature Page
- Standard Terms and Conditions
- Attachment A - Additional Provisions
- Attachment B - Budget
- Attachment C - Work Plan
- Attachment D - Payment and Reporting

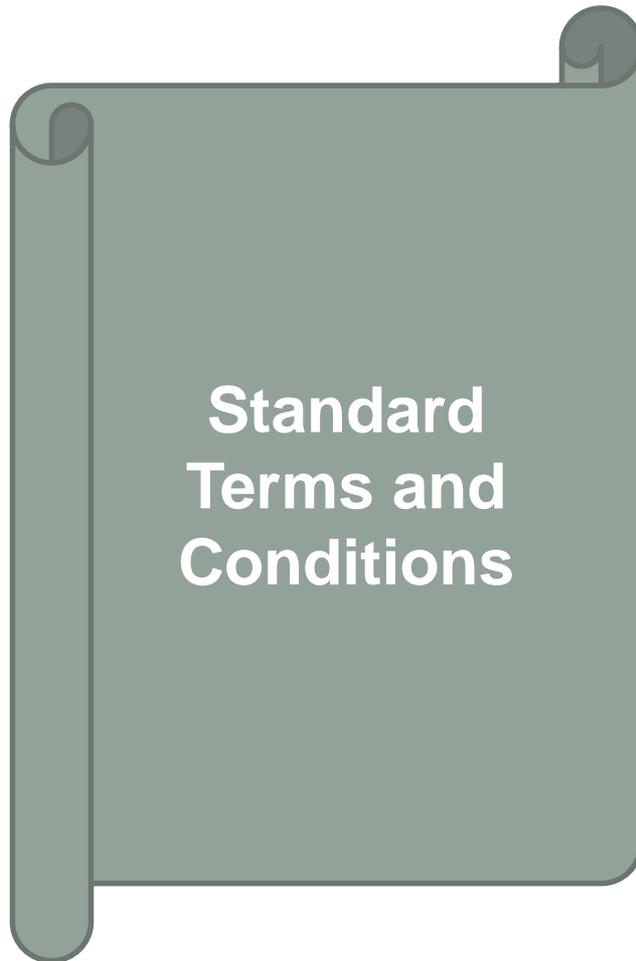
Key Components



Universal
Cover and
Signature Page

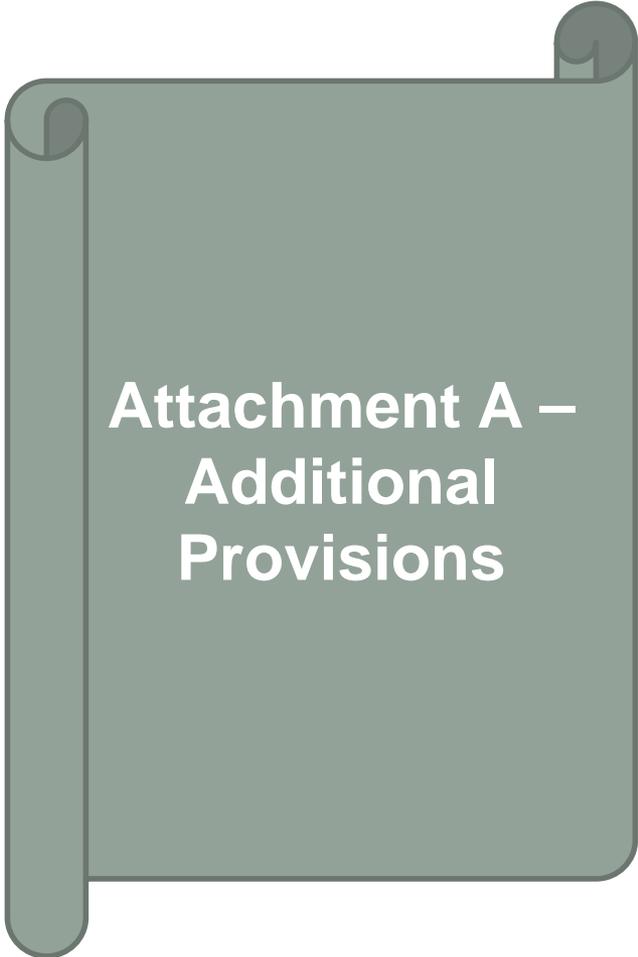
- **Eliminates** the need for contract and transaction type-specific versions
- **Replaces**
 - Cover pages for multi-year versus non multi-year agreements
 - Appendix X – Face page for renewals, amendments and modifications

Key Components, cont.



- **Consolidates** all Statewide Terms and Conditions into a single document
- **Replaces**
 - New York State Standard Agreement
 - Appendix A
 - Agency specific overlap.

Key Components, cont.



**Attachment A –
Additional
Provisions**

- **A-1 Program Specific Terms and Conditions**
- Contains specific clauses not covered under the Standard **Terms and Conditions**
- **A-2 Federally Funded Grants** – Contains Federal provisions where applicable

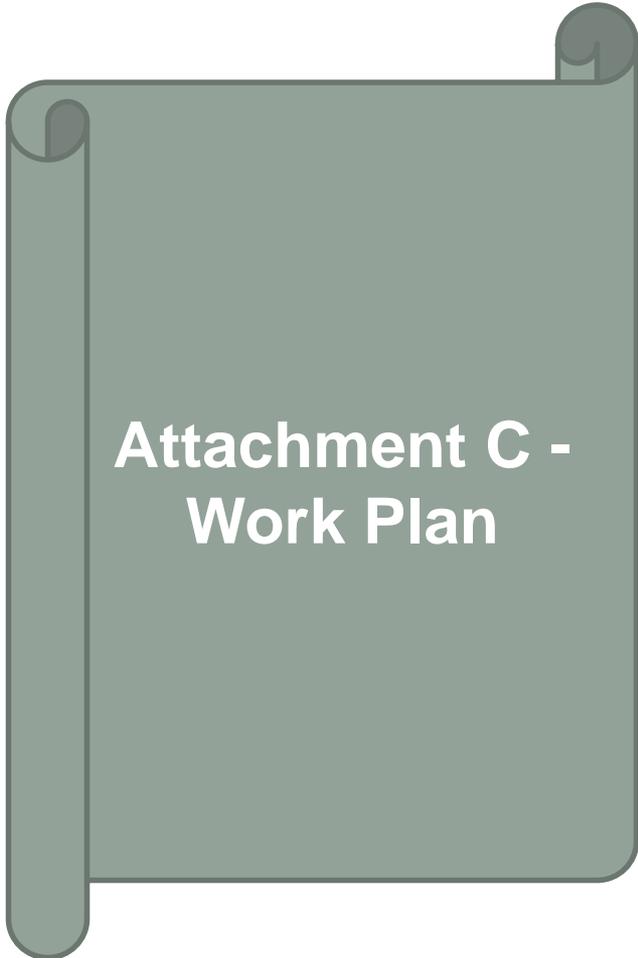
Key Components, cont.



Attachment B -
Budget

- **Eliminates** Agency and Program specific proliferation of forms.
- **Three budget types** from which to choose based on Program needs
 - Expenditure Based
 - Performance Based
 - Capital
- **Corresponding amendment versions** of each budget type to track changes.

Key Components, cont.



Attachment C - Work Plan

- **Universal format**
regardless of project or budget type
- Provides an overview of goals, tasks and desired outcomes
- **Captures detailed breakout of objectives**
by tasks and performance measure.

Key Components, cont.



Attachment D - Payment and Reporting

- **Standard payment and reporting terms** reduce complexity faced in obtaining reimbursement for services provided

Common Questions

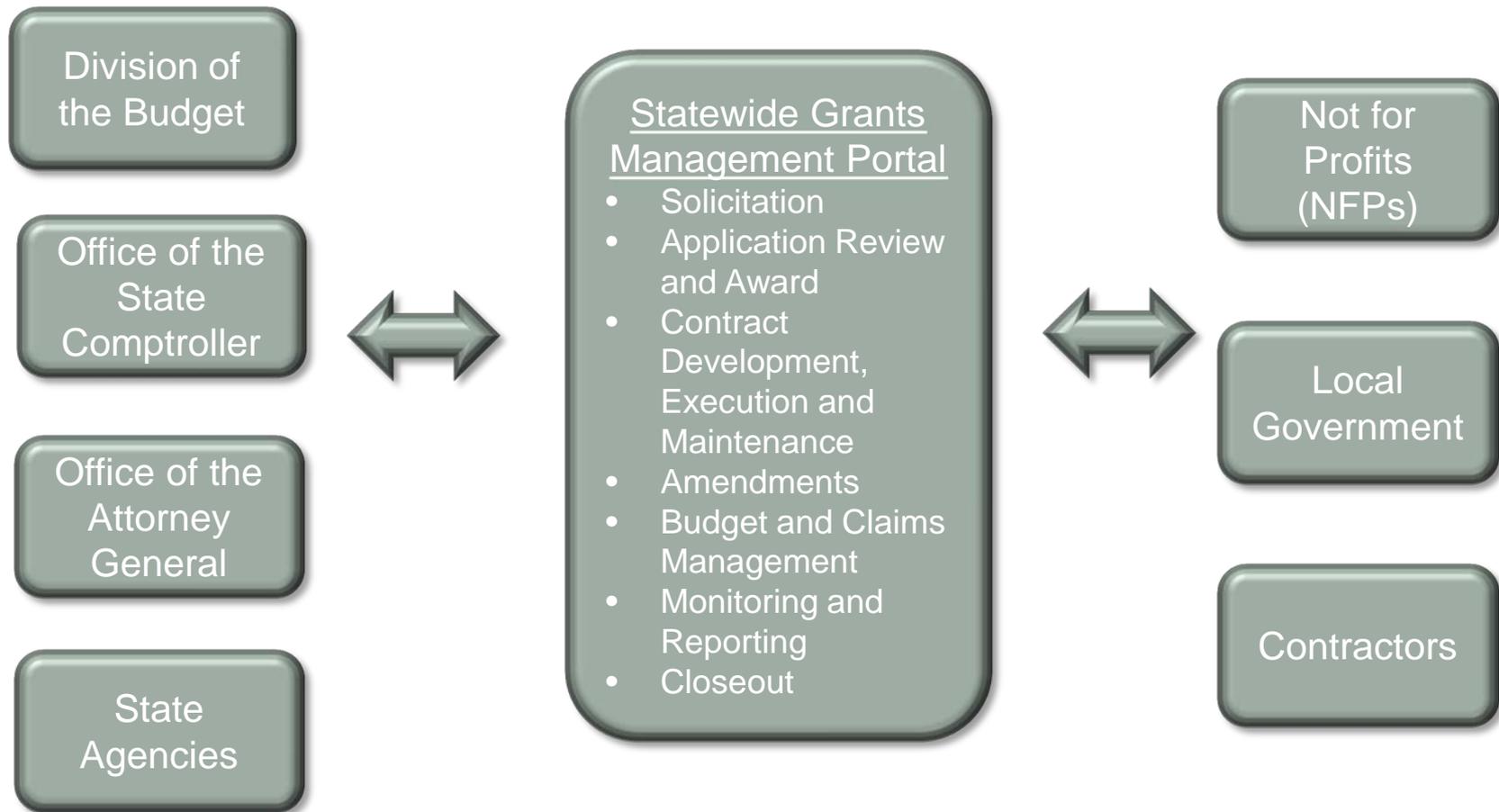
1. Where Can I Review the Contract?

- The final draft will be posted on the Grants Reform Website (grantsreform.ny.gov) in early January.

2. When Will the Contract Roll Out?

- Effective April 1, all new contracts and renewals will include: Universal Cover and Signature Page, Standard Terms and Conditions, Attachment A, and Attachment C

Implement a Statewide Grants Management System



Immediate Benefits (April 2013)

1. Grants Opportunity Portal

- Single place for posting all current and upcoming grant opportunities offer ample time for NFPs to mobilize resource to respond to the RFP

2. Grantee Data Vault

- NFPs self maintain organizational information and documents online on an ongoing basis
- Eliminates the need to provide supporting documentation as part of each application
- NFPs identify service offering using a standard taxonomy, which can be used by State for capacity building, and notification

Coming Soon (SFS 2013-14)

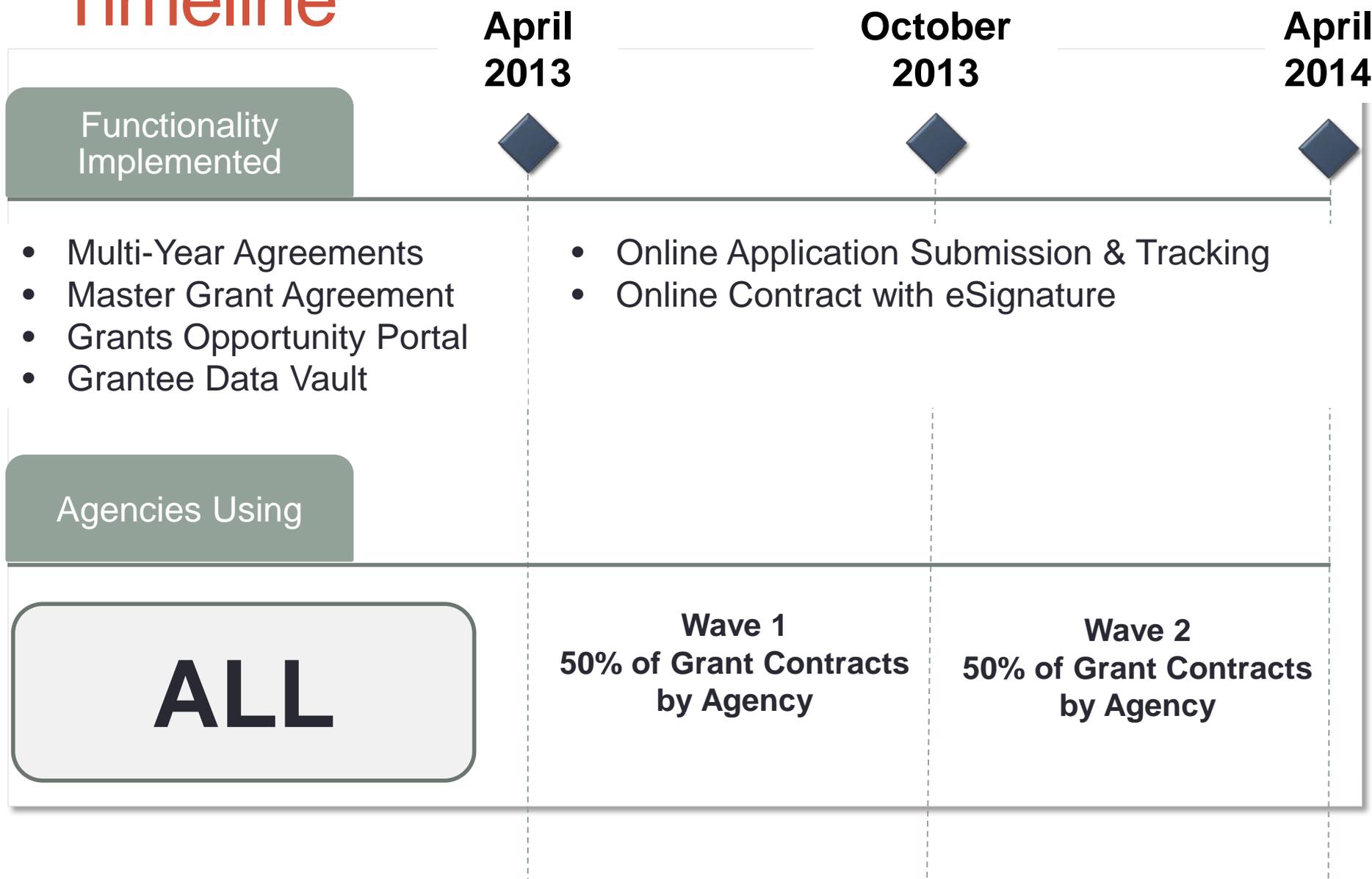
1. Online Application Submission & Tracking

- Completing and submitting application forms online, and track progress

2. Online Contract with eSignature

- Eliminate paper processing

Timeline



Action Items

- Plan to transition to the new Contract
- Participate in focus groups to provide feedback on discuss the challenges facing the NFP and suggestions to improve the relationship with the State
- Provide ongoing feedback care of grantsreform@budget.ny.gov

Thank You!!!