

FY 2026 Financial Partner Applicants

BUDGET WORKSHOP

MARCH 24, 2025

Council Strategic Priorities Guide the Work



Great Neighborhoods

Focusing on comprehensive initiatives designed to create affordable housing and provide opportunities that align with creating great neighborhoods.



Safe Communities

Ensuring neighborhoods are safe, healthy, and inclusive with a focus on policing, fire protection and community relations



Transportation and Planning

Anticipating and planning for the change of the community. Addressing change with strategic investments, building and maintaining a comprehensive transportation network, and placemaking strategies that encourage connection between neighborhoods and employment centers



Workforce Development

Building and maintaining a successful business climate and workforce talent, including the number of jobs with sustainable wages/benefits; economic opportunity and digital inclusion for all residents; and encouraging business development, innovation, and entrepreneurship.



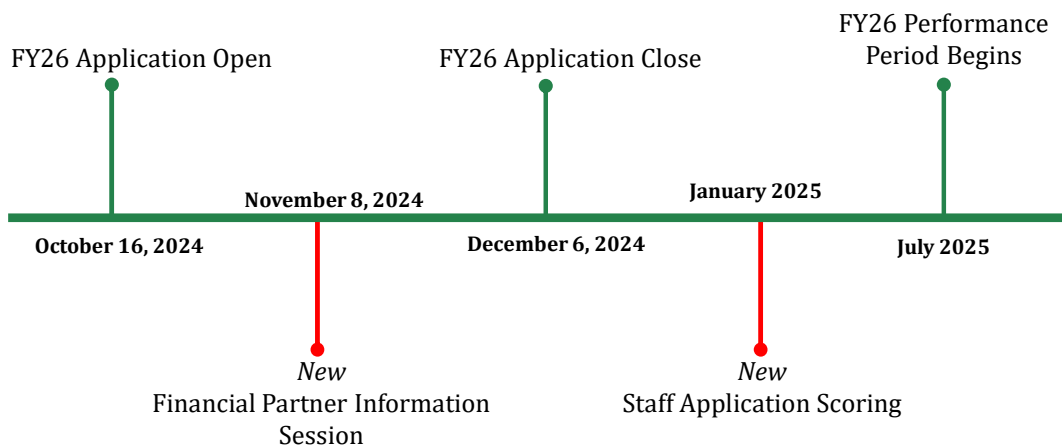
Well-Managed Government

Ensuring the city demonstrates inclusivity through commitment to and focusing on equity and safeguarding the environment; leadership in financial stewardship; reviewing best practices; and maintaining consistency in approach with an emphasis on effective and efficient services that are accountable, customer-focused and inclusive.

Financial Partner Policy

- ▶ **City Council adopted the Financial Partners Policy on 10/14/2024**
- ▶ **Policy accomplished**
 - Formalized criteria regarding non-profit status and financial reporting requirements
 - Funding restrictions according to agency's annual operating budget
 - Term limit of five years with annual approval required
- ▶ **Funding Restrictions**
 - Maximum funding of 30 percent of agency's budget
 - If agency requested more than the maximum, award will be adjusted to 30 percent

Financial Partner Application Timeline



FY 2026 New Initiatives

► Financial Partner Information Session

- Shared critical program information
- 62 registered participants with 46 attendees
- Allowed time for Q&A

► Application Scoring

- Formalized application scoring process
- Cross-departmental Scoring Team comprised of 19 city staff
- Each application scored by six staffers each

► Strategic Priority Area Focused

- Each organization was required to align their application with one primary priority area
- Helps to highlight focus on partnerships that advance the priorities of council

Financial Partner Performance Reporting

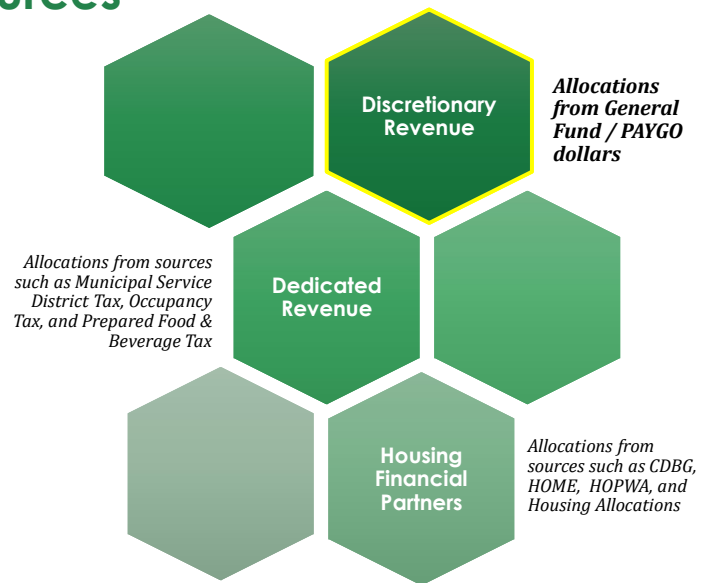
► Performance Measures

- Established in partnership with staff to ensure alignment with strategic priorities
- Included in contract with Financial Partner
- Reported on at mid-year and year-end
- Report Submissions required for timely payment disbursements

Financial Funding Sources

► **Awards through the Financial Partner Program historically come from Discretionary Revenue**

- ARPA funding was leveraged when available

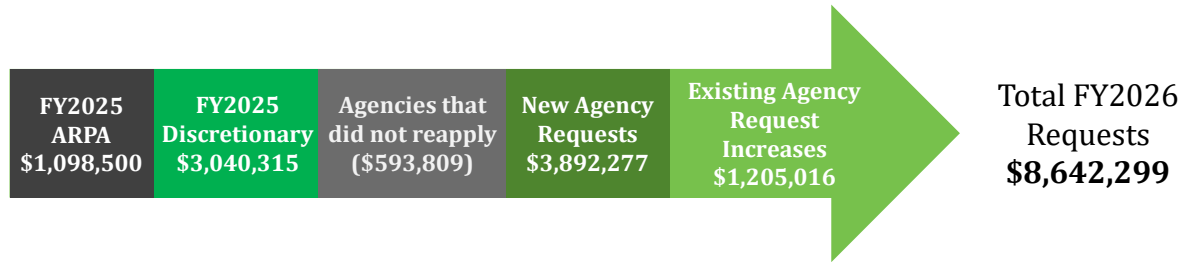


FY 2026 Funding Requests

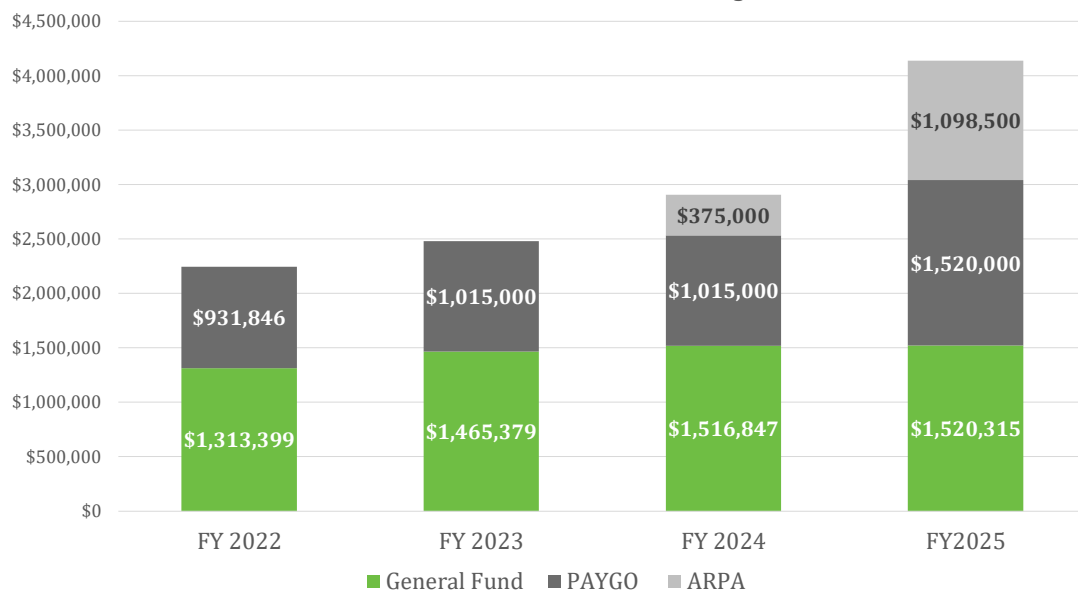
FY2026 Applications

► 50 applications received this fiscal year

- Staff increased communication efforts
- Information session allowed new applicants to get comfortable with process
- Requests total \$8,642,299
- Largest funding request of all time



Historical Financial Partner Funding



Great Neighborhoods

Agency	FY2025 Funding	FY2026 Funding Request	Application Score
Housing Collaborative	\$200,000	\$250,000	55.65
Alliance Center for Education	\$90,000	\$90,000	55.20
Local Initiatives Support Corporation (LISC) Charlotte	\$200,000	\$200,000	54.67
United Way of Greater Charlotte	\$130,000	\$146,143	52.32
DreamKey Partners, Inc.	\$390,000	\$390,000	51.99
Crisis Assistance Ministry	\$550,000	\$825,000	49.64
Roof Above	N/A	\$243,808	49.10
ourBRIDGE	N/A	\$135,895	49.02
Just Do It Movement! Inc.	N/A	\$32,000	49.00
Hearts for the Invisible Charlotte Coalition Inc	\$100,000	\$300,000	46.50
Charlotte Museum of History	\$100,000	\$400,000	39.02

Safe Communities

Agency	FY2025 Funding	FY2026 Funding Request	Application Score
Greater Enrichment Program	\$200,000	\$200,000	58.32
Knothole Foundation Inc.	N/A	\$75,000	57.02
My Brothers Keeper Charlotte-Mecklenburg	\$50,000	\$115,000	55.49
Que-OS/BOOM Charlotte	\$100,000	\$90,000	52.99
Safe Alliance	\$397,038	\$439,267	50.34
The Males Place, Inc	\$100,000	\$100,000	47.51
Carolinas Metro Inc. (dba Carolinas Metro Reds)	\$50,000	\$90,000	47.50
Carolina Migrant Network	N/A	\$114,674	42.82
Council for Children's Rights, Inc	N/A	\$400,000	40.83
For The Struggle, Inc.	\$100,000	\$125,000	40.51
The Save Our Children Movement, Inc	\$34,000	\$125,000	40.01
Achieving Success On Purpose	N/A	\$40,995	34.17

Well-Managed Government

Agency	FY2025 Funding	FY2026 Funding Request	Application Score
TreesCharlotte	\$250,000	\$250,000	56.67
Leading On Opportunity	N/A	\$100,000	42.99
The Frankie Mae Foundation	N/A	\$40,260	25.32

Workforce Development

Agency	FY2025 Funding	FY2026 Funding Request	Application Score
National Institute of Minority Economic Development: Women's Business Center of Charlotte	\$50,000	\$50,000	59.00
Our Daily Bread Foundation	N/A	\$70,000	57.34
Prospera North Carolina	N/A	\$50,000	56.40
The Boost Pad	N/A	\$50,000	54.69
Big Brothers Big Sisters of Central Carolinas	N/A	\$250,000	54.68
Carolina Youth Coalition	\$100,000	\$150,000	54.02
Charlotte Center City Trust	N/A	\$172,972	53.69
Dress for Success Charlotte	N/A	\$349,501	53.19
Sullenberger Aviation Museum	N/A	\$250,000	52.00
Race Matters for Juvenile Justice (RMJJ)	\$51,468	\$74,612	51.46
Charlotte Works	N/A	\$322,673	51.00

Workforce Development

Agency	FY2025 Funding	FY2026 Funding Request	Application Score
Power Up USA	\$287,000	\$125,000	49.87
Carolinas Asian American Chamber of Commerce	\$100,000	\$100,000	47.01
Apparo Solutions, Inc.	N/A	\$606,119	46.82
Stiletto Boss University	\$77,500	\$100,000	45.58
Gen-One, Inc	N/A	\$115,000	45.35
ArtPop Street Gallery	N/A	\$184,500	44.60
National Black MBA of Charlotte	N/A	\$45,000	43.16
Charlotte Is Creative	N/A	\$125,000	38.84
Children of the World Learning Center	N/A	\$50,000	36.66
Freedom In Me Business Showers	N/A	\$68,880	35.49
Bengali Women's Forum Corp	\$10,000	\$15,000	32.82

Discussion & Questions

