




# FY 2027 Financial Partner Applicants


**BUDGET, GOVERNANCE, AND INTERGOVERNMENTAL RELATIONS COMMITTEE**

APRIL 6, 2026

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## Council Strategic Priorities Guide the Work

				
Great Neighborhoods	Safe Communities	Transportation and Planning	Workforce Development	Well-Managed Government



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## 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
    - FY2027 will mark year 2 for any existing partners that receive continued funding
  
- ▶ **Funding Restrictions**
  - Maximum funding of 30 percent of agency’s overall budget
  - Requesting more than 30 percent resulted in a lower application score

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## Financial Partner Application Timeline



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## FY 2027 Initiatives

### ▶ Financial Partner Information Session - Mandatory

- Shared critical program information
- 167 registered participants with 102 attendees
- Allowed time for Q&A

### ▶ Identifying Impactful Performance Measures

- 32 registered participants
- Partnership with city Data & Analytics team
- Designed to help organizations identify and track performance measures that support council strategic priorities
- Included in application scoring

### ▶ Financial Reporting Training

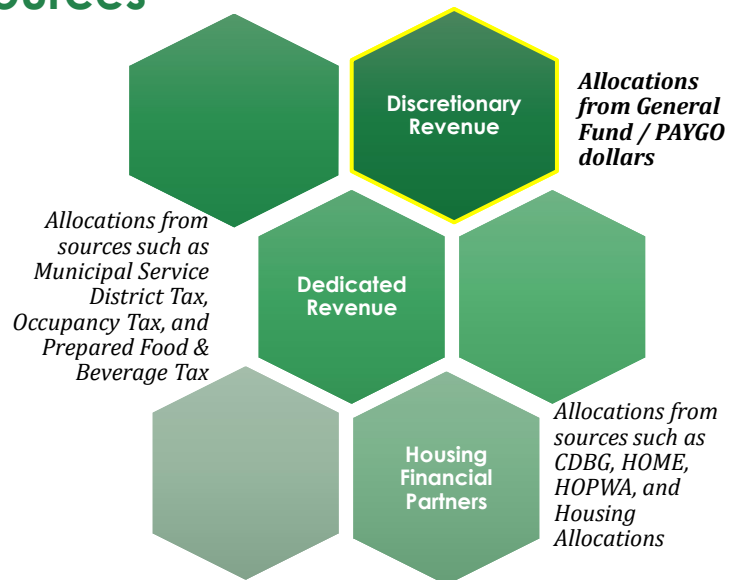
- 24 registered participants
- Partnership with city Finance team
- Designed to help organizations understand what their financial reports tell about their organization
- More accurate budget development for new applicants

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## Financial Funding Sources

### ▶ Awards through the Financial Partner Program historically come from Discretionary Revenue

- ARPA funding was leveraged when available



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## FY2027 Applications

### ► 39 eligible applications received this fiscal year

- Staff increased communication efforts
- 5 applications received from agencies that did not attend mandatory meeting
- 2 current partners did not attend the mandatory meeting and were ineligible for the FY 2027 application cycle
- 2 current partners did not reapply for FY 2027 funding
- Requests total \$6,199,681

### ► Application Scoring

#### Current Partners

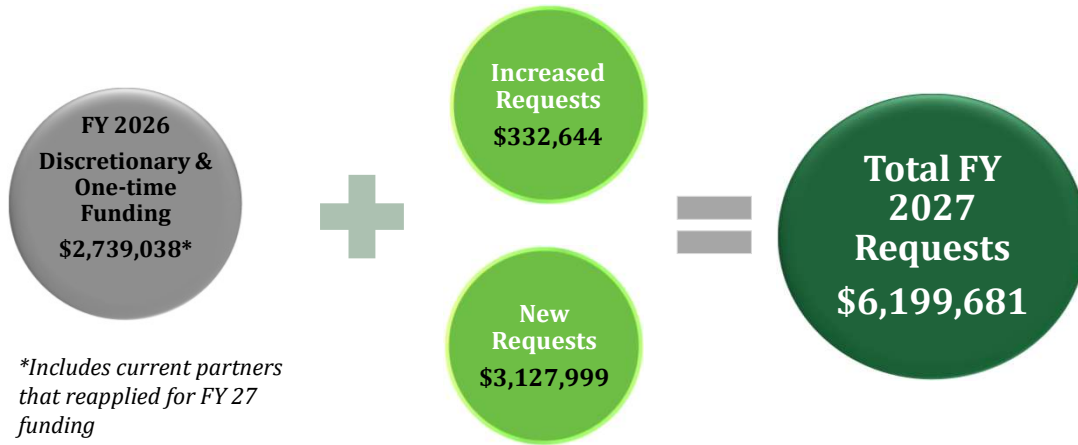
- 60% - Application Score
- 20% - Policy Adherence
- 15% - Completeness of application package
- 5% - Mid-year reporting submitted

#### New Partners

- 70% - Application Score
- 20% - Policy Adherence
- 10% - Completeness of application package

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# Discretionary FY 2026 Funding and FY 2027 Requests



## Great Neighborhoods

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

Organization Name	FY 2027 Funding Request	FY2026 Funding	Requesting funding for	Weighted Score
Roof Above	\$127,182	\$100,000	Program Budget	100
Crisis Assistance Ministry	\$515,000	\$825,000	Program Budget	95.2
Housing Collaborative	\$200,000	\$200,000	Overall Agency Budget	95.2
DreamKey Partners, Inc.	\$250,000	-	Overall Agency Budget	94.4
Hearts for the Invisible Charlotte Coalition Inc	\$350,000	\$100,000	Overall Agency Budget	93.4
Alliance Center for Education	\$155,000	\$90,000	Program Budget	90.2
Supportive Housing Communities	\$1,000,000	-	Overall Agency Budget	90.2
The Frankie Mae Foundation	\$29,860	-	Program Budget	81.8
Charlotte Center for the Arts	\$140,450	-	Overall Agency Budget	68.1
Just Do It Movement! Inc.	\$58,000	\$32,000	Program Budget	68
Groundwater Solutions	\$99,832	-	Overall Agency Budget	65.3

## Safe Communities

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

Organization Name	FY 2027 Funding Request	FY2026 Funding	Requesting funding for	Weighted Score
ParentChild+	\$190,000	-	Program Budget	96.5
Safe Alliance, Inc.	\$438,000	\$397,038	Program Budget	91
The Knothole Foundation Inc.	\$75,000	\$75,000	Program Budget	77.8
Carolinas Metro Inc. (dba Carolinas Metro Reds)	\$50,000	\$50,000	Overall Agency Budget	74.8
My Brother's Keeper Charlotte-Mecklenburg	\$115,000	\$50,000	Overall Agency Budget	73
The Co-Parenting Hub	\$150,000	-	Program Budget	54.6
For The Struggle, Inc.	\$150,000	\$100,000	Overall Agency Budget	89.2

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## 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.

Organization Name	FY 2027 Funding Request	FY2026 Funding	Requesting funding for	Weighted Score
Sustain Charlotte	\$100,000	-	Program Budget	93
The NEO Foundation Inc	\$50,000	-	Overall Agency Budget	50.4

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## Workforce Development

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

Organization Name	FY 2027 Funding Request	FY2026 Funding	Requesting funding for	Weighted Score
Carolina Youth Coalition	\$125,000	\$100,000	Overall Agency Budget	97.6
Community Culinary School of Charlotte	\$38,830	-	Program Budget	96.5
Per Scholas, Inc.	\$120,000	-	Program Budget	96.5
United Way of Greater Charlotte	\$220,000	-	Program Budget	95.1
Our Daily Bread Foundation	\$90,000	\$70,000	Overall Agency Budget	94
Prospera North Carolina LLC	\$50,000	\$50,000	Overall Agency Budget	94
Freedom Communities	\$80,000	-	Program Budget	91.6
Young Black Leadership Alliance	\$150,000	-	Overall Agency Budget	91.6
Dress for Success Charlotte	\$298,027	-	Program Budget	90.9
Springclean, Inc.	\$72,000	-	Program Budget	90.9
Sullenberger Aviation Museum	\$248,000	-	Program Budget	90.9

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Organization Name	FY 2027 Funding Request	FY2026 Funding	Requesting funding for	Weighted Score
National Black MBA of Charlotte	\$45,000	-	Program Budget	90
Directions To Discovery Inc	\$15,000	-	Overall Agency Budget	82.3
Basil Business Group	\$6,000	-	Program Budget	80.4
National Institute of Minority Economic Development - Women's Business Center of Charlotte	\$50,000	\$50,000	Program Budget	78.4
The Boost Pad	\$103,500	\$50,000	Overall Agency Budget	72.4
Cappa Inc.	\$45,000		Program Budget	65.5
Power UP USA	\$100,000	\$100,000	Overall Agency Budget	53.6
Carolinas Asian American Chamber of Commerce	\$100,000	\$100,000	Program Budget	48.8

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# Discussion & Questions



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