



March 31, 2020

John Falcicchio
Acting Deputy Mayor of Planning and Economic Development
John A. Wilson Building
1350 Pennsylvania Avenue, NW, Suite 317
Washington, DC 20004
Via email: john.falcicchio@dc.gov

Dear Acting Deputy Mayor Falcicchio,

The Center for Nonprofit Advancement, representing 800 nonprofit organizations, Washington Regional Association of Grantmakers, representing over 110 philanthropic organizations, and Washington Area Women's Foundation are pleased to see that the micro grant program approved as part of DC's emergency response legislation to the current pandemic is available for both small businesses and nonprofit organizations. We also applaud the effort by you and your team to open up applications so quickly for organizations to apply for relief funds.

We are writing to you to express two concerns about the way in which the current application limits eligibility when it comes to direct service nonprofit organizations. Our hope is that you will consider these concerns both as you move through the review process, and in the event that a second funding round becomes available.

First, the application currently asks nonprofits to explain how their revenue generation has been impacted by the current public health crisis in February and March of this year and to anticipate how their revenue will be impacted in April of this year. Some nonprofits will be able to demonstrate that, particularly those who had major fundraising events scheduled for March or April that have been cancelled or postponed. However, the vast majority of nonprofits, particularly those that provide much needed services to the most vulnerable in our community, may not see donations and/or revenue decrease specifically in the months of March or April, but rather will struggle further into the year. **A set deadline of March 31st, versus a rolling application deadline, will drastically limit the number and type of nonprofit organizations that are eligible to apply.**

Second, for direct service nonprofits that are currently on the front lines of the public health crisis, their ability to keep their doors open may not be based on revenue generation comparable to previous years. Many critical organizations have had to shift their operating model to provide additional or new virtual services and/or have had to increase their investment in cleaning supplies and staff to ensure that they can maintain services for their clients and/or a safe environment for their clients. **Therefore, it would be most helpful if the nonprofit application did not only inquire about loss of revenue, but also increases in expenses that have occurred due to the crisis.**

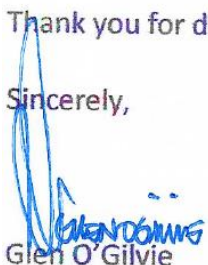
Lastly, as you undertake your review of all applications, we ask you to consider an equitable split in the funding between small businesses and nonprofits. The nonprofit sector is an important economic engine in our

local economy that provides services to our most marginalized and vulnerable populations. Their business continuity is of the utmost importance during this crisis.

We are happy to discuss potential remedies to ensure that direct service nonprofits in DC can better take advantage of this critical government support. Please do not hesitate to contact us directly if we can be of any assistance during this time.

Thank you for doing all that you can for both DC's local small businesses, as well as our nonprofit sector.

Sincerely,



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