Moving the Needle: Advancing Community Well-being through Partnership Leveraging

Association of Fundraising Professionals
Las Vegas Chapter
September 28, 2012 Membership Luncheon

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Senior Resident Scholar
Primary Discussion Points

- The Lincy Institute’s Role in the Community
- Current Community Status – Social Service Well-being Indicators
- What is Currently Being Done to Drive Change
- Expanding Community Efforts
- Engaging Funders in a Plan for Las Vegas
PART ONE

The Lincy Institute’s Role in the Community
The Lincy Institute at UNLV conducts and supports research that focuses on improving Nevada’s health, education, and social services. This research is used to build capacity for service providers and enhance efforts to draw state and federal money to the greater Las Vegas area.
About The Lincy Institute (cont).

The Lincy Institute highlights key issues that affect public policy and quality-of-life decisions on behalf of children, seniors, and families in Nevada.
Four main goals:

(1) conduct and support research that seeks to improve health, education, and social services;

(2) use data and research to inform and improve public policy and practice;

(3) build and enhance the capacity of public and private community partners; and

(4) secure external financial resources.
Current Activities and Initiatives

Assessments

- **Social Network Analysis** - identify the structure of nonprofit health, education, and social service networks with a special emphasis on identifying the nonprofit “leaders” in Southern Nevada.
Current Activities and Initiatives (cont.)

- Economic Impact of Nonprofits in Southern Nevada - examine the economic impact of the nonprofit sector in Nevada by focusing on a variety of measures of economic significance and the possible impact of those activities on the overall health and economic diversity of the state’s economy.
- Fiscal Analysis Study - Maximizing Federal Funding - address the capacity of Nevada to maximize federal funds which flow into the state to support a healthy communities framework. Federal funding streams in three areas are being assessed: health; education; and social services. A report that identifies the major federal funding sources in these areas and contains an analysis of the factors which impede Nevada from maximizing these federal resources is being produced.
Health and Human Services Workforce Development/ Capacity Needs Assessment Three components to the assessment: (1) Household Assessment- a survey of households to determine prevalence of mental health conditions; (2) Service Utilization Assessment – interviews with individuals who are currently utilizing mental health services; and (3) Workforce Assessment - examination of the workforce’s skills, competency, professional background, and preparation.
Determined, Responsible, Empowered Adolescents Mentoring Relationships (DREAMR)- The purpose of this federally-funded project is to reduce pregnancy among foster youth. The project partners include: Clark County Department of Family Services, Big Brothers Big Sisters, SAFY, Olive Crest, S.P.I.R.I.T. and the Southern Nevada Health District.
Current Activities and Initiatives (cont.)

- Clark County K-12 Education Needs Assessment-
The Annenberg Institute for School Reform at Brown University is conducting a needs assessment of K-12 education in Clark County using publically available data; provide comparisons to similar districts.

- Survey of Nonprofit IT Capacities- A survey instrument that will be administered to Southern Nevada nonprofits is being developed. The assessment will provide The Lincy Institute with an understanding of organizational sophistication and aptitude, opportunities and challenges.
Projects and Collaborations

- **Social Service Collaborative** – The Social Service Collaborative involves key leaders from the university and community who represent the interests of vulnerable children and families. The collaborative serves in an advisory capacity to The Lincy Institute by identifying key issues locally that need to be addressed and by forging partnerships centered on a series of short-term, practical efforts. Private and public funding opportunities and initiatives are pursued.
Las Vegas Promise Neighborhood 2012 Partners
– This initiative involves a series of meetings & events to formally reconvene the Las Vegas Promise Neighborhood (LVPN) partners and community members to discuss the reviews provided from the recent Promise Neighborhood federal grant submission, which was not funded. The Promise Neighborhood partners are planning next steps in preparation for a grant resubmission.
“Coalesce Clark County”: Education Issues in the State of Nevada - an Education Organizing Retreat was held. The purpose of the retreat was to “build relationships among education advocates and identify key education issues around which Las Vegas students, parents, and activists can organize, build power, and transform education in the Las Vegas community and throughout our state.” The guiding framework was “Supporting our Children from Cradle to College and Career.”
Healthcare Workforce and Services - In comparison with many states, Nevada has a diminished capacity in healthcare. The demand for resources and services far exceeds supply. Nevada must reduce its shortage of healthcare workers by attracting and retaining medical professionals and creating a viable pipeline of training and by educating and cultivating new professionals in all sectors of healthcare. This initiative will focus on establishing short and long terms goals and objectives to address the healthcare workforce shortage.
Increasing access to affordable health insurance- Increasing the rates of non-Medicare eligible Nevadans with health insurance would facilitate achieving two important goals: expanding Nevadans’ access to quality healthcare services and containing overall healthcare costs. A target of reducing those without any coverage to just 6% by 2020 would bring Nevada in line with projected national averages.

Federal Health Care Funding- The limited eligibility criteria for programs which Nevada receives federal assistance to insure children and the poor result in the state and its’ residents shouldering a greater share of healthcare expense. By optimizing legislation in the Affordable Care Act the financial burden can be reduced. A goal should be set to raise the share of federal healthcare funding to 1.8% of revenues by 2030.
Las Vegas Healthy Communities Coalition - The Las Vegas Healthy Communities Coalition is a cross-sector partnership that seeks to improve outcomes from birth through successful employment in the Las Vegas Valley community. The partnership extends beyond the traditional players, breaking down silos within our community. It brings together organizations from the fields of education, health care, housing, public safety and workforce development and joins them with leaders in business, philanthropy, early childhood, K-12, post-secondary institutions and non-profits who are working together to impact the lives of our citizens from cradle to career.
Current Activities and Initiatives (cont.)

Data Systems

- **Constituent Relationship Management System (CRM)**- This system will support the collection of data as part of an effort to develop a greater data repository of information.

- **The Lincy Institute Data Repository Project**- The objective of this project is to store data from community assessments from the Institute’s three focus areas, data collected through Institute awards, commissioned projects and contracts, and agency service providers.
Upcoming Events and Projects

- **Workshop: Software as a Service (SaaS).** A workshop will be organized for service providers to present technology resources available in the SaaS domain.

- **Community Round Table: Data Sharing.** Approval has been given for the Institute to host two meetings with community leaders from within the Institute’s three focus areas to discuss data sharing, challenges, and opportunities.

- **Workshop: Effective Use of Data.** An event will be hosted with invited service providers regarding the effective use of data in evaluation and grant submissions.
PART TWO

Community Well-being
Indicators of Community Well-being

What is your definition of a healthy and thriving community?
Indicators of Community Well-being

In what areas of community well-being do you think we are investing the bulk of our support and resources?
Southern Nevada – Social Service Sector

- Who is Served
- Our Capacity
- Service Range and Reach
# Public Non-profit Social Services – Clark County
*(Source: 2010 Urban Institute National Center for Charitable Statistics)*

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Health related (e.g., Clinics in Schools)</td>
<td>32</td>
<td>9</td>
</tr>
<tr>
<td>Mental health and Crisis intervention</td>
<td>27</td>
<td>8</td>
</tr>
<tr>
<td>Crime and Legal related</td>
<td>23</td>
<td>7</td>
</tr>
<tr>
<td>Employment</td>
<td>16</td>
<td>5</td>
</tr>
<tr>
<td>Food, Agriculture and Nutrition</td>
<td>8</td>
<td>2</td>
</tr>
<tr>
<td>Housing and Shelter</td>
<td>37</td>
<td>11</td>
</tr>
<tr>
<td>Youth Development (e.g., Boys and Girls Club)</td>
<td>31</td>
<td>9</td>
</tr>
<tr>
<td>Human Services (e.g., Salvation Army)</td>
<td>114</td>
<td>33</td>
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<tr>
<td>Community Improvement &amp; Capacity Building/Coalitions (e.g., 100 Black Men)</td>
<td>40</td>
<td>11</td>
</tr>
<tr>
<td>Social Service (other)</td>
<td>2</td>
<td>&lt;1</td>
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<tr>
<td>Public and Societal Benefit (e.g., Nevada Paralyzed Veterans of America)</td>
<td>17</td>
<td>5</td>
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# Public Non-profit Social Services – Clark County

(Source: 2010 Urban Institute National Center for Charitable Statistics)

<table>
<thead>
<tr>
<th>Category</th>
<th>Revenue</th>
<th>Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Health related (e.g., Clinics in Schools)</td>
<td><strong>$132,775,364.00</strong></td>
<td><strong>$281,600,344.00</strong></td>
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<td>Mental health and Crisis intervention</td>
<td><strong>$76,229,842.00</strong></td>
<td><strong>$30,354,956.00</strong></td>
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<tr>
<td>Crime and Legal related</td>
<td><strong>$8,561,046.00</strong></td>
<td><strong>$9,972,556.00</strong></td>
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<td>Employment</td>
<td><strong>$81,163,453.00</strong></td>
<td><strong>$69,268,656.00</strong></td>
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<td>Food, Agriculture and Nutrition</td>
<td><strong>$19,768,283.00</strong></td>
<td><strong>$31,027,389.00</strong></td>
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<tr>
<td>Housing and Shelter</td>
<td><strong>$57,690,835.00</strong></td>
<td><strong>$169,991,637.00</strong></td>
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</table>
# Public Non-profit Social Services – Clark County

(Source: 2010 Urban Institute National Center for Charitable Statistics)

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<th>Category</th>
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</thead>
<tbody>
<tr>
<td>Youth Development (e.g., Boys and Girls Club)</td>
<td>$27,513,601.00</td>
<td>$61,782,640.00</td>
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<tr>
<td>Human Services (e.g., Salvation Army)</td>
<td>$222,993,765.00</td>
<td>$522,142,251.00</td>
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<tr>
<td>Community Improvement &amp; Capacity Building/Coalitions (e.g., 100 Black Men)</td>
<td>$6,759,184.00</td>
<td>$80,443,299.00</td>
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<tr>
<td>Social Service (other)</td>
<td>$808,217.00</td>
<td>$1,122,034.00</td>
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<tr>
<td>Public and Societal Benefit (e.g., Nevada Paralyzed Veterans of America)</td>
<td>$3,349,487.00</td>
<td>$113,634,748.00</td>
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</tbody>
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Share Knowledge • Change Lives • Transform Our Community

UNLV | THE LINCY INSTITUTE
Public Non-profit Social Services – Clark County
(Source: 2010 Urban Institute National Center for Charitable Statistics)

- Income, Revenue and Assets
  - Total Revenue: $637,613,077.00
  - Total Assets: $1,371,340,510.00
PART THREE

What is Currently Being Done to Drive Change
Good News

- Juvenile justice referrals decreased last year in Clark County
- Number of children not attending pre-school improved by 4% points
- TANF (welfare) caseloads declined statewide in 2011
- Number of low birth weight babies decreased by 2% since 2005

Our Challenge

- SNAP (food stamps) caseloads up by 34,000 statewide
- Number of homeless children in Clark County increased by 22% in one year
- Child poverty rate getting worse (22% of Nevada children are considered poor)
- Teen birth rates increased by 6% since 2005 despite national declines

Sources: Applied Analysis, 2012 Kids Count Data Book
PART FOUR

Expanding Community Efforts
Positioning for Growth and Opportunities

- Cross-sector advocacy (education matters are economic matters, economic matters are health matters)
- Evidence-based solutions
- Share data and resources
- Convene partners
Positioning for Growth and Opportunities (cont.)

- Show long-term existing partnerships
- Shoring up good business fundamentals
- Problem solving from within
- Reframing the question (“what will work” instead of “what is the problem”)
PART FIVE

Engaging Funders in a Plan for Southern Nevada

Share Knowledge • Change Lives • Transform Our Community
Investment Blocks

Investing in Impact

- Leveraging
- Partnerships
- Capacity and infrastructure building
- Data, information technology and performance measurements
- Policy advocacy
- Communication and marketing
THE TAKE AWAY

- Growth and improvements in many key social service areas and community well-being indicators are modest **BUT** highly changeable.

- Missed opportunities may derive from inadequate positioning of nonprofits to meet funding eligibility.

- Addressing “donor fatigue” - Engagement with funders should go beyond the traditional request for “service” support to demonstrate the need for impact investment.