

100%

of
Delawareans



BENEFIT

**From the work of
Delaware nonprofits**

Advocacy Toolkit for Delaware Nonprofits
Delaware Revenue Solutions Working Group



www.DelawareNonprofit.org

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DELAWARE REVENUE SOLUTIONS WORKING GROUP

An Initiative of the Nonprofit Sector

This working group has been convened to build support for innovative solutions to the 2016-2017 budget challenges in the State of Delaware

Through dialogue, committed participation, and creative thinking, the Working Group has worked together to support solutions that collectively move Delaware towards balanced budgets preserving high quality services provided by Delaware nonprofits. We support the State's work with the PEW-MacArthur "Results First Initiative" project to assess state programs and practices.

Working Group participants believe that the best outcomes will be achieved by bringing together the private and public sectors to actively develop fiscal balance that supports our social contract for all Delawareans.

GOAL

Support Responsible Solutions that will decrease the estimated \$150 million budget deficit that the Delaware Economic and Financial Advisory Council (DEFAC) forecasted for Fiscal Year 2017 without crippling providers of critically needed services.

Since July the "Working Group" has met weekly and engaged the broader public and private sector communities, to develop the "Working Paper" to include a review of research that has already been done on revenue, expenditures and the overall Delaware Budget. We are working to have the learnings of the "Working Group" integrated into the Governor's Budget and develop General Assembly Support.

Working Group Participants

Convene the Working Group participants consisting of the following and their 1,000+ members, constituents, and the 100% of Delawareans nonprofits touch annually:

- Delaware Alliance for Nonprofit Advancement (DANA)
- Delaware Association of Rehabilitation Facilities (DelARF)
- Delaware Grantmakers Association (DGA)
- Delaware Community Foundation (DCF)
- United Way of Delaware (UWD)
- Association of Fundraising Professionals (AFP)
- University of Delaware—Ctr. for Community Research and Service (UDCCRS)
- A variety of Government and Business Partners

The Working Group met with:

- Governor's Office
- Office of Management and Budget
- Joint Finance Committee
- Controller Generals Office
- Delaware Division of Health and Social Services
- Delaware State Chamber of Commerce
- Business Roundtable
- Committee of 100



DELAWARE REVENUE SOLUTIONS WORKING GROUP

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Key Milestones in 2016-2017 Budget Process

OCTOBER 2015 - DECEMBER 2015

October 20th FORUM - Hold an October statewide forum on budget and revenue solutions.

- Generate General Assembly interest by meeting with representatives of both parties
- Work with lobbyists to increase exposure and opportunities to engage members of the Delaware General Assembly
- Meet with editorial boards and media representatives to discuss alternatives to reductions in social services programs
- Testify in November at OMB budget hearings

JANUARY 2016 – JUNE 2016

- **January 21, 2016** - Attend Governor's proposed budget release
- **February 17, 2016** - Participate in the Nonprofit Annual Budget Update to discuss the impact of the Governor's proposed budget
- Testify at General Assembly hearings and committee meetings about the need for budget solutions and the unanticipated costs of cutting social services spending
- Testify at February Joint Finance Committee hearings and attend regularly scheduled JFC meetings
- Attend monthly DEFAC meetings
- Attend June Markup sessions

Toolkit for the Delaware Nonprofit Sector

INTRODUCTION

Advocacy is the education and awareness-raising of the general public and elected officials about the mission of your nonprofit. It can be done by your nonprofit's leaders, staff, boards of directors, and volunteers. This kind of awareness-building helps you meet your mission and serve your client population.

Advocacy is a nonprofit's responsibility and right! It is important to educate elected officials and the general public about the population your nonprofit serves. Speaking with your elected officials can take many forms: on the phone, in-person, make an appointment, send letters, send emails, or leave a voice-message. We recommend that you build your Advocacy Plan around the calendar included with this package. Remember: advocacy is safe and is not prevented by the IRS or Government. Politicking or partisan election work is not allowed, but nonpartisan advocacy is your responsibility.

The Delaware Revenue Solutions Working Group – An Initiative of the Nonprofit Sector

“Nonprofits Participating Responsibly” We encourage you to make your voices and opinions known to your elected officials before they go back in session in January. This initiative has been developed so your nonprofit's leadership, staff, board, and volunteers can voice opinions about the budget challenges Delaware faces. It is also intended for legislators to get to know you and your nonprofit, and what makes you great! Remember that it's not just about Grant-In-Aid or Service Provision Contracts; we encourage you to reach out to your legislators on all matters of interest to you.

Feel free to send out an invite to the legislators in your service-providing district for them to visit your sites, or request to meet them at their offices – whichever is most convenient for you and them. Keep in mind that they are our elected public servants, and they are passionate about meeting constituents.

Take advantage of having your legislators available to you! Take your messages and concerns to them as they build the Delaware 2017 Budget. If you're not sure exactly how to do this, we've included a bunch of handy links to help you through the process, as well as a guide to help you structure your conversations. And through it all, make sure to share with us by using **#npawareDE** !

RESOURCES

DANA – “John's Public Policy Blog” <http://dana.site-ym.com/blogpost/953787/John-s-Public-Policy-Blog>

Information and updates on Grant-In-Aid http://www.legis.delaware.gov/legislature.nsf/lookup/Grant_in_aid?open
Office of Management and Budget Public Meetings Calendar <https://egov.delaware.gov/pmc/#agency122>

Find your Elected Officials

Search by Address: http://www.legis.delaware.gov/legislature.nsf/Lookup/Know_Your_Legislators?open&nav=leginfo

State Senators: <http://www.legis.delaware.gov/legislature.nsf/Sen?openview&nav=contact>

State Representatives: <http://www.legis.delaware.gov/legislature.nsf/Reps?openview&count=75&nav=contact>

Joint Finance Committee Members:

http://www.legis.delaware.gov/legislature.nsf/Lookup/CGO_JFCDescription?open&nav=JC

WHAT TO SAY

Partnering between Delaware Government and Nonprofits has a long and strong history of providing cost effective and more efficient services to all Delawareans. It is important to plan out what you want to say ahead of time so you can make the most of your elected official's time with you.

Here is a suggested phone call conversation structure:

- I am [Your Name] and I work for [Organization], a nonprofit in Delaware.
 - I'm calling as part of the Nonprofit Budget Working Group.
 - We employ [x] people and mobilize [y] volunteers in your district.
 - Our mission is to [Your Mission]. Through our efforts we do: Outcome Statement and #s Impacted
 - We can be a resource for you on [Topics]. Please call on us if we can be of assistance.
 - We would also like for you to be our guest at [Your Organization] when you are in the district. Please contact me or I am happy to follow up with you to see if we can schedule something.
- [Contact Information]

Feel free to take the above suggestions and modify them to your specific needs and/or to the other various forms of communication. As always, you can reach out to us for guidance. We are here to assist you.

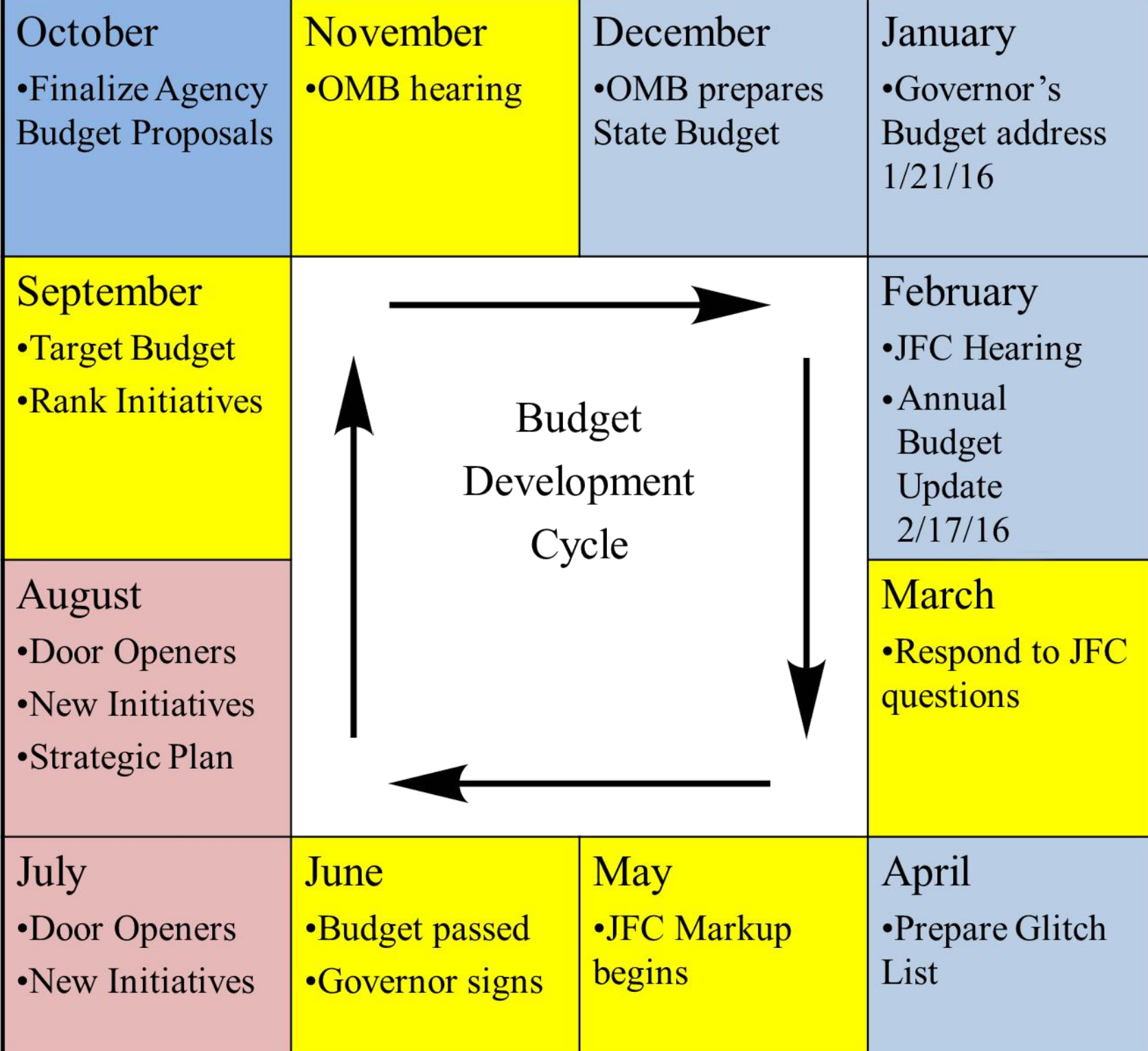
HOW THINGS WORK

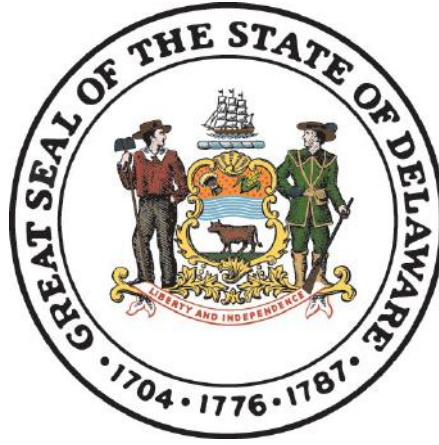
Three Branch System of Government

Executive Branch	Legislative Branch	Judicial Branch
Office of Management and Budget – OMB Develops and Manages the Budget of Delaware when it's approved by the Gen. Assembly	General Assembly Joint Finance Committee – JFC Controller General's Office Develops & Passes/Approves Budget	Generally not involved in the budget process

BUDGET CYCLE

August-September	Office of Management and Budget (Executive Branch) works with Exec. Branch Departments to Develop the Department's and State's Budget.
October	Departments work on their Budgets
November	Office of Management and Budget (OMB) Holds Hearing – Nonprofits can attend and make comments. See calendar.
December-January	OMB and Governor Builds the Governor's Proposed Budget
January 27, 2016	Governor presents his budget at the Tatnall Building – Dover, DE
February	Joint Finance Committee (JFC) of the General Assembly of the State of Delaware holds hearings on the Budget and hears from Departments and Organizations. Nonprofits can make comments. Some are invited to present on a rolling basis. See Calendar.
February 17, 2016	DANA's Annual Budget Update – Dover, DE
March – May	General Assembly and JFC develop the State Budget Bill and Grant-In-Aid Bill. Follow online State Calendar and DANA Updates.
May	JFC Retreat
June	Budget and Grant-In-Aid Markup
June 30, 2016	Budget is passed, running into the early morning hours of July 1, 2016 (Beginning of Delaware's 2017 Fiscal Year / New Budget Year)





Upcoming Office of Management and Budget Public Meetings

*These are meetings we've identified
that could be of interest to the nonprofit sector*

- | | |
|--|---|
| November 6, 2015
1:30 to 2:00 PM | Office of Management and Budget Public Hearing |
| November 10, 2015
9:00 to 11:00 AM | Department of Services for Children, Youth and
Their Families Public Hearing |
| November 19, 2015
10:00 to 3:45 PM | Department of Health and Social Services Public Hearing |
| November 20, 2015
10:00 to 11:30 AM | Department of Natural Resources and Environmental
Control Public Hearing |
| November 23, 2015
1:00 to 3:00 PM | Department of Education Public Hearing |
| November 23, 2015
3:00 to 4:30 PM | Department of State Public Hearing |

For a full list of Office of Management and Budget Public Meetings, visit
<https://egov.delaware.gov/pmc/#agency122>

2016 Annual State Budget Update



Offered in conjunction with: Nemours Foundation, The Delaware Office of Management & Budget, DHSS, DSCYF

After Governor Markell releases his proposed budget for FY2017, come join us for the “hot-off-the-press” insights from the Delaware departments that do the most contracting with nonprofits in the state.

Highlights of the program

Governor's Budget overview & Key Agency Reports

with Panelists:

Bert Scoglietti (OMB)

Kevin Kelley (DHSS)

Kate Carlson (DSCYF)

George Meldrum (Nemours) - Moderator

The Legislative Budget Picture: Q&A

with members of the Joint Finance Committee

Advocacy—The Opportunity for Voice and Legal Concerns

with Drew Fennell, Esq. (Governor's office)

Can't make it in person? It's available online!

Visit our website calendar to learn how to join the online session

Register for free at www.DelawareNonprofit.org

Check our website for location information