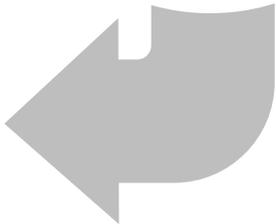# GA

eCIVIS CASE STUDY:
GLYNN COUNTY
GEORGIA

26% MORE FUNDING
50% LESS RESEARCH

With a population of 79,626 and a grant budget of roughly $1 million, Glynn County is one of Georgia's original eight counties. Its coastal location is a recreational haven for residents and visitors, featuring award-winning golf courses and beautiful beaches on the four coastal islands.

Challenge

Glynn County Grants Coordinator Monica Hardin had spent upwards of 6 hours per week searching for grant opportunities from multiple sources to fund a variety of county needs. Fielding requests from department heads and managers, Hardin faced the following issues:

• The need to cut down on time spent looking for and reading through RFPs and other funding notifications.

• Having to search numerous online grant sources.

• The lack of streamlined and centralized information for county departments

Solution

After subscribing to eCivis, "the county was able to go to one source and get so much information," said Hardin, who was able to quickly find grants she was previously unaware of. The county landed an additional $190,000 in grant funding within 20 months, providing:

• Six hundred smoke detectors for low-income households

• Support for free dog/cat spay/neuter program for low-income households

• A van to assist with local dog adoptions

• Staff training to assist with socialization of dogs waiting to be adopted

Result

The grant management system helped decrease the research workload (identifying opportunities and analysis) for Hardin by half and increase alternative revenue by 26% within 20 months. In addition, grants will be a major focus for the county in 2017, with the following goals:

• Increasing collaboration between county staff and community-based nonprofits

• Reducing administrative costs by tracking spending, drawdowns, and reports

• Winning $2.5 million in grant funding

eCIVIS

"I have over eight years of grant writing experience, so I already knew about some grants when I started with the County. However, it wasn't until we started using eCivis' grant management software that we discovered a number of grants that we won.

Monica Hardin, Grants Coordinator