

VA

eCIVIS CASE STUDY: NORFOLK VIRGINIA

204%
INCREASE
IN AWARDS

Norfolk is a rapidly growing city on the southeastern coast of Virginia, located on the Chesapeake Bay. With a population of 241,000 people, it is home to one of the busiest international ports on the East Coast and the world's largest naval base.



Challenge

Norfolk's various departments had difficulty finding grants and occasionally found themselves accidentally competing for the same funding.

- Time wasted researching the internet and newsletters to find grants.
- Needed to educate community-based organizations (CBOs) about other funding opportunities.



Solution

The city created an Office of Grants Management, which used Grants Network to help other departments find grant funding.

- By using Grants Network, the city could provide training and resources to nonprofits and help them find their own grants.
- The Office of Grants Management reviewed, edited, formatted, and assisted with state and private foundation grant applications.
- Comprehensive search results and research training sessions eliminated the city's main issue: the inability to find grants.



Result

The number of grant awards doubled, time spent searching for grants was minimized, and community-based organizations were more successful in pursuing funding opportunities.

- A 204% increase in grant awards to the city of Norfolk and their community-based organizations.
- Additional funding for community-based organizations has led to a higher quality of life for Norfolk residents.



eCIVIS



Overall, we've seen a 204 percent increase in grant awards to the city of Norfolk and our community-based organizations using eCivis.

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