eCIVIS CASE STUDY: SHEFFIELD LAKE OHIO

$1M IN 18 MONTHS

Founded in 1815, the City of Sheffield Lake boasts a population of 9,137 and is located at the northern edge of Lorain County overlooking Lake Erie. In 2015, with the mayor's push to focus on grants, the city increased revenue for projects related to police, fire, community development, and infrastructure.

Challenge

As with many cities in Ohio, substantial state funds have been reduced, with profound effects on small local governments. In 2011, at a time of great need for additional funds, the city's grant administration position was eliminated in response to declining revenues. The city faced a need to:

- Bolster funding from alternative sources
- Train staff and provide them with access to grant opportunities and examples of successful grant applications.
- Fund projects for parks, police, fire, roads, and water

Solution

In 2015, Mayor Dennis Bring approached Superintendent Pat Hastings to prioritize grant funding. Though Hastings had 30 years of municipal experience, he felt that his understanding of grant writing was lacking. The city looked to eCivis to provide:

- Grant administration guidance in terms of expert articles and other resources
- Examples of successfully awarded federal, state, and foundation grant applications
- Grant management software streamlining the research process to assist multiple departments

Result

Hastings' efforts helped the city land 14 grants totaling approximately $1 million over an 18-month period, and decrease administrative costs by partnering with county departments. Grant funding, making up 38% of total project funding, helped fund in whole or in part projects improving:

- Lives of low-income residents (CHIPS), firefighters (AFG), and children (playground and park structures); and beach safety analysis along Lake Erie
- Police communications and interoperability among neighboring departments

eCIVIS

> *"eCivis provided the needed resources and past success stories which helped spur our own successful submissions. To date, we are approaching $1 million in grants, representing nearly $2.6 million in projects, over an 18-month period."*
>
> **Pat Hastings, Superintendent**

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