

SB0069. The Arc Maryland. Support.pdf

Uploaded by: Ande Kolp

Position: FAV



SB0069: Nonprofit Organizations Navigator – Termination Provision – Repeal
Government, Labor, and Elections Committee

January 29, 2026

Position: Support

The Arc Maryland is a statewide training, support, and advocacy organization that is dedicated to advancing and preserving the rights and quality of life of people with intellectual and developmental disabilities.

We support SB0069 as it would ensure the program is allowed to continue to operate beyond 2027. According to Maryland Nonprofits, nonprofit organizations represent one of the largest employment sectors in Maryland. These organizations employ close to 280,000 people statewide and have leveraged more than 4 billion in federal grants and awards, supplementing state and local funding for greater impact.

The Nonprofit Navigator program is a vital resource to support the sustainment and vibrancy of our nonprofit sector. The service:

- (1) provides technical assistance to nonprofit organizations in obtaining access to and applying for State grant programs;
- (2) works with nonprofit organizations and units of State government to resolve procedural complexities and delays in State grant-making processes;
- (3) collects and shares information on opportunities for federal, State, and local grants with nonprofit organizations; and
- (4) represents nonprofit organizations' interests and concerns as a member of the Maryland Efficient Grant Application Council established under § 2-209 of the State Finance and Procurement Article.

We are grateful for this program and the continued commitment of our state to support our vital nonprofit organizations.

Ande Kolp, Executive Director
www.thearcmd.org

HB 0069 - Nonprofit Organizations Navigator - Term

Uploaded by: Catherine OMalley

Position: FAV

BILL NO: Senate Bill 0069
TITLE: Nonprofit Organizations Navigator – Termination Provision - Repeal
COMMITTEE: Finance
HEARING DATE: January 29, 2026
POSITION: **SUPPORT**

The Women's Law Center of Maryland is dedicated to ensuring the physical safety, economic security, and bodily autonomy of women throughout the state. As a nonprofit organization that relies on public funding to serve survivors of intimate partner violence, we strongly support efforts that strengthen nonprofit access to state resources and reduce barriers that prevent organizations from carrying out critical services.

Established by SB365/HB541 in 2025, the Nonprofit Organizations Navigator was created to serve as a critical bridge between Maryland state agencies and the nonprofit sector, particularly for small and grassroots organizations that often face significant bureaucratic barriers to accessing state funding.

Senate Bill 69 would eliminate the sunset provision on the Nonprofit Navigator position within the Department of Commerce, which was established just last legislative session. The Navigator is already delivering meaningful support, including assistance with state grant applications and proposal review; resolving post-award procedural issues such as payment delays and contractual or administrative barriers; and providing grant search assistance with one-on-one support to identify relevant federal, state, local, and private funding opportunities.

In addition, the Navigator offers a monthly newsletter and maintains an up-to-date online listing of current state grant opportunities. The value of the Nonprofit Organizations Navigator in strengthening nonprofit access to public funding and ensuring effective use of state resources cannot be overstated. The Women's Law Center of Maryland strongly supports the passage of SB69.

The Women's Law Center of Maryland is a non-profit legal services organization whose mission is to ensure the physical safety, economic security, and bodily autonomy of women in Maryland. Our mission is advanced through direct legal services, information and referral hotlines, and statewide advocacy.

Written Testimony in Support of Senate Bill 69 No

Uploaded by: Courtney Hall

Position: FAV



Testimony in Support of Senate Bill 69 - Nonprofit Organizations Navigator, Termination Provision Repeal

January 29, 2026 – 3:00 p.m.

Submitted by Courtney Hall, CEO

Interfaith Works provides vital services and a pathway to greater stability to 35,000 County residents each year in Montgomery County. We offer access to essential needs such as food, clothing, emergency financial assistance, shelter and housing, and job placement support.

I first learned about the proposal to create a Nonprofit Organizations Navigator from Senator Cheryl Kagan, who raised it after hearing from nonprofits struggling to navigate a wide range of state processes. For many organizations, figuring out how to move something forward within state government can be time-consuming and frustrating, especially without clear guidance on who to contact or how agencies connect to one another. Furthermore, finding information about state grant opportunities has been unnecessarily difficult and time-consuming for nonprofits. Too often, access to this information has depended on relationships rather than transparency, which can place smaller or less-connected organizations at a disadvantage.

I want to thank those who supported and passed this legislation, because it is already doing what it was intended to do. I had the opportunity to meet with Jessica Doiron, Maryland's new Nonprofit Navigator, and our conversation focused on very practical challenges nonprofits face, like finding state grant opportunities. Jessica was keenly aware of these problems and had developed an effective approach to getting nonprofits the help they need, including providing technical assistance with state grant applications, providing targeted multi-level grant searches, and resolving awarded state grant delays and difficulties. The monthly Maryland Nonprofit Navigator Newsletter Jessica developed is a rich source of information on federal, state, local, and private grant funds, as well as training opportunities. The most recent newsletter announced the much-welcomed State Search Compass which will further help nonprofits find grants.

In another instance, a colleague of mine spoke with Jessica and shared how our team had been stuck for months trying to complete a legislative bond application with the Maryland Department of General Services. Jessica met with our team, reviewed where the process had stalled, and within 24 hours connected us with the appropriate person at DGS. Two business days later, our grant award letters were released. What had gone nowhere for months was resolved in less than a week.

These experiences reflect what this role was designed to provide.

The Nonprofit Navigator was designed to understand how nonprofits operate and how state agencies function, and to be responsive when something is not moving and help Maryland nonprofits find grant funding. Senate Bill 69 would allow this position to remain in place without the uncertainty created by a sunset clause, giving Maryland nonprofits a sustained resource for securing the funding necessary to serve your constituents.

I urge favorable action.

SB 69 - FAV - Senate Finance Committee Jan 29.pdf

Uploaded by: Henry Bogdan

Position: FAV

Testimony on Senate Bill 69
Nonprofit Organizations Navigator – Termination Provision – Repeal
Senate Finance Committee
January 29, 2026

Position: Favorable

Maryland Nonprofits is a statewide association of almost 2000 nonprofit organizations and institutions. We strongly support the repeal of the termination/"sunset" provision that was included by amendment to last year's legislation creating the position of a Nonprofit Navigator within the Maryland Department of Commerce.

Since this position has been filled, the Nonprofit Navigator has already done extensive personal outreach across the state's nonprofit community, established a webpage with numerous resources, established a monthly newsletter with current grants information and opportunities, and measurably improved access to state agencies by nonprofits.

The Nonprofit Navigator is already providing:

- Assistance with State grant applications and review of final drafts of all other proposals.
- Resolution of procedural roadblocks after an award is made, especially payment delays or contractual/administrative snags, with awarded State grants.
- Grant Search Assistance and one-on-one support to assist nonprofits with finding relevant Federal, State, Local, and Private funding opportunities for their mission.

We urge you to support Senate Bill 69 and allow the Nonprofit Navigator to further strengthen the relationship of state agencies with the nonprofits that make up the majority of the state's service delivery network for our communities.

SB 69 - Support Senate Finance - Jan 29.pdf

Uploaded by: Henry Bogdan

Position: FAV

Testimony on Senate Bill 69
Nonprofit Organizations Navigator – Termination Provision – Repeal
Senate Finance Committee
January 29, 2026

Position: Favorable

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SB 69 - MNADV - FAV.pdf

Uploaded by: Laure Ruth

Position: FAV



BILL NO: Senate Bill 69
TITLE: Nonprofit Organizations Navigator – Termination Provision – Repeal
COMMITTEE: Finance
HEARING DATE: January 29, 2026
POSITION: FAVORABLE

The Maryland Network Against Domestic Violence (MNADV) is the state domestic violence coalition that works to lead diverse community partners toward the common purpose of reducing the occurrence and impact of intimate partner violence. MNADV urges a favorable report for Senate Bill 69.

The Nonprofit Organizations Navigator (established by SB 365 / HB 541 in 2025) was created to act as a bridge between Maryland's state agencies and the nonprofit sector. Its primary value lies in helping organizations - especially smaller grassroots groups - overcome the "bureaucratic wall" that often prevents them from accessing state funds.

The Navigator becomes even more critical if HB 122 passes. Nonprofits will face a "hard stop" on funding if their paperwork isn't perfect; the Navigator is the office specifically designed to help them fix those paperwork issues before they lose their grants.

Senate Bill 69 would repeal the sunset on the position of the Nonprofit Navigator in the Dept. of Commerce, created just last session. The Nonprofit Navigator is already providing:

- Assistance with State grant applications and review of final drafts of all other proposals.
- Resolution of procedural roadblocks after an award is made, especially payment delays or contractual/administrative snags, with awarded State grants.
- Grant Search Assistance and one-on-one support to assist nonprofits with finding relevant Federal, State, Local, and Private funding opportunities for their mission.

The Navigator also now provides access to a monthly newsletter including listing current state grant opportunities on its web page. The value of the nonprofit navigator cannot be overstated.

For all of the above reasons, MNADV urges this committee a favorable vote on Senate Bill 69.

For further information contact Laure Ruth ■ Public Policy Director ■ 301-852-3930 ■ lruth@mnadv.org

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Tel: 301-429-3601 ■ E-mail: info@mnadv.org ■ Website: www.mnadv.org

1.27 SB 69- Nonprofit Organizations Navigator - Te

Uploaded by: Lonia Muckle

Position: FAV



SB 69 - Nonprofit Organizations Navigator - Termination Provision - Repeal

Senate Finance Committee

January 29, 2026

SUPPORT

Chair Beidle, Vice-Chair, and members of the committee, thank you for the opportunity to submit testimony in support of Senate Bill 69. This bill will help nonprofits continue to provide essential services across the state by continuing the Nonprofit Navigator position.

The CASH Campaign of Maryland promotes economic advancement for low-to-moderate income individuals and families in Baltimore and across Maryland. CASH accomplishes its mission through operating a portfolio of direct service programs, building organizational and field capacity, and leading policy and advocacy initiatives to strengthen family economic stability. CASH and its partners across the state achieve this by providing free tax preparation services through the IRS program 'VITA', offering free financial education and coaching, and engaging in policy research and advocacy. **Almost 4,000 of CASH's tax preparation clients earn less than \$10,000 annually. More than half earn less than \$20,000.**

CASH is one of over 40,000 nonprofit organizations in Maryland, which together account for about 13% of all private employment in the state. Many nonprofits are either all volunteers or operate with only a handful of staff. It is difficult to identify or access government programs or grant opportunities that could provide critical assistance in growing or even sustaining nonprofit organizations. Even larger nonprofits that regularly provide important services on behalf of government at all levels often struggle with complexities of the bureaucratic structures that delay approvals of contracts or grant agreements, and even then, payments for services provided.

In 2025, the General Assembly recognized these hardships and passed SB 365/ HB 541 (2025) to establish the Nonprofit Organizations Navigator position within the Maryland Department of Commerce.

The position of Nonprofit Navigator established under that bill helped nonprofits to resolve these issues, by:

- Providing technical assistance in accessing and applying for grant programs,
- Working with both nonprofits and governmental units to resolve delays and complexities, and
- Collecting and sharing information on government programs and funding opportunities

CASH receives federal and state funding that flows through state agencies, academic institutions, and non-profit intermediaries. After an initial invoice, payments can take anywhere from thirty days to six months. Unfortunately, the payments can be inconsistent with invoice amounts due to undisclosed offset liabilities. Like many other small businesses, nonprofits must plan and manage their operations, finances, and recruit, retain and pay their employees. We've experienced economic hardships and dislocations due to the pandemic and the changing landscape due to federal changes. A "Navigator" to assist us and other nonprofits in dealing with state or other government agencies will continue to improve our ability to provide services and assistance in communities across the state.

Thus, we encourage you to return a favorable report for SB 69.

Creating Assets, Savings and Hope

RJR-SB69.HB147 Non.Profit Navigator (SUPPORT)(2026

Uploaded by: Richard Reinhardt

Position: FAV



Senator Pamela Beidle, Chair
Senator Antonio Hayes, Vice Chair
Senate Finance Committee
3 East Miller Senate Office Building
Annapolis, Maryland 21401

Re: Senate Bill 69/ House Bill 147: Nonprofit Organizations Navigator - Termination Provision - Repeal

January 29, 2026

Dear Chairwoman Beidle and Finance Committee Members:

Over the past eight years, I have had the pleasure of representing several nonprofit organizations in Maryland, including, *Allegany County Historical Society, Allegany Museum, Innucvate, S.S. JOHN W. BROWN Liberty Ship, the Western Scenic Railroad, and the YMCA of the Chesapeake.*

Each of them provides their own unique missions and significant contributions to Maryland's economy, workforce, education, historical preservation, and tourism. Their impacts to their surrounding communities and the region are well documented and acknowledged. And while many of them are vastly different, they share a common need, universal to almost any non-profit organization - and that is the continued support for financial funding (whether it's private or publicly funded).

Non-profit organizations, similar to those like WMSR, have been fortunate enough to have ongoing support from the state, but as rising operational (and capital) expenses persist, the demand on these organizations to seek new and alternative appropriations, (through state grants opportunities), becomes a growing and a more intimidating challenge – especially for those groups that rely solely on part-time staff or volunteers.

Even for organizations that have additional resources for dedicated on-site personnel, or a hired lobbyist experience the tribulations of: grant-access information; questions on eligibility and applying; or navigating through the complexities of the State-grant making process.

These universal issues have now been addressed through the creation of a non-profit organization navigator within the Department of Commerce, as a result of the enactment of *Senate Bill 365/House Bill 541 (2025).*

The establishment of this new position and website has provided Maryland non-profits, like those I represent, with direct assistance from the state to navigate through these complexities so they can continue to remain financially viable and more importantly, to continue their great work for the communities and residents of Maryland.

The legislation before you today, Senate Bill 69/ House Bill 147, would repeal a termination provision relating to provisions of law establishing a nonprofit organizations navigator within the Department

of Commerce. The repeal of this provision of the law would secure this navigator's operations within the Department, indefinitely. More importantly, it would allow for the navigator to continue providing direct support to Maryland non-profit organizations that have challenges searching for new funding sources or requiring support throughout the grant approval process. In short, the new navigator is an integral connection between the Department and non-profit organizations statewide and a needed voice on the Maryland Efficient Grant Application Council.

It is for these reasons, we proudly support the passage of this legislation and respectfully requests a **FAVORABLE** report on Senate Bill 69/ House Bill 147 by this committee.

Sincerely,

Richard J. Reinhardt, II

Richard J. Reinhardt, II
Partner
Percy Public Affairs

Sen. Kagan SB69_ Testimony.pdf

Uploaded by: Sen. Cheryl Kagan

Position: FAV

CHERYL C. KAGAN
Legislative District 17
Montgomery County

—
Vice Chair
Education, Energy, and
the Environment Committee

—
Joint Audit and Evaluation Committee
Joint Committee on Federal Relations



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THE SENATE OF MARYLAND
ANNAPOLIS, MARYLAND 21401

SB69: Removing Nonprofit Navigator Sunset

Senate Finance Committee

Thursday, January 29, 2026, 3:00 PM

Maryland's 41,000+ nonprofit organizations provide services people rely on for food, housing assistance, legal advice, literacy, mental health programs, and community enrichment activities. Nonprofits are anchors and essential in our daily lives.

In 2025, we passed [SB365](#), which established the first-in-the-nation "Nonprofit Navigator" within the Department of Commerce. The Navigator has already proven to be an excellent resource for our nonprofits, helping them access information and connect to government and private sector resources.

The Navigator provides:

- Hands-on help: Assists in completing State grant applications and reviews drafts of other proposals;
- Problem-Solving: Resolves roadblocks like payment delays after a grant is awarded; and
- Grant Search Expertise: Provides one-on-one support to find relevant federal, state, local, and private funding opportunities relevant to their mission.

The Navigator also serves on the Maryland Efficient Grant Application (MEGA) Council, helping to reduce administrative burdens and redundancies in grant procedures.

In four months, Nonprofit Navigator Jessica Doiron has:

- Assisted 34 nonprofits (located in 12 counties) to find and apply for grants;
- Helped 145 nonprofit staffers register for technical assistance training to increase their knowledge and skills; and
- Partnered to secure \$370,000 in funding.

The Navigator also publishes a monthly newsletter. This is a free state resource offering timely, valuable information and direct assistance for grantseekers.

As federal programs have been cut or eliminated, it is critical that nonprofits receive the support they need to identify grant opportunities and secure funding. Maryland's Nonprofit Navigator provides this essential service.

Last year, an amendment created a 2-year sunset for the Navigator position. This means that the Navigator is a contractual position **without benefits** that would terminate next year. This bill simply removes the sunset.

The fiscal note indicates there is no fiscal effect in the coming year because the current contract is funded through the end of FY2027. There will be minimal effect in FY2028 and beyond from converting it to a regular position.

I respectfully urge a favorable report on SB69.

SB 69_Commerce_INFO.pdf

Uploaded by: Jennifer LaHatte

Position: INFO



Wes Moore | Governor
Aruna Miller | Lt. Governor
Harry Coker, Jr. | Secretary of Commerce

DATE: January 29, 2026
BILL NO: Senate Bill 69
BILL TITLE: Nonprofit Organizations Navigator - Termination Provision - Repeal
COMMITTEE: Senate Finance
POSITION: INFORMATIONAL ONLY

Senate Bill 69 repeals the June 30, 2027 termination date of the nonprofit organizations navigator position within the Department of Commerce. Commerce provides the following information should it be helpful to the Committee in consideration of this legislation.

Chapter 314, Acts of 2025, established the nonprofit organizations navigator position within the Department of Commerce. The purpose of the navigator is to provide technical assistance and work with nonprofits and units of State government to resolve complexities and delays in State grant-making processes. The navigator also represents nonprofits as a member of the Maryland Efficient Grant Application Council.

To date, the nonprofit navigator has provided 34 direct support appointments, categorized by two primary service types:

- **Grant Navigation Services:** 3 organizations received help resolving post-award administrative roadblocks or payment delays with existing State grants.
- **Find & Apply Assistance:** 31 direct support appointments completed to assist in identifying and applying for new funding opportunities and providing technical assistance.

Through efforts to assist in the navigation of awarded State funding, a total of \$350,000 in funding has been moved through the State system and into the hands of nonprofits awaiting these funds.

Navigator services have supported organizations across 12 jurisdictions including:

- **Baltimore City:** 11 organizations
- **Montgomery County:** 5 organizations
- **Baltimore, Cecil, Howard, St. Mary's, and Wicomico Counties:** 2 organizations each
- **Anne Arundel, Charles, Harford, Prince George's, and Queen Anne's Counties:** 1 organization each
- **DC-Based/MD-Serving:** 1 organization

A training in partnership with Maryland State Arts Council (MSAC) held on January 20th saw 145 registered attendees. The nonprofit navigator has also worked to create and distribute 10 general education flyers and training documents to ensure applicants receive the necessary knowledge to apply and successfully compete for grants, which have been shared across State agencies.