LOUDOUN HUMAN SERVICES NETWORK
P.O. Box 342 • Leesburg, Virginia 20178

FY 2027 Budget Advocacy Talking Points
Guidance for LHSN Members (2 minutes max)

Speakers are typically given about 2 or 2 ½ minutes. Keep remarks focused, specific, and personal to your organization's experience.
Opening

- Thank you, Madam Chair and Members of the Board. My name is **[name]**, and I serve as **[title]** of **[organization]**. We are proud members of the Loudoun Human Services Network.
- **[Briefly describe your mission in one sentence.]**
- **[Include 1–2 short data points: how many people you serve, how demand has changed, or a key trend you are seeing this year.]**

Nonprofit Human Services Funding (HSNP)

- We appreciate the proposed 3% increase to the FY27 Human Services Nonprofit Grant Program and your continued investment in services for residents.
- However, we are concerned about the recently approved change to increase the maximum grant request allowed—from $113,000 to $135,000. While the higher ceiling is helpful, we respectfully ask whether an analysis has been conducted to determine how this change may affect the total number of nonprofits funded.
- [Personalize here: Briefly explain what HSNP funding means to for the people served by your organization in one sentence. For example: "For us, HSNP funding supports our core operating costs, including XYZ services for Loudoun residents…" or "Without this funding, we would have to reduce XYZ for Loudoun residents…" For organizations that do not receive this funding, explain that "Our organization refers our Loudoun residents to partner organizations that are providing services directly supported by this grant funding"]
- We want to ensure that increasing the ceiling does not unintentionally result in fewer organizations receiving support, which ultimately could impact services for Loudoun residents
- We ask that you share or conduct an analysis of the impact of this change and, if needed, either increase the overall funding pool or reconsider the ceiling so that nonprofits are not defunded.

One-Time $5 Million Investment

- We are deeply grateful for the $5 million investment through the Community Foundation to address increased service demands and federal policy impacts. Those funds are already at work in our community [including our organization, if applicable].
- At the same time, it is important to note this is one-time funding for specific purposes. The HSNP and Core Services Contract funding programs provide essential operating support that keeps our doors open every day.

Housing and Homelessness

- We appreciate the progress Loudoun has made in addressing affordable housing.
- However, investment in homelessness services and especially permanent supportive housing still lags behind neighboring jurisdictions.
- The proposed budget does not appear to expand services or permanent supportive housing for individuals and families experiencing chronic homelessness, especially those with serious mental health conditions.
- [Personalize: Share what you are seeing in your organization, if applicable, related to homelessness or affordable housing for the most vulnerable—longer waitlists, more unsheltered individuals, clients cycling through crisis systems, etc.]
- We urge you to prioritize additional resources to ensure our most vulnerable neighbors have access to safe, stable housing and supportive services.

Human Services & ALICE Households

- We know that 24% of Loudoun households are living at or below the ALICE threshold—meaning one in four households cannot afford basic living costs, and appreciate Mr. Hemstreet highlighting this reality in his budget presentation.
- [Personalize: Briefly describe how this shows up in your work—working families seeking food assistance, seniors choosing between rent and medication, etc.]
- We strongly support a collaborative process among the County, nonprofits, LCPS, and other stakeholders to develop a comprehensive human services strategic plan. It is time to work together to address the growing needs in our community.

Closing

- Thank you for your leadership and for your continued partnership with the nonprofit community in serving Loudoun residents.