



Invest STL - Request for Proposal

Invest STL is a community development initiative committed to accelerate growth and reduce inequality in our region's communities. Decades of research has proven that strong neighborhoods improve individual and family health, educational achievement, and quality of life. While a number of St. Louis neighborhoods (i.e. Botanical Heights, Central West End, Maplewood, etc.) have been successfully revitalized during the past few decades; many more neighborhoods have declined and suffered from disinvestment. Evidence clearly shows that neighborhood success, both in St. Louis and across the country, depends on having a strong local organization with the capacity to bring together stakeholders to develop and lead neighborhood improvement. Supporting communities by developing and implementing tangible plans for neighborhood improvement will result in stronger, more economically and racially diverse communities in the St Louis region. Invest STL is releasing this Request for Proposal to accelerate strategic investment in community revitalization.

This Request for Proposal (RFP) seeks submissions of proposals that meet the intent of the Invest STL Leadership Board and investors. Invest STL will support low and moderate-income communities that are committed to improving or developing dense and diverse urban neighborhoods with high quality public services. In addition to direct financial support for neighborhood planning and implementation, Invest STL will provide technical assistance to community organizations. The level of investment will depend on the level of need in capacity building, planning, and implementation.

Focus Location

Invest STL is a regional initiative. The pilot launch will focus in St. Louis City and St. Louis County.

Anticipated Awards

Invest STL anticipates awarding two to four grantees \$150,000 to \$400,000 over a three-year period, depending on the capacity, planning, and infrastructure needs of organizations and communities. The grant funds will be used for staff capacity for lead organizations, community-supported neighborhood planning, and plan implementation. Accompanying the monetary award is technical assistance support from Rise, a regional community development intermediary with capacity building expertise.

Eligible Applicants

Community organizations seeking to apply should have the following characteristics:

1. Operate in low and moderate income communities in St. Louis City or St. Louis County and have a defined geographic service area or work with place-based efforts in neighborhood improvement work;
2. Have an IRS tax-exempt designation;
3. Have community development, economic development, or affordable housing as part of its mission and purpose;

4. Have residents, business owners, or other community stakeholders of its defined service area a) on its governing board, b) on a community advisory board, or c) involved in a process for service area stakeholders to provide input into the organization's decision making.

Invest STL Process

Submissions will be evaluated through a two-stage process. Stage One is a response to the Request for Proposals. Applicants selected for funding in Stage One will be Invest STL Neighborhoods and receive three years of funding. Invest STL Neighborhoods will be required to participate in Stage Two, a detailed analysis of organizational capacity and planning needs and budget requirements.

Stage 1: RFP Process

Step One: Invest STL RFP will be issued broadly to community organizations in the St. Louis region on December 2, 2017

Step Two: RFP informational session will be held at UMSL @ Grand Center (3651 Olive Street) on December 14th - 9:30AM – 11:00AM - Attendance required

Step Three: Applicants respond to RFP – Responses due on **Friday, February 2, 2018 at 5:00PM.**

Email responses to invest.stl@stlgives.org or mail hardcopies to: St. Louis Community Foundation, Attn: Invest STL, 2 Oak Knoll Park, Clayton, MO 63105

Step Four: Responses to RFP will be analyzed by Invest STL

Step Five: Two to Four Applicants will be designated as Invest STL Neighborhoods (depending on award)

Stage 2: Invest STL Neighborhoods - Investment Analysis

Step One: Rise will work with selected organizations to complete an organizational capacity and community assessment.

Step Two: Based on the results of the awardee's assessment, Rise will work with the organization to develop a capacity building work plan with performance measurements that addresses the needs identified in the assessment.

Step Three: With the assistance of Rise, the organization will develop a three-year budget for its work plan that will form the basis of a budget for the Invest STL grant.

Step Four: Invest STL will review the work plan and budget request and make final investment decisions.

Step Five: St. Louis Community Foundation, on Invest STL's behalf, will issue fund awards.

Step Six: Awardees implement work plan.

RFP Evaluation

Applications will be evaluated based on the organizations potential to develop and improve dense and diverse urban neighborhoods with good public services. Criteria is related to 1) organizational history and capacity; 2) the community context; and 3) the quality of proposed strategies.

RFP Questions

Please submit all questions at: <http://investl.org/frequently-asked-questions/>. All questions must be submitted by January 12th by 5:00PM. Answers to all questions will be provided by Friday, January 19th.

Invest STL Request for Proposal Coversheet

Application date:				
Organization's legal name: (as shown on IRS Letter of Determination)				
Doing business as: (if different from legal name)				
EIN #:				
Address:				
City:		State:		ZIP code:
Org. Telephone #:		Org. Fax #:		
Org. Website:		Org. Email Address:		
Executive Director: (or top executive) (Please include prefix and title)	Phone #:			
	Email address:			
Main contact(s) for this proposal: (Please include prefix and title)	Phone #:			
	Email address:			
Board President:	Phone #:			
	Email address:			

Organization's tax exempt status/IRS designation (e.g., 501(c)(3), 501(c)(9), etc.)	(Attach a copy of the IRS Letter of Determination- NOTE- this is not the state sales and use tax exemption certificate. If there has been a name change provide copies of the amended state certificate of incorporation and amended IRS Letter of Determination.)
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Organization's mission statement:

Proposal summary, 200 words or less: Describe how Invest STL support will enhance the ability of your organization and achieve community improvements as further described in this proposal

Specific geographic area to be addressed:

(This may include all or part of the organization's service area or it may include all or parts of the service areas of more than one organization.)

Agreement

I certify, to the best of my knowledge, that all information included in this proposal is correct. The tax exempt status of this organization is still in effect. If a grant is awarded to this organization, then the proceeds of that grant will not be distributed or used to benefit any organization or individual supporting or engaged in unlawful activities.

In compliance with the USA Patriot Act and other counterterrorism laws, I certify that all funds received from this funder will be used in compliance with all applicable anti-terrorist financing and asset control laws, statutes, and executive orders.

Signature & Title of Authorized Representative (e.g. Executive Director)

Date

NARRATIVE

SECTION A: ORGANIZATION INFORMATION

Answers to this section will be evaluated using the following criteria:

1. Accurate assessment of applicant's capacity for community development.
2. Presence or ability to build capacity focused in geography.
3. Proven track record and commitment to community engagement.
4. Demonstrated success of project implementation.
5. Demonstrated stakeholder support and community trust in the organization.

1. Brief summary of organization's history.

2. Describe organization's strengths and weaknesses as it relates to executive leadership, real estate practice and development, partnership management and service coordination, community building and engagement, resource development, and professional administrative and financial management. In response, share current programs, activities, and recent accomplishments as examples that demonstrate capacity.

3. How are the demographics of the community/clients your organization serves reflected in the composition of your staff, board, and/or volunteers? Are there ways that your organization strives to incorporate the perspective of the community/clients your organization serves?

(Examples of demographics that may apply to your work include age, ability, national origin, religion, sexual orientation, socio-economic level, veteran status, or personal experience with issue (e.g., previous client of your organization)).

4. What tools and processes does your organization use to measure whether or not your program is achieving its goals and outcomes? Describe the measurement tools *(e.g., intake sheets, participation checklists, pre/post surveys, client questionnaires follow-up surveys, co-design evaluation tools/co-collect data with your clients/community members, etc.)*.

SECTION B: DESCRIPTION OF COMMUNITY NEEDS AND STRENGTHS

Answers to this section will be evaluated using the following criteria:

Presence of community assets that can be leveraged for improvements and investments. Examples of assets include:

- Transportation assets including transit access and ability to have biking and walking options and connections.
- Economic assets including a commercial corridor and/or an engaged anchor institution in or near the neighborhood.
- Community engagement or ability to build internal connections and community.
- Stable housing stock including the presence of distinctive housing, development sites, and potential for additional dense and diverse housing options.
- Educational assets including access to quality educational options and availability of youth programming.
- Public assets including sidewalks, parks, recreation centers, and health and human services.

5. Describe the opportunities and challenges in the focus geography served by the organization

6. Identify what current and planned assets can be leveraged to address opportunities and challenges to community improvement (per the list above)

7. Is there a current neighborhood revitalization plan for the organization's focus geography? Yes No
If yes, describe the level of engagement achieved in that planning process.

SECTION C: PROPOSAL

Answers to this section will be evaluated using the following criteria:

1. Ability of applicant to define critical capacity issues and the appropriate strategies to achieve objectives in the proposal.
 2. Ability of applicant to define opportunities and challenges in the community.
 3. Ability of applicant to propose strategies that can help strengthen the neighborhood by improving
8. What key organizational capacity issues do you think you need to address (professional skills, business operations, increased staffing, information systems, etc.) to move to the next level of organizational effectiveness?

9. What community revitalization goals or strategies does the organization want to pursue in the focus geography? Address how goals and strategies relate to current conditions and drive racial equity and growth in the focus geography.

In response, please indicate if your organization A) needs to develop a neighborhood plan to subsequently implement or B) has plan and needs support to implement the plan broadly or a high impact element of the plan.

SECTION D: EVALUATION

Answers to this section will be evaluated using the following criterion:

Feasibility of proposed organizational improvement and strategies to achieve outcomes.

10. Given your proposal for organizational improvement, what key organizational capacity outcomes would you measure and how?

11. Given your proposal for community revitalization, what key community outcomes would you measure and how?

REQUIRED ATTACHMENTS

1. Copy of the current IRS Letter of Determination indicating tax-exempt status.
2. List of current board of directors. Include the following information for each board member:
 - Professional affiliations (*name of organization of employment and title*)
 - ZIP code of residence (*e.g. 63105, 63135*)
3. Signed letters of support from community stakeholders (residents, businesses, etc.), top executives of collaborating organizations, public officials, and others.
4. Financials
NOTE: financial statements are to be prepared according to generally accepted accounting procedures (GAAP)
 - Operating budgets for the most recent three fiscal years; and
 - Complete copy of organization's audited/reviewed/compiled financial statements (including Statement of Financial Position and Statement of Activities) for the most recent three fiscal years
5. Additional Attachments: Community Revitalization Plan (if exists)

Please read the following statements and check both the boxes certifying that this application is complete according to the requirements set forth by Invest STL.

I have reviewed the website or spoken with a representative of Invest STL and have reviewed its mission, funding interests, process, and requirements to determine if my request is a good fit.

I have included in this application any additional materials and attachments required by Invest STL.