

2017-2018 Community Impact Grant

New Agency Community Information Sessions- Frequently Asked Questions

1. Does the organization applying have to have 501c3 tax designation?

The organization must be a health and human services 501c3 or public entity.

2. What is the starting point for the 2 year operational experience? Before the RFP is submitted?

The organization must meet the 2 year timeframe before proposals are due on November 15, 2016.

3. What is the funding range for grants?

A funding range has not been determined. United Way staff and volunteers will review the budgets submitted to ensure the amount proposed aligns with the organization and program budgets.

4. What is the total amount of funding available?

It depends on what the campaign raises. Last year, United Way allocated about \$5.9 million to partner agencies.

5. What is the funding cycle?

United Way's fiscal year is July 1 through June 30. The proposals submitted will be for 2017-2018 funding, from July 1, 2017 through June 30, 2018. There will be an opportunity to renew the grants for the following 2 years based on outcome achievement, compliance with the UW agreement as well as United Way campaign results.

6. Are there fundraising restrictions on partner agencies?

No. There are no blackout periods anymore.

7. How do agencies get invited for the Invitation-Only areas?

United Way has selected organizations to invite. However, if you know of other organizations with programming that aligns with United Way's Issue Areas, please share that information with UW.

We know that there are many organizations providing food and mental behavioral health services, respectively; however, we also know that we can't fund everyone. Therefore, in order to better analyze and monitor performance measures—which will allow us to maximize the impact in the community—we have limited the number of applicants by being selective in these two areas:

- Food – UW wants to ensure households throughout Kent County not only have access to food in a crisis situation, but can increase their overall food security in the long term. Given that there are over 150 food pantries in the area, UW has decided to “invite” several strong system proposals seeking to gain efficiencies and common measures across the county.

- Mental/Behavioral Health –In order to be good stewards of the community’s dollars, we have narrowed our focus in order to have better coordination of integrated services, specifically targeting demographic areas of need. We are also aligning performance measures, in order to have a better impact on the community and stronger outcomes.

8. If not invited to submit a proposal, how do we stay engaged in the process?

Continue to visit the website for updates and contact the Volunteer Center for opportunities to connect with volunteers. United Way will also conduct Community Conversations in the future and would love to have engagement in those as well.

9. Will United Way accept more than one proposal from the same organization?

Yes as long as the proposed services align to your organization’s mission as well as United Way’s mission. However, United Way will not fund the same program in multiple ways. For example, United Way will not fund a program proposal submitted by a single organization in addition to funding the program through a collaborative proposal.

10. Will United Way accept proposals tied to more than one focus area?

United Way recognizes programs/services can often cross the focus areas. However, a single program can only be funded in one area. United Way will not consider or fund a single program in more than one focus area.

11. Will United Way consider sub-grantor/grantee relationships as part of a collaborative?

United Way will consider sub-grantor/grantee relationships as part of a collaborative as long as there is an authentic relationship that adds value to the collaboration.

12. Will United Way be open to funding 9-12 grade services in addition to middle school?

We had to narrow our focus. We know there is great work being done for k-3rd grade as well as pre-k. We considered 9-12 grade as a target population, but the research pointed to the greatest need being in the middle school age group.

13. The Career Success and Academic Success areas appear to be directed at youth. Are there opportunities for adults as well?

The Academic Success area is targeted to middle school youth; however, the Career Success area is targeted to adults, although it could include individuals as young as 16.

14. Could you give examples of systems leaders?

United Way works very closely with K-Connect and the Essential Needs Task Force (ENTF) as well as the Expanded Learning Opportunities (ELO) Network and others.

15. Considering the change in focus, will there be specific training for the volunteers reviewing proposals?

Yes. United Way will have an orientation and training for volunteers.

16. Does United Way require specific data collection?

Yes. United Way requires semi-annual reports including projections, numbers served and outcome achievement. The RFP will specify additional data points to collect. Only de-identified data is required.

17. Will United Way require 3rd party evaluation?

No. However, we do require appropriate measurements that track toward outcome achievement as well as accurate data collection.

18. Is there a movement encouraging companies to not designate directly to agencies?

United Way prefers non-designated gifts as it allows us to allocate more to partner agencies that are required to show how/when/where they use the community's dollars. However, the trend is not in that direction. It is trending toward more individuals designating.

19. Can invited agencies include non-invited agencies into a collaboration?

Invited agencies may include non-invited agencies if they believe the collaboration strengthens their proposal, and contains joint strategies toward a community outcome. Organizations must share in the same service in contrast to organizations coordinating, but functioning, independently of each other. The organizations invited may decide to include others in delivering services toward achieving strong outcomes as identified in the RFP.

20. Can a single program be funded through a collaboration and through a direct individual agency request?

No. United Way will not fund the same program directly and through a collaboration. Programs must be distinctly different in order to be considered.