

2017-2018 Community Impact Grants

Partner Agency Meetings- Frequently Asked Questions

1. Will the proposal be submitted electronically?

Yes. Organizations will submit the proposal electronically. This is preferred, however we will accept hard copies mailed to or delivered to HWMUW.

The RFP is in a Word Document and provides all the information you will need. The RFP package will also include the rubric/scorecard the volunteers will be using when reviewing proposals.

2. Will the campaign timeline change?

No. HWMUW will have a 3 year campaign goal. We will have a good sense of where the campaign is tracking in January. United Way will make adjustments as necessary. For example, if the campaign brings in more money, we will make adjustments to the allocations.

3. How will you determine who will be invited to the invite-only areas?

We have not finalized the organizations we want to invite yet, we are still in that process. However, we will be looking at systems in the community that can deliver the specific approach or model we are interested in supporting.

4. What is the timeline for invitation-only areas?

The invitation-only process will follow the same timeline as the other areas. The invitation will go out in the beginning of September before we release the RFP. Invitations will go to the Executive Director.

5. Will United Way accept proposals from collaborations?

Yes. Collaborations are encouraged.

6. Will United Way consider both program and system approaches?

Yes. United Way will consider both.

7. Who will the RFPs be sent to?

RFP announcement will go to the Executive Director. If there is anyone else who should be contacted instead, email Bob McKown with information (rmckown@hwmuw.org). We will also develop a webpage that will contain all the information about the RFP including instructions, FAQs etc. However, it will not be up until the 3rd week of August.

8. What time are the proposals due on November 15th?

5pm on November 15th. Proposals received after this time will not be considered.

9. Can current partner agencies apply for programs they provide but United Way doesn't current financially support?

Yes. Agencies can apply for funding for any program that fits United Way's focus areas.

10. Can non-partner agencies apply for funding through this process?

Yes. We will be accepting proposals from non-partner agencies.

11. Can United Way send a copy of the PowerPoint?

We will include it on the webpage.

**12. Are there dollar amounts or a certain percentage of funds that are identified for each issue?
For example, is there a specific dollar amount or % of funding that will go toward housing?**

No. Funding amounts will be determined by the proposals received. A scorecard will be used to determine the strongest proposals and amount of funding.

13. Can you describe what the Volunteer Review process will be?

People from various sectors of the community are being recruited to review and score submitted proposals. The volunteers sought have evaluation experience, knowledge of the community and are not part of organizations receiving United Way funds. We also are ensuring the volunteers are culturally diverse and represent Kent County.

14. Will organizations know the names of people reviewing the proposals?

No. United Way does not find it necessary or appropriate.

15. Are the RFPs different for each area?

The background and supporting data for each issue area will be different. The Proposal format and questions are the same.

16. What if there is a program that overlaps with or can fit in more than one focus area?

The program can only be funded in one area. United Way will not consider or fund a single program in more than one focus area.

17. If we write more than one plan (say one for mental health and one for job coaching/financial security) would we submit them as separate proposals or submit them together

We will need a separate proposal for each focus area and proposed service.

18. How does the shift in funding affect the HCD collaboratives?

This is a new process. Current funded collaborative projects will need to apply in the new focus areas if there is an authentic fit.

19. Will Planned Parenthood be considered through the open RFP process?

It will be a competitive process. All health and human service organizations are welcome to apply if the programming fits into the United Way's focus areas.

20. For how many years will the funding be allocated through the RFP?

The funding from the 2017-2018 proposal will be for one year. However, to coincide to United Way's 3 year strategic plan, there is potential for continuation for an additional 2 years. Continuation will be dependent upon funding available, outcomes achieved, etc.

21. How will you communicate with agencies that will no longer fit or receive funding?

Organizations are encouraged to evaluate whether their mission and programming aligns to United Way's 2017-2018 focus areas. Organizations should self-select based on the authenticity of alignment to United Way's focus areas.

22. How will non-partner agencies hear about the proposal opportunities?

United Way will host 2 community meetings before the RFP release. Personal invitations will be made in addition to posting information through online media outlets and through our relationships with partners such as ENTF and KConnect.

23. How does the Impact team address the information and data gap that exists in certain communities of color, especially those who refrain from surveys and data collection?

The Impact team recognizes there is a gap. Being removed from direct service, the team strives to learn more about the people who are not captured in traditional data and how to address their needs. The team relies heavily on partnerships with people and organizations engaging directly with individuals.

If you have additional, relevant information and data please share in your proposal.

24. Is there recognition that "systems" do not deliver programming directly?

Yes. United Way is committed to aligning with systems in terms of outcomes and goals. It is our hope that grant makers could eventually align reporting requirements to lessen the burden on agencies delivering direct programming.

25. Will Schools of Hope also be changing with the shift in the academic area?

Yes. United Way is evaluating the fit for Schools of Hope and the Kent County Tax Credit Coalition.

26. What was the rationale behind choosing 7th grade science and 8th grade math?

It was a data driven decision. United Way considered what the gaps were in education. 7th grade science and 8th grade math have little investment from other funding sources and showed a great need for resources. United Way believes we can have an impact in this area.

27. What about math literacy?

Math literacy is imbedded in the STEM (Science, Technology, Engineering and Math) programming for middle school students.

28. What about STEAM (Science, Technology, Engineering, Art and Math) programming?

United Way has identified STEM programming for middle school students as an area we are interested in funding. However, United Way will accept proposals utilizing the STEAM model as long as the specified outcomes are met.

29. To truly make an impact sometimes requires working with fewer participants. Will United Way consider programs that serve fewer people, but provide the depth of services needed for individuals to be successful?

Yes. United Way is interested in tangible, concrete outcomes not just outputs.

30. What is the intersection between the outcomes and poverty?

United Way is not seeking to end poverty. We are interested in helping to increase income and stability for Kent County residents. We are looking at micro-level outcomes that can address crises and better set individuals up for the future.

31. How does United Way define “young adult”?

United Way defines “young adult” as 18-26 years old.

32. How does United Way define “behavioral health”?

For purposes of the RFP, behavioral health is used as an umbrella term encompassing mental and emotional health.

33. Will United Way cover substance abuse disorders under the new 2017-2018 Focus Areas?

United Way understands that Mental/Behavioral Health is a broad term and that substance abuse disorders are integrated in behavioral health services. Based upon Partner Agency feedback and further exploration, we have determined that in order to treat the person as a whole, substance use disorder treatment will be covered as long as it is co-occurring with mental illness. Substance abuse or addiction alone will not be covered. **Funding will be provided for non-Medicaid recipients only. This includes care for children, teens, and adults.**

Here is a list of what services could be covered under Mental/Behavioral Health

- Mental/Behavioral Health case management services
- Mental/Behavioral Health treatment, such as individual, psychotherapy and counseling
- Inpatient hospital services
- Outpatient treatment (in a clinic setting)
- Partial and full hospitalization (inpatient care)
- Non-hospital inpatient psychiatric facilities services (Level I residential treatment centers and sub-acute facilities)
- Lab and radiology services for psychotropic medication regulation and diagnosis
- Substance use disorder treatment (if co-occurring with mental illness)
- Autism, ADHD, ADD, OCD, Anxiety, Depression

34. Will United Way clarify why Food and Mental/Behavioral Health are invitation only?

How/why did we select those issues as the ones that are invitation only

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.

35. There is language in the Food section about including Food Pantries but it sounded like- in the sessions- UW is more focused on sustainability. Are we funding pantries?

The focus is on food security. United Way has not specified the model for delivering the services that achieve sustainability. Food pantries could be just one model to ensure food security, but there may be others and UW will consider all possible models.

36. If an agency has a program not currently funded by UW (so UW is not familiar with it), what is the process for making sure UW knows about (applies to the invitation only categories)?

If currently-funded agencies or community members know of other organizations with programming that aligns with United Way's Issue Areas, please share that information with UW.

37. Can UW share more about the research that was done to determine our focus areas/priority issues?

Yes. Please see the Case Statement Summary, which includes a complete list of consulted resources

38. Could UW share more information as it pertains to the issue areas?

Education & Financial Security:

We know that academic success is directly correlated with economic security. It is also influenced by equity within a community. Disparities in education result in higher drop-out rates and hinder youth from achieving academic successes that ultimately lead to sustainable employment with a living wage and increased economic mobility, safe and permanent housing, and the ability to meet their own basic needs with less reliance upon (what was intended to be temporary, but may turn out to be long-term) assistance programs.

Housing:

Child Protective Services staff report that housing needs are one of the largest barriers families face in order to adequately care for their children.

The number of homeless in the Grand Rapids, Wyoming, and the Kent County region has risen each year. The number of individuals remained fairly steady until 2014, when it increased from 272 to 424, and then to 457 in 2015.

Food:

20.3% of children in Kent County face food insecurity. Hunger threatens 1/7 people in the region, including 1/4 children. This is the highest it's been in the last 5 years.

Domestic Crisis:

In Michigan, about 4 out of 10 females seen in the ER for assault-related injuries were there because of intimate partner violence.

Mental/Behavioral Health:

The U.S. Bureau of Labor Statistics has reported that 96% of insurance plans impose limits on mental health care coverage (and emotional health as well). These limits include higher copays/deductibles and lower annual/lifetime coverage caps. The increase in individuals receiving Medicaid has produced many valuable programs that, unfortunately, are "Medicaid-only," and those with private insurance are not eligible to receive those much-needed services.

39. Has United Way sent out a communication or personally spoken with individual agencies/organizations discouraging them from applying, and/or telling them directly NOT to apply, for funding?

No, United Way has not sent out a communication or personally informed any individual, agency, or organization not to apply for a particular focus area or issue. However, if the issue area of interest is in either Food or Mental/Behavioral Health, these two areas are "invitation only" and are not open for general applications. United Way has selectively chosen agencies/organizations in these two areas and only those who receive an invitation will be able to apply. United Way encourages agencies and organizations whose mission and services align with UW's issue areas to apply under the other four areas (Academics Success, Career Success, Family Crisis, & Housing).

40. 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.

41. 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.