



STRATEGIC INVESTMENT GRANTS

FREQUENTLY ASKED QUESTIONS FROM OUR INFORMATION SESSIONS (December 4, 5, 6, 9, 11, 16, 17, 2019)

Updated as of December 19, 2019

GENERAL QUESTIONS ABOUT THE SHIFT IN OUR FOCUS AND PRIORITIES

Why is Mile High United Way changing the Strategic Investment Grant (SIG) process?

Feedback from our community partners shows that by sharpening our focus even more on young children and their families, we can have a much greater impact on under-resourced communities. We will be focusing our work on high-quality early care and education, parent/caregiver training and support, early learning and literacy, out-of-school time, workforce development within the early childhood education field, and emergency and basic needs.

What do you mean by 'narrowing the focus'?

First, by focusing most of our attention on children from pre-natal to age twelve, we are prioritizing high-quality early care and education, parent/caregiver training and support, early learning and literacy, out-of-school time, and workforce development within the early childhood education field.

Second, we are placing a priority on emergency and basic needs, which is vital to so many families.

Third, we are placing more emphasis on under-resourced communities, increasing our investment in specific geographic areas, and working closely with community partners.

How long did you know this change was coming and why didn't you alert current partners sooner?

We have been working on the United Neighborhoods strategy for several years. In the last year, we have narrowed our focus to shift to under-resourced communities and the focus areas listed above. We discussed this shift in strategy with our Board and stakeholders, and we released the RFP soon after our Board approved this direction.

Who will get left behind with no funding?

As with previous years, SIG is a competitive grant process. Previous funding is not a guarantee of continued funding. We invite organizations aligned with our key strategies to apply for a SIG opportunity. Through a rigorous community review, our 2020-2021 partners will be announced.



Why is this a one-year grant, rather than a multi-year grant?

We recognize this is different from our previous practice. A one-year cycle allows us to evaluate progress in realigning the SIG approach more quickly.

Will there be another grant process after the one year of funding?

At this time we are considering various options following the year of funding.

We do anticipate continuing to work with nonprofit partners. We recognize that working together will ensure we reach our goals.

What is different in this application compared to previous years?

- This is a one-year grant opportunity
- We have focused our key strategies:
 - High-quality early care and education
 - Parent/Caregiver training and support
 - Early learning and literacy
 - Out-of-School time (for children up to 12 years of age)
 - Workforce development within the field of early childhood
 - Emergency and basic needs

Do you have more funding than in 2018, less, or the same?

Mile High United Way is currently fundraising for the 2020-2021 funding cycle. We are not sure at this time about available funds.

Do you expect to fund the same number of nonprofits as two years ago?

We are not sure about how many partners will be funded, for a few reasons:

- We do not know how many applications or the types of applications we will receive
- We have focused our funding priorities to fewer key strategies
- We have included two new counties to our service-area (Boulder and Broomfield) due to Mile High United Way joining forces with Foothills United Way

GENERAL APPLICATION QUESTIONS

How do we document the name of an organization with DBA?

Within the application, you can enter this information in the summary sheet section.

How many applications do you typically receive compared to what you fund?



During our last RFP process we received 200 applications requesting over \$16 million in funds. We were able to award 100 applications with \$6 million in grant funds, with an average grant of \$60,000.

Are examples of successful applications available?

Please see our current list of partners (available on our website) for examples of the organizations and program we funded. There are no sample applications available, however you can join us for an application boot camp on December 19, 2019. Registration information is on our website.

Is there any way to find out if we have not been funded, before the announcements in July?

Every organization will receive a call notifying them of the status of the application by the end of April. Please refer to the timeline and key dates on page 11 of the RFP information packet.

When are funds distributed?

Funds will be distributed by July 1, 2020. Please refer to the timeline and key dates on page 11 of the RFP information packet.

Is it helpful to Mile High United Way to submit applications prior to November 21st? Does early submission impact funding decisions?

While we appreciate early submissions, this does not affect funding decisions. Please refer to the timeline and key dates on page 11 of the RFP information packet.

Are there specific amounts allocated to each grant category?

No.

Do you allow collaborative applications for Strategic Priorities Grants?

Yes.

Are there restrictions on organizations that have received funding in previous years?

No.

Are ongoing programs eligible for funding, or are only new programs eligible?

Organizations can apply for funding for established programs or new programs.

Can we apply for policy and advocacy related work?

We do not fund policy and advocacy related work through the Strategic Investment Grant opportunity.



Are you prioritizing a 2-Gen approach and an emphasis on equity?

Not within the Strategic Investment Grant opportunity. However, there are opportunities for you to tell us about this aspect of your work within the application.

Are any funds dedicated specifically to evaluation?

There is no dedicated evaluation funding within the Strategic Investment Grant opportunity.

How long does an organization need to be in existence to apply (how long after receiving our 501(c)(3) designation)?

We do not have a requirement on the length of time that an organization has to be in existence or have their 501(c)(3) designation.

Can we apply for program expansion?

Yes.

Why is the scoring rubric different?

The scoring rubric for this application will look at the application as a whole, rather than score each section of the application separately. This is something that our reviewers requested. We hope that this will help organizations tell a more complete story of the programs/services for which they are requesting funds.

What is out-of-school time?

Providing high-quality programs that engage children up to 12 years of age in activities that take place outside of the traditional school day. (RFP information packet, page 8)

300% of FEDERAL POVERTY GUIDELINES

How do we assess the 300% of Federal Poverty Guidelines when serving schools?

Free and reduced-price lunch are measures that you can use.

Free lunch is assessed for families that are below 130% of the Federal Poverty Guidelines.

Reduced price lunch is assessed for families between 130% and 185% of Federal Poverty Guidelines.

Each of these measures falls within our criteria of serving families at or below 300% of Federal Poverty Guidelines.

Please see pages 12 and 13 of the RFP information packet (glossary) for more information.

Can an organization target a population with household income less than 300% of federal poverty (e.g. 200%) or should we target populations that have incomes up to 300%?

We are looking to fund organizations and programs that serve individuals and families living at or below 300% of federal poverty guidelines, i.e. people living between 0% and 300% of the measure. This includes families living at 200% of federal poverty guidelines.

Is Title I an indication of 'below 300% of FPL'?

Yes.



APPLICATION CATEGORIES

Our programs go across funding opportunities. Can we submit multiple applications?

Unfortunately, an organization can only submit one application. Please choose the grant category that best fits the work that your organization does.

Remember that you can apply across multiple strategies within a grant category, as long as you address all of the strategies you select within your application.

If we are eligible to apply within Strategic Priorities but also provide Emergency and Basic Needs, and work within a Collaborative, can we include that information in the application?

Yes. You can include the Emergency and Basic Needs and Collaborating for Impact information within your application. However, please know that there are word limitations in the application.

You may want to use the space to focus on the strategies that fit under the Strategic Priorities application.

To what category should school districts and educational foundations apply?

This depends on the programs or work for which you are seeking funding. Please read through the RFP Information packet for more information on each of our grant categories. Note that schools, school districts, and school foundations can only apply for program support (not general operating support).

Is there a specific application that has received more applications in the past?

The Strategic Priorities Application has received more applications. This is because it covers multiple strategies.

AVAILABLE ASSISTANCE

Please provide an overview of the technical assistance that is available

Please reach out to us (303.561.2338 or email mhuwgrants@unitedwaydenver.org) if you need assistance with:

- Accessing the online application, including logging in and submitting
 - Selecting the application to which to apply
 - Clarification around application questions
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BUDGET INFORMATION

Do significant amounts of in-kind (>\$750K) count as overall revenue?

Yes, if this is the way your organization creates your budget.

CHILD CARE TAX CREDIT CONTRIBUTION

What is the process to become to receive a Child Care Tax Credit license?

To learn more about the Child Care Tax Credit, eligibility and how to apply, please visit:

<https://www.colorado.gov/pacific/sites/default/files/Income35.pdf>

COLLABORATIVE GRANTS

If we would like to apply for a collaborative grant, does the collaborative have to be established or can you propose the idea and structure?

If you are applying in the Collaborating for Impact grant category, your collaborative has to be formal and in existence for at least one year.

If you are applying in any other category and are proposing providing services together with other organizations, you do not have to be an established collaborative. Keep in mind that in this

competitive process, your collaborative programming will be reviewed alongside programs that have a track record of success.

Can you give an example of a “formal collaborative” initiative or project that would fall under the Collaborating for Impact category?

Please see our current list of funded partners under the Collaborating for Impact category, available on our website.

If partnering with a school, do you have to add a letter of collaboration?

This is not necessary but could strengthen your application.

Can our organization be part of another application while still submitting our own application?

An organization can only be part of one application for the Strategic Investment Grant opportunity.



CURRENT PARTNERS

Do current partners have to submit an interim report prior to applying for a grant?

Current partners are required to submit an interim report by December 16, 2019. Information related to this report was shared with partners in November.

DATA AND EVALUATION

Should we use citations for data points?

Yes.

EARLY CHILDHOOD EDUCATION

Does early childhood education have to be focused on college-level education?

No.

EMERGENCY AND BASIC NEEDS CATEGORY

What are chronic conditions? Does this include people with developmental disabilities?

Refer to the glossary on pages 11 and 12 of the RFP information packet.

Chronic conditions refers to a phenomenon where an individual or family is in a situation (e.g. experiencing homelessness or food insecurity) for an extended period of time, usually more than three months. If someone with a developmental disability is experiencing a chronic condition as described above, services to address homelessness or food insecurity may be eligible within the Emergency and Basic Needs category.

How do you define “hygiene assistance”?

Refer to the Emergency and Basic Needs section (page 5) of the RFP Information packet.

Hygiene Services: Providing access to basic hygiene services, such as restrooms, showers, and laundry services to people experiencing homelessness.

FUNDING AMOUNTS

What was the average grant award during the 2018-2020 grant cycle?

The average grant award was \$60,000 per year.

The minimum amount of funding is \$25,000. Does that mean Mile High United Way will fund organizations at least \$25,000 or is there a chance you would give less than \$25,000?

The minimum amount that an organization can apply for is \$25,000. We will not fund an organization less than this amount.



Do you have limits/guidelines around the proportion of budgets you will fund?

As you are considering the request amount, please take into consideration that the average grant size in our previous process was \$60,000. We will not fund requests for all or most of your program/organization expenses. It is possible that we will not fund your entire request. For

example, if you request \$50,000, our board may decide to fund you at \$25,000. In this case, we will work with you on a revised scope of work to accommodate the reduced funding amount.

Will asking for too much disqualify us?

As you are considering the request amount, please take into consideration that the average grant size in our previous process was \$60,000. We will not fund requests for all or most of your program/organization expenses. It is possible that we will not fund your entire request. For

example, if you request \$50,000, our board may decide to fund you at \$25,000. In this case, we will work with you on a revised scope of work to accommodate the reduced funding amount.

Is there a nonprofit budget range that is too high for consideration?

We have funded organizations with large budgets in the past. Our funding goes to high-performing organizations that are aligned with our goals and that can demonstrate impact.

If your application funding request is \$100,000, is it possible to be approved for a lower amount? Is it an all or nothing process?

It is possible that we will not fund your entire request. We may fund you at a lower amount. This is not an all or nothing process.

If we are child care tax credit eligible, is there a suggested amount?

Please request an amount based on what is needed to conduct your work.

If my organization works across two key strategies, and need money for both, do we detail how much we need for each program or the total?

You can provide the total amount requested, and include budget information for both programs.

Are the funding ranges for one year or each year?

One year, as this is a one-year funding opportunity.

GENERAL OPERATING AND PROGRAM SUPPORT

Will funds support salaries for both general operating support and program support?

General operating support funds can be used at the discretion of the organization applying. We trust that you know where best to use your funds.

For program support, salaries of staff providing the programming can be funded.



If our organization is a school, school foundation or school district, should we apply for general operating or program support?

Schools, school foundations or school districts should only apply for program support.

Does Mile High United Way have a preference for general operating or program support applications?

We do not have a preference.

If you are applying as a school, school district, or school foundation please apply for program support.

Can you apply for general operating support and program support, or just one?

Please apply for either general operating support or program support. Keep in mind that general operating support allows you to use funds where they are most needed, as long as the work is aligned with our goals and key strategies.

Can the funding be used for capital expenses?

Yes. However, know that an application for capital expenses will be reviewed alongside applications for program or general operating expenses. Please submit the application for which your organization will fare best in this competitive process.

GEOGRAPHIC PRIORITY AREAS

Where can we find maps of the Geographic Priority Areas?

Please check the RFP information packet available on our website

Can you name some of the neighborhoods in Central Denver that are priority areas?

Neighborhoods near central Denver include:

- Curtis Park
- Whittier
- North Cap Hill
- City Park West
- Lincoln Park
- Sun Valley

The Central Business District, RiNo, Lodo, and Five Points are not included.

We are located in Globeville, which is in your priority area (north), but the people we serve come from all over the metro area. How should we answer the target population question in the application?

Within the target population question, you can tell us more about the population you serve,



including where they reside. Part of the question requests the percentage of people served who reside within the geographic priority areas.

Are the Geographic Priority Areas inclusive of West Colfax, Central Denver (where most of the homeless service providers are located), Sun Valley, and Westwood?

Yes. Please note that the Geographic Priority Areas are not part of the Emergency and Basic Needs application.

Can you provide us with zip codes within the Geographic Priority Areas?

The Geographic Priority Areas are based on census tracts that don't always align with zip codes.

If we are applying under Emergency and Basic Needs, is there a benefit to highlighting our work in the Geographic Priority Areas?

This is not necessary as the Geographic Priority Areas are not part of the Emergency and Basic Needs application category.

KEY STRATEGIES

If our organization provides workforce development, but not specifically within the field of early childhood development, are we still eligible?

Unfortunately, no.

If we are applying for a parenting program, can it only be for parents of children under 12 years of age? Can some funds be for parents of teens?

Funds from Mile High United Way can only be applied to work for children under 12 years of age.

Are some key strategies preferred over others?

No – all key strategies are equally preferred.

POPULATIONS SERVED

Will you fund shelter for single men?

A successful application that provides shelter services for single men at or below 300% of the Federal Poverty Level, may be funded.

Can we serve individuals outside of the seven county Metro area?

Yes, your organization can serve individuals outside of the seven county Metro area. However, if you have a site outside of the seven-county area, our funds can only be applied to assistance given to individuals in our seven-county area. If you have a site within the seven-county area, and individuals from outside of the seven counties seek services at that site, this is allowable.



SCHOOLS, SCHOOL DISTRICTS AND SCHOOL FOUNDATIONS

Is a preschool program considered a school?

The preschool program itself is considered a program and not a school. If the preschool program is operated by the school, and the entity applying for funds is the school, the entity can only apply for program support.

May a school district foundation and a school district both apply for a grant if they are applying for different programs?

Both entities may apply if each has their own, separate EIN with which to apply.

If our organization is a school, school foundation or school district, should we apply for general operating or program support?

School, school foundations or school districts should only apply for program support.

If partnering with a school, do you have to add a letter of collaboration?

This is not necessary, but could strengthen your application.

SITE VISITS

Will Mile High United Way be conducting site visits?

Unfortunately, we will not be conducting site visits. In order to be fair to all organizations that apply, no site visits will be held.

STRATEGIC PRIORITIES APPLICATION

In the Strategic Priorities Application, is it beneficial to site multiple key strategies or focus on just one?

If your organization employs multiple strategies, please identify those strategies. Remember to explain all the strategies that you select. If you employ just one strategy, please explain that one strategy. It is not about the number of strategies that you select, but how you are using the strategies to advance your work.

What are reporting requirements (generally) once a grant is made?

Funded organizations report twice annually on output and outcome data.

Do you allow collaborative applications for Strategic Priorities Grants?

Yes.



If our organization provides workforce development, but not specifically within the field of early childhood development, are we still eligible?

Unfortunately, no.

WORKPLACE GIVING MEMBERSHIP

If we are a member of another workplace giving group (Community Shares of Colorado), are we eligible to apply?

Yes. Your organization's membership in workplace giving campaigns does not disqualify you from applying.

Does it help to be a Mile High United Way organization (vs Community Shares)?

Workplace giving campaigns through Mile High United Way are kept separate from our Strategic Investment Grant process. One does not affect or influence the other.