

United Way of Greater St. Louis

Request for Proposals | Safety Net Funding

2021 – 2023 Funding Cycle

I. Background

UWGSL began in 1922 and serves the following 16 counties in Illinois and Missouri with a total population of approximately 2.8 million people:

Illinois – Calhoun, Clinton, Greene, Jersey, Macoupin, Madison, Monroe, Randolph, St. Clair

Missouri – Franklin, Jefferson, Lincoln, St. Charles, St. Louis City, St. Louis, Warren

The mission of UWGSL is to mobilize the community with one goal in mind – helping people live their best possible lives. The organization’s core values are:

Autonomy – We take responsibility for directing and managing this organization, and in partnership with our agencies, we meet our community’s critical human service needs.

Community – UWGSL is the place where people of our community come together in the spirit of teamwork and servant leadership to share our responsibility to care for one another.

Compassion – We are a catalyst for change, creating awareness of needs, and celebrating successes in caring for one another and in creating a more compassionate community.

Diversity – UWGSL values and is committed to the richness of diversity in all aspects of our organization and those with whom we partner and serve.

Integrity – We are an integral part of this community’s leadership; we conduct ourselves with the highest regard for trust, fairness, ethics, and respect for one another.

Stewardship – As excellent stewards of financial and human resources entrusted to us, UWGSL ensures that those resources are effectively developed and properly invested to achieve optimum impact in the community.

Volunteers – Volunteers are our foundation and most valuable resource. We were founded by volunteers and are a volunteer-directed organization.



II. Volunteer Oversight

The Regional Investment Committee (RIC) provides volunteer oversight of the financial contributions made through the annual UWGSL campaign. It serves as the regional volunteer committee that partners with the Community Impact Division and ensures that donors' investments are allocated in an accountable and responsible manner. RIC is comprised of diverse community members who serve on panels that review proposals, conduct due diligence, make selections, and provide monitoring of investments and performance. The RIC chair and vice chair lead the volunteer committee process and report to and serve on the UWGSL Board of Directors. Investment decisions made by the RIC are brought to the UWGSL Board of Directors for final approval.

III. Overview of Funding Strategies

UWGSL provides funding to improve outcomes within the areas of basic needs, education, financial stability, health, and strong communities within the following three categories:

Safety Net Pool	System Pool	Targeted Pool
Predictable funding to support organizations providing direct services to address community needs identified in the Community Needs Assessment (CNA)	Innovative funding to support organizations providing backbone, collective impact, and advocacy services to address community needs identified in the CNA	Flexible funding to support organizations addressing emerging or emergency needs and innovative solutions
80% of undesignated funds	5% of undesignated funds	15% of undesignated funds
Three-year grants for general operating support	Three-year grants for general operating support	One-year grants for programmatic support
Funding amount cannot exceed 20% of an organization's budget for services within the 16-county region		
Annual funding within the three years is guaranteed at 90% of previous year's funding	Funding rises and falls annually with availability of unrestricted dollars	Funding is one-year only if funds are available
Three-year award based on performance, available funds, and the CNA. Abbreviated renewal application every three years. Annual reporting and performance reviews.	Reapplication every three years as funds are available. Annual reporting and performance reviews.	Reapplication every year as funds are available. Annual reporting and performance reviews.
RFP released January 2020	RFP released June 2020	RFP released January 2021

A Community Needs Assessment will be conducted every three years and will guide funding priorities. Agencies may be funded in more than one pool.

Helping people.



IV. Safety Net Definition

This Request for Proposals **specifically pertains to the Safety Net Pool** which is open to the public with the first three-year cycle **January 1, 2021 – December 31, 2023**.

Safety Net is defined as a network of quality programs and services delivered equitably across our 16-county region by high performing organizations intended to achieve measurable outcomes for vulnerable populations in order to address prevalent needs within the areas of basic needs, financial stability, education, health, and strong communities. The goal is to provide predictable funding to support organizations providing direct services to address community needs identified in the Community Needs Assessment.

Applications will be assessed within the areas of administration, governance, finance, and programs utilizing the **Scoring Rubric** which can be found [here](#). Areas that will receive additional weighting and emphasis include outcomes and impact, equity, collaboration, and alignment with priority needs identified by the Community Needs Assessment.

To access the **Community Needs Assessment** Reports and Online Platform to find priority needs by county and impact area, please go [here](#).

V. Safety Net Pool Funding Parameters

To qualify for funding, organizations must meet the following **minimum eligibility criteria**:

1. Provide direct services to individuals living in at least one of the 16 counties and in at least one of the identified need areas
2. Be in existence and operational for at least two years
3. Submit Federal 501(c)(3) Tax Determination Letter
4. Submit most recent Federal Form 990 Tax Return
5. Submit Illinois or Missouri Certificate of Corporate Good Standing
6. Submit policy on compliance with USA Patriot Act and other counterterrorism laws
7. Submit policy for background checks, including child abuse and neglect screenings as appropriate
8. Submit policy on non-discrimination in hiring and service delivery
9. Submit policy on privacy protection practices (HIPAA)
10. Submit most recent Audited Financial Statements, including auditor's opinion and footnotes
11. Submit most recent Management Letter prepared by independent auditor
12. Submit most recent Internal Control Findings Letter as appropriate

Any proposals received that are incomplete or after the time specified for receipt of proposals shall not be considered.



Please note the following **key parameters**:

1. 80% of undesignated funds raised will be invested in the Safety Net Pool.
2. Safety Net Pool grants are for three years for general operating support for direct service provision.
3. Requested funding amount cannot exceed 20% of an organization's budget for services within the 16-county region.
4. In order to assess eligibility and performance, each organization seeking funding must submit its own application, whether submitting a proposal for an individual program or as part of a collaborative.
5. Annual funding within the three years is guaranteed at 90% of previous year's funding.
6. Funding after three years is based on performance, available funds, and the Community Needs Assessment. An abbreviated application will be required every three years.

For additional information on reporting and compliance standards, please go to the **Funding Policies** located [here](#).

VI. Timeline

Milestone	Date
Launch Event/Request for Proposals Release	January 29, 2020
Technical Assistance/Application Support	January 29, 2020 – March 10, 2020
Application Deadline	March 10, 2020 at 5pm
Review, Due Diligence, Selections, Approvals	March 10, 2020 – May 27, 2020
Award Notification *	May 27, 2020 – June 5, 2020
Final Award Amounts Announced *	November 2020
Contracts Executed	December 2020
Three Year Cycle Begins	January 1, 2021

*** NOTE:** Award amounts announced in June 2020 will be tentative. Final amounts will be determined based on available funds raised during the Fall 2020 campaign.

Information about the System Pool and Targeted Pool will be released later in 2020.



VII. Technical Assistance and Frequently Asked Questions

For questions about the application and grants management system, Foundation Connect, please email GrantSupport@stl.unitedway.org.

Agencies currently funded by United Way are encouraged to contact their assigned Portfolio Manager for content related questions.

Frequently Asked Questions will be updated regularly and posted on the website [here](#).

VIII. Accessing the Application

Instructions on how to access and complete the application in the grants management system, Foundation Connect, can be found [here](#) and the recorded webinar on how to create an account can be found [here](#).

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Greater St. Louis