



Safety Net Funding Cycle Application Informational Webinar

Meeting Question and Answer

March 24 & 26, 2026

- What dates are the blackout dates?
 - The annual campaign runs from September 1-October 31.
- Are fundraising events allowed during the annual campaign?
 - Yes fundraising events are allowed; corporate solicitations is not allowable during the campaign timeframe.
- Do you mean that all participating organizations are expected to have 100% participation on the part of their staff?
 - During the annual campaign, United Way expects that each agency, not every employee at each organization, participates in the United Way annual campaign.
- Can an agency still carry out an annual year-end appeal during the annual campaign?
 - Yes, you are still able to carry out an annual year-end appeal. You can solicit donations from individuals, just not corporations.
- Will the expected safety net funding be \$50k - \$100k annually or in total across the three-year award period?
 - The \$50k-\$100k range would cover the year one allocation award. Following each year's campaign agencies receive an award confirmation of their allocation level, contractually no less than 90% of the prior year.
- Do you recommend that budgets be above a certain threshold in order to apply?
 - We do not have a specific organizational budget threshold to apply. Applicants must be in operation and have programing provided for at least 2 years prior to submission.
- If we are a DBA (fictitious name) under a church and not a stand-alone 501c3, are we still permitted to apply (we keep separate financial records)?
 - An applicant must be a federally recognized 501c3 to qualify for funding consideration.



- Are grants issued only as cost reimbursement? Do you issue fee for service grants?
 - Funding is not reimbursement or fee for service. The allocation is distributed monthly, an equal amount every month.

- Could you clarify if the minimum award is \$50,000 but you don't fund more than 20% of the budget, then does the minimum programmatic budget need to be \$250,000?
 - The funding ranges noted in the application are noted for applicant reference. There is no specific minimum organizational budget required to meet the final award determined by UW's volunteer review process.

- For the Third-Party financial compilation report, are there recommended vendors United Way prefers?
 - The organization is free to use a reputable third-party financial entity of their choice. United Way does not provide a list of recommended auditors or financial entities.

- Referring back to the question about DBA or fictitious names, are churches permitted to apply for specific programs within the church? We offer legal immigration services but are a program under the church's 501c3.
 - A federally recognized 501c3 that operates as a DBA is eligible to apply. The EIN of the applicant will be validated to ensure that the nonprofit status exists.

- What is the average number of participants served per funding opportunity based on funding amount (\$50k, \$100k, etc.)?
 - We do not have an average number of participants served per funding opportunity based on funding amount, as it varies greatly depending on the service provided, such as a food pantry vs. an intensive case management housing program. We look at the number of clients served based on what the program is.

- Regarding the blackout dates: When you say "solicit" donations from corporations, what about grant or sponsorship applications for which the deadline falls within this period?
 - We ask that funded partners engage any corporate solicitations before or after the community campaign timeframe, including sponsorships so as not to conflict with the drive to support the overall network.



- How many grants are you looking to award?
 - We anticipate between 150-160 organizations in total are selected for the next cohort.
- Do you have a general idea of how many will be newly funded orgs vs. currently funded orgs?
 - We hope to maintain as much stability to the network as possible with opportunity to add no more than 10 new organizations in the next cohort.
- So an application submitted to a public, published grant opportunity that is only available from a corporation during that window would count as a "solicitation" and be disallowed?
 - Most local corporations are aware and familiar with United Way's annual campaign timeframe. If there is a submission date that occurs within that timeframe, we ask that the funded partner engage with their Portfolio Manager for guidance to be considered on a case by case basis.
- Is there a scoring rubric that has a breakdown of the number of points that are allocated per section?
 - The scoring framework is currently being finalized. If it is completed in advance of the submission deadline it will be found on <https://helpingpeople.org/agency-hq/>.
- How do you define direct vs indirect participants served?
 - The distinction of direct versus indirect can be found in the key terms section of the application document, page 16 found <https://helpingpeople.org/agency-hq/> on the website.
- When was the most recent community needs assessment done?
 - The last report was completed in 2020 and is available at helpingpeople.org
- Is there a specific volunteer background check policy required for funded agencies?
 - No - there is no specific requirements for volunteer background checks as long as it sufficiently addresses protection steps for clients served.
- What if we are in the process of getting the financial review done, but won't have it before the 4/17 deadline?
 - All required financial health materials must be complete at the time of submission as noted in the application.



- Will a financial review be sufficient? Our organization does a full audit every other year.
 - If your organization meets the budget parameters noted in the application, a financial review may be submitted for the purposes of the application. As stated, a financial audit is required as part of contract requirements.

- Which funding tier would be appropriate for an organization with operating budget of less than \$100k?
 - There are no specific funding tiers. The allocation would be based on 20% of your program budgets for the programs you include in your application and based on the review of your application.

- Is staff pay part of program costs?
 - Yes - salaries can be included with program cost.

- Is there a religious exception for faith-based agencies regarding the required Policy on non-discrimination in hiring and service delivery?
 - There are not exceptions for the required policy on non-discrimination in hiring and service delivery.

- Are you considered a returning organization if you have received target funding but never safety net?
 - No - previously funded Targeted agencies are not considered returning. The current 2024-2026 cohort is considered returning as noted in the application.

- How do we get a Certificate of Corp Good Standing in MO
 - Visit the following link to apply
<https://bsd.sos.mo.gov/BusinessEntity/BEsearch.aspx?SearchType=0>

- Are videos and photos accepted for documentation or is it not applicable?
 - You can send in jpgs, jpegs, pngs or pdfs.