



2027 TARGETED FUNDING CYCLE

APPLICATION INSTRUCTIONS

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2027 TARGETED FUND CYCLE OVERVIEW

United Way of Greater St. Louis (United Way) Targeted Fund Cycle's purpose is to provide flexible funding to support nonprofits that are best positioned to address identified targeted needs by implementing programs that use an emergent or innovative approach to an existing community challenge requiring additional investment of time, capacity and resources across United Way's 16 counties served.

Targeted Fund awards are considered one-time grants (non-renewable) with a one-year implementation timeframe for United Way investment for programming that aligns with the focus area for the cycle. Proposed programs should have existing sources of funding where United Way's investment is leveraged to ensure sustainability beyond the Targeted Fund's one-year grant time frame.

Desired Approaches:

An **emergent approach** addresses an identified community need using a promising practice or adapted method that is in development or the early stage of implementation to advance service delivery.

An **innovative approach** addresses an identified community need using a new method, model, or practice that is designed to significantly transform service delivery.

2027 TARGETED FUND FOCUS AREA

United Way annually assesses real-time community needs and gaps based upon the result from its community needs assessment, community landscape reports, United Way's 2-1-1 Counts Dashboard data source, and additional relevant secondary data sources. The 211 Counts Dashboard is a real-time indicator of the community's current needs on any given day.

This year's assessment included feedback gathered from both regional and national data sources as well as insights on needs from residents of the 16-counties serviced by United Way via calls received from the 2-1-1 information and resource helpline. The identified needs align with one or more of United Way's impact areas:

- Basic Needs
- Health and Well Being
- Community Stability and Crisis Response
- Jobs and Financial Mobility
- Early Childhood and Youth Success

Data from this year’s community needs assessment illustrates an ever-increasing demand for food access within the Basic Needs Impact Area. The data below details a snapshot of community conditions related to food insecurity.

Community Conditions Snapshot

Population	2.8 million people
Households	1.2 million
Residents experiencing food insecurity	330,000 (13%)
Households on SNAP	16% of total population

Sources: US Census Bureau, American Community Survey, Feeding America

The 2027 Targeted Fund Cycle focus area aims to expand food access across the region by identifying nonprofit organizations that are working directly to reduce hunger or improve access to food at the aggregate level through scalable and impactful solutions. In anticipation of forthcoming changes to programs such as the Supplemental Nutrition Assistance Program (SNAP), it is expected that during the first few months of 2027, there will be fewer people accessing critical food programs and those individuals will face limitations to meet daily meal needs.

Successful applicants will demonstrate practical approaches that address food insecurity within one or more counties across United Way’s 16 county footprint by expanding direct access to nutritious food options for individuals and families by strengthening community-based hunger relief infrastructure. Sample activities could include:

- Provision of prepared meals or shelf stable meals
- Distribution of food to populations/neighborhoods with limited access to nutritious foods options
- Expand access to populations/neighborhoods with a high likelihood of food insecurity
- Purchase fresh produce/dairy/poultry for community/neighborhood level distribution
- Efforts to boost long-term access to healthy food

SUBMISSION GUIDELINES

Currently funded United Way Safety Net and Systems Change agencies **are not eligible** to apply for this funding opportunity. This cycle is designed to expand existing United Way investments as noted above.

Applicants may submit a maximum of one (1) application per agency.

APPLICANT FUNDING REQUIREMENTS

To qualify for United Way funding, an organization must meet the following minimum eligibility requirements.

- Must provide direct services to individuals living in at least one of the [16 counties](#) within United Way's geographic footprint.
- The organization and specified program(s) must be operational for at least two years prior to submission on October 12, 2026.
- Must be a nonprofit operating with a current federal 501(c)(3) tax determination
- Must be in good standing with the state of Missouri or Illinois (applicants must be able to provide a certificate of good standing with the state of Illinois or Missouri dated on or after April 11, 2026)
- Must have the following financial documentation:
 - Must submit the most recent audited financial statements within six (6) months of the agency's fiscal year-end, including the auditor's opinion, management and/or internal control findings letter prepared by an independent auditor. **PLEASE NOTE:** if the required documentation is not submitted, your application will not be considered for funding.
 - Organizations with annual revenue (Form 990 - line 12) \$250,000 or more are expected to have audits performed by a certified public accountant (CPA).
 - Organizations with annual revenue less than \$250,000 may provide narrative justification for not obtaining a formal financial audit and, in lieu of a formal financial audit for application submission, submit 1) narrative justification, 2) the agency's most recent 990 or 990 EZ, and 3) a third-party financial compilation report. **PLEASE NOTE:** If funded, the agency should be prepared to conduct an annual compilation or a full financial audit by an independent auditor as a part of the funding contract.

Expected Targeted Fund Cycle Award Ranges:

The minimum amount that an agency may request support is \$10,000; the maximum is \$40,000. The funding request may not exceed more than 50% of the program's budget. Requested amounts are not guaranteed.

Final funding level determinations will be based on review, demonstrated experience with service delivery as noted in the cycle focus area, performance, and recommendation of United Way's volunteer Regional Investment Committee.

TARGETED FUND CYCLE TIMELINE:

Key Milestone	Date
Application Released	September 11, 2026
Virtual Informational Meeting	September 17, 2026, 2:00-3:30 pm
Cycle Technical Assistance, for support and clarifying questions	October 2, 2026
Application Due Date	October 12, 2026
Award Announcement	Week of December 14, 2026

ACCESSING THE APPLICATION

All submissions must be made through the online application portal; no submissions will be reviewed outside the application portal. Instructions for logging into the online application portal and accessing the 2027 Targeted Fund Cycle Application are provided in Appendix D. Click [here](#) to access and complete the 2027 Targeted Fund Cycle Application Form. To submit a 2027 Targeted Fund Cycle Application, the applicant must complete a profile in United Way's grants management system, including the agency profile sections noted in the application questions referenced in Appendix C of this packet.

The deadline to apply is October 12, 2026, at 5:00 pm without exception. Applicants are encouraged to plan accordingly to submit in advance of the deadline. All questions regarding this funding opportunity should be emailed to grantsupport@unitedwaystl.org.

REQUIRED DOCUMENT UPLOADS

All required documents must be uploaded to United Way's online application portal. Please do not provide links to the organization's website and/or file storage system in lieu of uploading the required documents in their entirety. Documents **should not** be combined into a single file, such as a ZIP file, to save space for additional documents. Please contact grantsupport@unitedwaystl.org for assistance with files that exceed the maximum allowable size.

PLEASE NOTE: if the required documentation is not submitted, your application will not be reviewed or considered for funding.

Any applicants must download and provide the documents noted below.

- 501(c)3 IRS Tax Determination Letter (including Employee Identification Number [EIN])
- Current Missouri / Illinois Certificate of Good Standing (dated on or after April 11, 2026). For more information or to access a certificate, reference the links below:
 - [Link to the Illinois Secretary of State website](#)
 - [Link to the Missouri Secretary of State website](#)

- Policy for background checks, including child abuse and neglect screenings, if applicable
- Policy on non-discrimination in hiring and service delivery
- Policy(ies) on privacy protection practices required for services provided as required by law. (HIPAA, FERPA, etc.)
- Grievance policy for program participants or primary stakeholders
- Current Board Roster including contact information for the Board Chair/President
- Financial Health Documentation:
 - The most recent audited financial statements within six (6) months of the agency's fiscal year-end, including the auditor's opinion, management and/or internal control findings letter prepared by an independent auditor. PLEASE NOTE: if the required documentation is not submitted, your application will not be reviewed or considered for funding.

Organizations with annual revenue (Form 990 - line 12) of \$250,000 or more are expected to have audits performed by a certified public accountant (CPA).

ORGANIZATIONAL PROFILE:

Please see Appendix D for instructions on how to create a user and organization profile in United Way's online application portal.

1. Organization name
2. Mission/Vision Statement
3. Executive Director/C.E.O. Name
4. Organization Address, City, State, Zip Code (for official correspondence)
5. Federal Employee Identification Number (EIN)
6. Social media presence links, if applicable (for example: website, Facebook, Instagram etc.)

SECTION 1 – INTRODUCTION

1. Agency Headquarters address. If different than what is stated in your organizational profile within the grant management system, please include the county in your response. For state-wide and multi-state agencies, please provide the address of the main office in [United Way's 16-county region](#).
2. Please check all counties within the agency's service territory that correspond to the United Way of Greater St. Louis' 16-county region.

SECTION 2 – TARGETED FUND CYCLE IMPACT ALIGNMENT

1. Project Name:
2. Program Approach - Please select which one of the Targeted Fund cycle categories your project fits:
 - Emergent approach addresses an identified community need using a promising practice or adapted method that is in development or the early stage of implementation to advance service delivery.
 - Innovative approach addresses an identified community need using a new method, model, or practice that is designed to significantly transform service delivery.
3. Based on the Targeted Fund approach you selected (Impact Alignment question #2), describe components of the program that fit the appropriate approach. Feel free to include examples to support your description.
4. Describe your community and your agency's connection to the community served. Please denote specified counties served with in United Way's [16-county](#) footprint. Describe the program associated with this submission and how it addresses the need to increase food access in the community. As part of the description include:
 - a. examples of how your approach to this need was determined;
 - b. detail about the specified population this program aims to support;
 - c. what evidence did you use to design your approach;
 - d. detail about the history of the implementation of the proposed program; and
 - e. desired impacts of the proposed program approach.
5. Collaboration - If applicable, describe how your agency currently collaborates or align programs and services with existing [United Way - funded service providers](#) or initiatives (i.e. 211, Community Information Exchange (CIE), Volunteer Center). For any existing United Way - funded service providers or other significant collaborative partners please detail the nature of how your organization collaborates to deliver your mission.

SECTION 3 – FUNDING NARRATIVE

Proposed programs should have existing sources of funding where United Way’s investment is leveraged to ensure sustainability beyond the Targeted Fund’s one-year grant time frame.

1. Local operating budget amount

Please provide the program budget for the existing program associated with this funding request. If multiple existing programs are associated with this request, please provide the combined total dollar amount for these programs.

2. Funding Amount Requested (Minimum \$10,000; Maximum: \$40,000)
3. Please denote the existing major sources of funding for the program(s) for which you are requesting Targeted Fund cycle support. Include details that illustrate the program(s) associated with this United Way request:
 - i. confirmed funding source(s), funding amount(s), funding timeframe; and projected funding requests that are outstanding to support the requested effort, and
 - ii. anticipated notification of award.

SECTION 4 - PROGRAM

The chosen Impact Area and Outcome for this grant opportunity is:

BASIC NEEDS: By supporting people’s basic needs, we are helping now so they can be better positioned to become independent later.

Outcome: Clients have immediate basic needs met (food, clothing, shelter, etc.).

1. Provide the name and contact information for the lead staff responsible for managing the operation of the program(s) associated with this request.
2. For the program(s) associated with this request. (If not applicable, denote 0 [zero]):
 - a. Provide the number of direct clients who reside in the United Way service in 2025.
 - b. Please provide the number of indirect clients residing in the United Way service area in 2025.
 - c. Please provide the anticipated number of individuals to be served in 2026.
 - d. Please provide the target number of individuals projected to be served in 2027.

SECTION 5 – SUBMISSION ACKNOWLEDGEMENT

Do you agree to the following anti-terrorism certification in compliance with the USA Patriot Act?

Choices: No / Yes

“If funded, the agency agrees to the following anti-terrorism certification in compliance with the USA Patriot Act: In compliance with the USA Patriot Act and other counterterrorism laws and United Way World Wide's recommendation, the United Way of Greater St. Louis requires that the Organization Leader (Executive Director, CEO, etc.) of each member agency annually certify on behalf of the member agency that all United Way funds and donations will be used in compliance with all applicable anti- terrorist financing and asset control laws, statutes, and executive orders.”

Thank you for providing the requested information for funding consideration. Before submitting the application, ensure the organization leader (executive director, CEO, etc.) has reviewed the application and attests to the following statement:

- “I hereby certify that the information provided in this submission is accurate and complete.”

Organization Leader – Printed Name for Acknowledgement (application must be submitted by the organization’s leader)

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PROGRAM PARTICIPANT DEMOGRAPHICS

United Way requires program participants' demographic information to understand who is being served and the extent to which program participants reflect the population within United Way's [service area](#). The "Decline to Disclose" and "Unknown" options may be used when a program participant chooses not to disclose information for any reason.

Gender

Female	Male
Self-Defined (Can include Nonbinary, Genderfluid, Agender, Genderqueer, Two-Spirit, Bigender/Pangender, X, etc.)	Decline to Disclose
Unknown	

Age

0 to 2	3 to 5	6 to 9
10 to 14	15 to 19	20 to 34
35 to 54	55 to 64	65 to 74
75 to 84	85 +	Decline to Disclose
Unknown		

Race/Ethnicity

Asian	Bi-Racial/Multi-Racial	Black/African American
Hispanic/Latino/Latinx	Native American/Alaskan Native	Native Hawaiian/Other Pacific Islander
White/Caucasian	Decline to Disclose	Unknown

Household Income

\$0 - \$9,999	\$10,000 - \$14,999	\$15,000 - \$19,999
\$20,000 - \$29,999	\$30,000 - \$49,999	\$50,000 - \$59,999
\$60,000 - \$99,999	\$100,000 +	Decline to Disclose
Unknown	\$50,000 - \$100,000*	

*If the agency is unable to break out program participants into the \$50,000 - \$59,999 and \$60,000 - \$100,000 brackets, an optional box for incomes of \$50,000 - \$100,000 is provided. Please use this box only if you are unable to further divide program participants' income into the more detailed brackets.

Populations

Immigrants or refugees	Individuals with a disability
Members of the LGBTQIA+ community	Veterans

KEY TERMS

- **Direct Program Participants** - These participants generally receive tangible services in small groups or one-on-one. Intake records and other reliable methods of collecting information on these participants are maintained.
- **Impact Area** - United Way's Impact Areas were informed by top needs identified in the most recent Community Needs Assessment. Based on the results of that assessment, United Way categorized the top priority needs in one of five impact areas. In our Safety Net network, agencies within each impact area provide a wide variety of services to help United Way highlight how services are addressing and meeting community needs.
- **Indirect Program Participants** - These clients generally receive one-time or infrequent services from the agency, which may be provided in a group setting. Detailed records for each client are not maintained, although a basic participant count is available. Demographic information is typically difficult or impossible to collect. Thus, if you do not have demographic information, the client is likely an indirect client.
- **Audit** - a comprehensive review by an external auditor of an organization's records, reports, transactions, policies, and procedures. When a nonprofit audit is conducted by an independent auditor, its goal is to assess the organization's overall health and ensure compliance with federal, state, and general financial regulations.
- **Internal Controls Findings Letter** - a formal document issued by external auditors to a nonprofits management and governing board. Internal Control Finding document highlights weaknesses in internal controls identified during an audit—such as material weaknesses or significant deficiencies—that could lead to financial errors.
- **Auditor Management Letter** - auditing standards require external auditors to communicate in writing to nonprofit management about material weaknesses or significant deficiencies in internal controls discovered during an audit. This letter is intended for an organizations management and governing bodies, i.e., the board of directors, the audit committee, etc.
- **Program Outcome** - the measurable changes, results, or benefits that occur as a result of a program or service. Outcomes can be short-term or long-term, and generally measure changes in knowledge, attitudes, behaviors, skills, or other indicators. Outcomes should not be confused with program outputs.
- **Program Output**- Outputs demonstrate the quantity of work provided by a program by measuring the direct services produced. Outputs can include the number of people served, the number of events held, or the number of rides provided.
- **Program Budget** – As part of funding applications, it is requested to clarify both confirmed and projected funding to support any grant request for consideration of United Way investment.
 - a. **Confirmed Funding** – any major sources of funding that has already been awarded or received to support the efforts associated with this grant request. Include detail for the
 - a) the confirmed funding source b) amount of funding c) time period for the funding to begin and expected to end.
 - b. **Projected Funding** – any major sources of funding that have not been awarded or received, but if awarded will support the efforts associated with this grant request.

Include detail for a) the projected funding source, b) amount of funding requested from the projected funding source c) anticipated date for notification on the funding status for the projected request.

FREQUENTLY ASKED QUESTIONS (FAQS)

TECHNICAL QUESTIONS – for questions about completing the application in the online application portal, email grantsupport@unitedwaystl.org.

1. How do I access the application?
 - a. See Appendix C. Instructions for accessing the application can be found in SECTION 2: ACCESSING AND STARTING YOUR APPLICATION.
2. I accidentally submitted my application. What should I do?
 - a. Please reach out to grantsupport@unitedwaystl.org for assistance before the deadline.
3. I forgot my password. What should I do?
 - a. Step 1: Click the blue “Forgot your Password” link on the login screen. Complete the steps to set a new password.
 - b. Step 2: In the event the website returns you to the login screen without allowing you to change your password, send an email to grantsupport@unitedwaystl.org to request assistance.
4. What if I do not complete and submit the application by the deadline?
 - a. The application portal will stop accepting applications at the deadline referenced at the beginning of this document. All applications in “Draft” status will not be reviewed or funded. Organizations are encouraged to check the status of their application before the submission deadline. Complete applications will appear on the agency dashboard with the status “Submitted” and the submission date.
5. I am trying to upload an attachment, but the application says it exceeds the maximum size. What should I do?
 - a. Try saving your document as a reduced-size PDF.
 - b. Reach out to grantsupport@unitedwaystl.org for assistance.

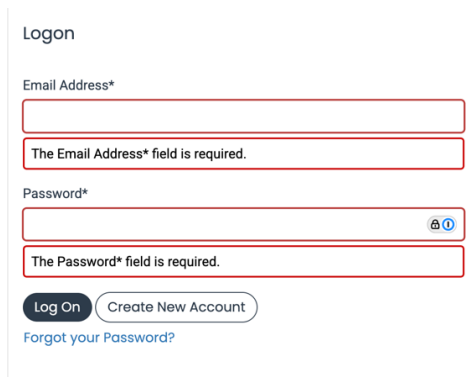
CONTENT QUESTIONS – for clarification on context for application questions email grantsupport@unitedwaystl.org).

INSTRUCTIONS FOR THE ONLINE APPLICATION PORTAL

Follow these steps to create an account, complete your application, and manage your information. 2024-2026 Safety Net Member Agencies **do not** need to create a new organization in the portal.

SECTION 1: CREATING A NEW ACCOUNT

1. Go to the Portal: Log onto the application portal using this link:
<https://www.grantinterface.com/Home/Logon?urlkey=stlunitedway>
2. Start Account: Click the Create New Account button.



The screenshot shows a 'Logon' form with two input fields. The first field is labeled 'Email Address*' and has a red border with the message 'The Email Address* field is required.' below it. The second field is labeled 'Password*' and has a red border with the message 'The Password* field is required.' below it. To the right of the password field is a small icon of an eye with a slash. At the bottom of the form are two buttons: 'Log On' and 'Create New Account'. Below the buttons is a link that says 'Forgot your Password?'.

3. Organization Information:
 - Complete the following required fields: Organization Name, EIN / Tax ID, Web Site, Telephone Number, Organization Email, Address, City, State, Postal Code, Fiscal Year End, and Mission Statement.
 - The 'Country' field is required only for international applicants.
 - The Executive Director Race field is optional. Some United Way of Greater St. Louis donors are interested in supporting agencies led by people of color, and this information helps us respond to those requests. Executive leadership names and personal information are kept confidential and are not shared outside of United Way staff.
4. User Information:
 - Click Next and complete the User Information section. This will become your personal profile and login information.
 - Your name, title, email, phone, and address are required.
 - If your address is the same as the organization's, click the Copy Address from Organization button to auto-fill the fields.

Copy Address from Organization

Prefix (Mr, Mrs, Ms, Mx, etc.)

First Name*

Middle Name

Last Name*

5. Executive Officer Question:

- Click Next. You will be asked if you are the Chief Executive Officer, President, or Executive Director. Select Yes or No.
- If you select 'Yes': The next page will ask for optional information (prefix, suffix, mobile number).
- If you select 'No': The next page will require you to complete the contact information for your Executive Director.

6. Create Password:

- Click Next, choose a secure password, and click Create Account.

7. Verify Email:

- You will receive an email verifying your username.
- Return to the portal and click either "I received the email" or "Continue without checking" to proceed to your dashboard.

SECTION 2: ACCESSING AND STARTING YOUR APPLICATION

1. Log In: Log in to the portal to access your Dashboard.

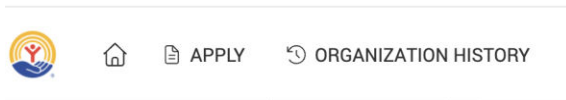


2. Start Application: Click the Apply button at the top of the screen and select the "2027 Targeted Funding Cycle" application.

SECTION 3: COMPLETING THE APPLICATION

1. Fill Out Form: Complete all questions. Questions marked with an asterisk are required.

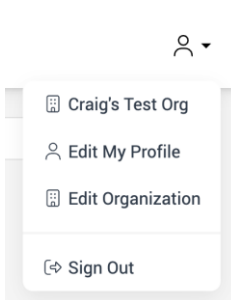
2. **Save, Submit, or Abandon:** You have three options at the bottom of the page:
 - **Save:** The system automatically saves your progress as you complete each question, but you can also click this button to save your work manually.
 - **Submit Application:** Click this when your application is 100% complete and ready for review.
 - **Abandon:** This will delete your draft and lock the application. Do not click this unless you are certain you want to delete your work.
3. **Return to Dashboard:** After submitting, you can return to the main page by clicking the home icon (a small house) at the top of the page.



SECTION 4: MANAGING YOUR ACCOUNT

You can update your personal or organization information at any time.

1. **Access Profile:** Click the profile icon (a person) in the top-right corner of the page.



2. **Edit Your Profile:**
 - Select **Edit My Profile** to update your name, title, email, or phone number.
 - To change your password, go to **Edit My Profile** and scroll to the bottom of the page. Click the **Change Password** link next to the 'Save' button.
3. **Edit Organization Profile:**
 - Select **Edit My Organization** to update your organization's website, main phone number, email, or address. The organization's name can only be changed by United Way staff.
 - Select **View Organization Profile** to see a summary of your organization's details.

EXAMPLE ILLINOIS CERTIFICATE OF GOOD STANDING

File Number

Redacted



To all to whom these Presents Shall Come, Greeting:

I, Jesse White, Secretary of State of the State of Illinois, do hereby certify that I am the keeper of the records of the Department of Business Services. I certify that

Redacted

.. A DOMESTIC CORPORATION, INCORPORATED UNDER THE LAWS OF THIS STATE ON SEPTEMBER 09, 2015, APPEARS TO HAVE COMPLIED WITH ALL THE PROVISIONS OF THE GENERAL NOT FOR PROFIT CORPORATION ACT OF THIS STATE, AND AS OF THIS DATE, IS IN GOOD STANDING AS A DOMESTIC CORPORATION IN THE STATE OF ILLINOIS.



In Testimony Whereof, I hereto set my hand and cause to be affixed the Great Seal of the State of Illinois, this 11TH day of JULY A.D. 2016 .

Authentication #: ***Redacted*** verifiable until 07/11/2017
Authenticate at: <http://www.cyberdriveillinois.com>

Jesse White

SECRETARY OF STATE

EXAMPLE MISSOURI CERTIFICATE OF GOOD STANDING

STATE OF MISSOURI



Jason Kander
Secretary of State

CORPORATION DIVISION
CERTIFICATE OF GOOD STANDING

I, JASON KANDER, Secretary of State of the State of Missouri, do hereby certify that the records in my office and in my care and custody reveal that

Redacted
Redacted

was created under the laws of this State on the 4th day of November, 2014, and is in good standing, having fully complied with all requirements of this office.

IN TESTIMONY WHEREOF, I hereunto set my hand and cause to be affixed the GREAT SEAL of the State of Missouri. Done at the City of Jefferson, this 10th day of March, 2015.


Secretary of State

Certification Number: CERT. ***Redacted***

