

Greater Twin Cities United Way Post Partner Convening Table Talk Questions and Feedback

At our partner convening on October 17, we provided space for currently funded partners to process the content presented, as well as pose questions related to the new strategy. What follows is a summary of those questions, along with GTCUW responses.

October 30, 2018

Topic Areas & Themes	Response
Alignment with new strategy: Who is no longer in alignment and what transition support may be available?	<ul style="list-style-type: none"> • Please see the partner convening deck for an outline of impact areas. The RFP will help organizations to make decisions on how their current programming may fit into the new strategic direction. We encourage our partners to consider partnership, along with other areas of current work aligned with our new strategy. • Transition funding is available for those currently-funded organizations whose work now falls out of scope related to the new strategy. The grant award process will remain competitive among those categories still in scope.
Communication: What has the process been for key stakeholders, foundations and donors, and how will agency executives and community reviewers be engaged?	<ul style="list-style-type: none"> • We wanted our nonprofit partners to know this information first. Many foundations in the metropolitan area were made aware of our new strategy immediately after the partner convening on October 17—particularly those that focus on independence, legal aid and healthcare. • The process for community reviewers will be shared via email and on our website the week of November 5. • We will reinstate an updated version of the Council of Agency Executives (CAE) in 2019.
Donors/fundraising: What is new strategy and goals(s), how will you inspire and attract new donors, and what is going to be done different to compensate for loss of revenue?	<ul style="list-style-type: none"> • We continue to work closely with our Advancement and Corporate Relations teams on the new strategy. A cross selection of donors was consulted and are excited about the new strategy. • Greater Twin Cities United Way introduced Salesforce Philanthropy Cloud, a new online giving platform, that connects employees, customers and partners with the causes they care most about. We expect this tool to increase overall giving. • Grantees should expect variability in grant amounts over the course of multi-year grants, based on unrestricted dollars raised. Grant amounts will be announced in April of each year.

<p>Evaluation and metrics: What are the outcome evaluation methods, reporting criteria and new scoring rubric goals?</p>	<ul style="list-style-type: none"> • The evaluation and metrics (outcomes) will be clarified during the RFP training on November 14, at that time there will be an opportunity to discuss the technical assistance that will be available to the partner organizations. • The goal of the scoring rubric is to ensure applications are evaluated consistently, in line with GTCUW values. The rubric is being published to prepare nonprofit organizations to put forth their strongest proposal.
<p>General operating grants: What are the funding amounts, dollars per goal area, and use restrictions?</p>	<ul style="list-style-type: none"> • The general operating grants will allow the organization to work on “how” the outcomes will be achieved across program areas and remove some of the barriers of success. Operating grant dollars may not be used to fund capital projects, direct lobbying or re-granting. • Exact grant amounts will depend on unrestricted dollars raised.
<p>History: How much does past performance impact funding decisions?</p>	<ul style="list-style-type: none"> • The RFP includes an opportunity for organizations to articulate previous impact.
<p>Miscellaneous: What are the definitions of community engagement and equity, and what organizations influenced the community impact strategy?</p>	<ul style="list-style-type: none"> • GTCUW adopted the PolicyLink definition of equity as an organization which is: <ul style="list-style-type: none"> ○ Just and fair inclusion into a society in which all can participate, prosper and reach their full potential. ○ Unlocking the promise of the nation by unleashing the promise in us all. • As GTCUW implements our new mission, we have an obligation to advance the strategies outlined in our Long Range Plan. As such, we will invest the resources entrusted to us to actively advance equity. Grant applicants will be required to demonstrate the extent to which the organization’s leadership reflects the community an organization seeks to serve, as well as detail opportunities for community to provide input on services rendered. • Community engagement is listening to and responding to needs that are expressed by the community at large. Working with partners to understand the communities they serve. Leveraging dollars to ensure community influences the programs. • In the summer of 2018, Greater Twin Cities United Way Staff interviewed leaders from 48 grantee partners (listed below), along with community thought leaders and dedicated donors. Additionally, previous, current and prospective grantees were surveyed in the refinement of our strategy. <ul style="list-style-type: none"> ○ Allina, Courage Kenny Rehabilitation Institute ○ Amherst H. Wilder Foundation, St. Paul Promise Neighborhood ○ Anoka County Community Action Program ○ Athletes Committed to Educating Students ○ Neighborhood HealthSource ○ Network for the Development of Children of African Descent ○ NorthPoint Health & Wellness Center, Inc. ○ Portico Healthnet

	<ul style="list-style-type: none"> ○ Avenues for Homeless Youth ○ Avivo ○ Better Futures Minnesota ○ Brooklyn Center Schools ○ Burnsville-Eagan-Savage Public Schools ○ Catholic Charities of St. Paul & Mpls. ○ Centro Tyrone Guzman ○ Children's Defense Fund Minnesota ○ CommonBond Communities ○ Cornerstone Advocacy Services ○ Emerge Community Development ○ HIRED ○ Hunger Solutions Minnesota ○ International Institute of Minnesota ○ Karen Organization of Minnesota ○ Keystone Community Services ○ Kwanzaa Community Church ○ Merrick Community Services ○ Mid Minnesota Legal Aid ○ Minnesota Indian Women's Resource Center ○ Prepare + Prosper ○ Project for Pride in Living, Inc. ○ Reve Academy ○ Science Museum of Minnesota ○ Simpson Housing Services, Inc. ○ Solid Ground ○ Somali Success ○ Southern Minnesota Regional Legal Services, Inc. ○ St. Paul Public Schools ○ The Advocates for Human Rights ○ The Arc Minnesota ○ The Bridge for Youth ○ The Family Partnership ○ The Food Group ○ Vail Place ○ Volunteer Lawyers Network, Ltd. ○ White Bear Lake Area Schools ○ YMCA of the Greater Twin Cities ○ YouthCARE ○ YWCA of St. Paul
<p>Outcomes/indicators: What is the timeline for outcomes/indicators and what are the criteria and changes to goal areas?</p>	<ul style="list-style-type: none"> • Outcomes and indicators have been developed to capture a baseline for measuring impact in year 1 and demonstrating progress in years 2 and 3. • In the upcoming RFP training, specific changes in all goal areas will be discussed. There will also be time set aside to ask questions of program officers during the community office hours offered November 27-December 10.
<p>Partnerships: Will there be any preferential treatment based on partnerships and what will future partnership management be like?</p>	<ul style="list-style-type: none"> • No. Applications will be evaluated based on the published rubric. We invite applicants to consider partnership where there is synergy with another organization's expertise to support the ability to demonstrate impact toward GTCUW stated outcomes and indicators. This is not a requirement; preference will not be given to partnerships over single organization applications. • If more questions arise regarding partnerships, they can be addressed during the community office hours November 27 – December 10.

<p>Single RFP: What are the funding amounts, long-term commitments, goal area criteria and key dates?</p>	<ul style="list-style-type: none"> • Organizational grants will be for a minimum amount of \$50,000 per year for an anticipated three-year period, with anticipated average grant amounts of \$75,000 per outcome area. Under this competitive RFP, grant funding will be based on an applicant’s proposal score. • Only currently-funded organizations were invited to the partner convening of October 17. The RFP and outcomes were not shared at the at that time to ensure all organizations (funded or non-funded) were able to see the RFP at the same time, which will be on November 13 when it is publicly released. • Another opportunity to learn more about funding amounts, goal area criteria and the timeline will be during the RFP training that will take place on Wednesday, November 14. There will be two sessions, 9-11am and 1-3pm, at Sunrise Bank Headquarters in St Paul MN. The entire RFP, outcomes, renewal process and funding questions will be reviewed. • During the community office hours that will be conducted November 27-December 10, we will be able to answer questions regarding other opportunities available to partner with United Way.
<p>Systems Change: How will you intersect with other collective impact and collaborative tables, and will you work to affect larger systems?</p>	<ul style="list-style-type: none"> • We have a long history of supporting collective impact, providing support to various collaborations and advocacy coalitions outside of our multi-year grantmaking. • As part of our new community impact strategy, we will play a more visible role as partners in the work to create the broader policy context for our partners’ success and deeper impact.
<p>Theory of Change/technical assistance: Will GTCUW provide technical assistance to grantees to further develop this area?</p>	<ul style="list-style-type: none"> • There will be technical assistance offered and definitions provided to allow for greater clarity on the Theory of Change that will be discuss at the RFP training in November.