GRANITE UNITED WAY
REQUEST FOR PROPOSALS
2022

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Introduction and Overview

Granite United Way is pleased to announce the availability of two-year funding for fiscal years 2022 and 2023. Granite United Way provides grants to improve lives and strengthen the communities it serves, with a specific focus on improving opportunities to **Learn, Earn, and Be Healthy**. Granite United Way welcomes and encourages our agency partners to share how they have been able to and will continue to innovate in order to provide services to the communities they serve.

Granite United Way's application process involves two steps:

- **The Request for Qualification (RFQ) process** requires interested agencies to provide information about the agency's financial position and governance practices. Qualified partners are included in Granite United Way annual campaign materials, listed in the State Employees Charitable Campaign information, and invited to participate in Granite United Way's volunteer opportunities. **Qualification is also a requirement for all organizations seeking funding from Granite United Way. For information about these requirements and the use of fiscal sponsors, please see page 7. This process opens on June 1, 2022 and closes on June 28, 2022 at 4pm.**
- **The Request for Proposal (RFP) process** allows partners to request two years of funding in two different application opportunities.
  - **The General Application** is designed to provide operational support to organizations aligning with Granite United Way's Learn, Earn, and Be Healthy framework. **Please see page 8 for additional information about these focus areas. This process opens on June 1, 2022 and closes on June 28, 2022 at 4pm.** This process requires applicants seeking funding to respond to narrative questions and provide an organization budget. For information about these questions and requirements, please see page 9.
  - **The Equity Application** is designed to engage new partners to Granite United Way, with a focus on addressing equity gaps in our communities. Eligible applicants must meet the following five criteria:
    - Applicant has not received a Granite United Way Community Impact Grant in the last 5 years.
    - Applicant has an annual revenue of less than $500,000.
    - Applicant's work addresses a documented equity gap in the community. "Equity gaps" refer to disparities in outcomes or success metrics across demographic groups, including but not limited to gender, race, ethnicity, age, and sexual orientation.
    - Applicant is seeking $10,000 or less annually.
    - Applicant is seeking funding in only one region of Granite United Way.

    This process opens on June 1, 2022 and closes on June 28, 2022 at 4pm. This process requires applicants seeking funding to respond to narrative questions and provide a budget. For information about these questions and requirements, please see page 10.

Grantmaking Conditions and Selection Process

Granite United Way recognizes that resources are limited and seeks to demonstrate that its funding decisions have a measurable and maximum impact on its communities through measurable change. Granite United Way's funding helps local non-profits create lasting solutions to critical health and human services issues in their communities, and this funding often supports collaborative efforts to avoid duplication of resources.

Granite United Way's recently updated strategic plan reaffirms the organization's commitment to harnessing the power of local communities to identify and address local concerns. To this end, volunteers in each of the seven regions seeking proposals have identified focus areas for applications to improve their communities' concerns. For a list of the towns that make up each region of Granite United Way, please see page 5.

Selection

All applications are reviewed by local volunteers in a structure defined by local volunteer leadership. The merits of each proposal will be evaluated individually. Because the reviews are done locally, it is possible that a program seeking funding in more than one geographic area will receive funding in some, but not all of the geographic areas. Please be concise when writing your application, as it is being read by volunteers.

Grant funding decisions are based the following:

- Granite United Way priorities for each region and results for the 2021 Campaign
- Organizational strengths and impact on residents in our service area
- Potential impact of GUW funding on outcomes and fund leveraging

The reviewing volunteers will make funding recommendations to the local Community Impact Committee (CIC) volunteers; local CICs will, in turn, make recommendations to the Granite United Way volunteer Board of Directors, who will make the final decision on programs to be funded and in what amounts. All funding decisions are subject to the availability of funds.

Granite United Way reserves the right to accept or reject any proposal, and to waive any minor irregularities in the proposals.

Applicants will be notified as to whether, and to what extent, their proposals were approved in early October.

Appropriate Use of Funds

Funds may be used to support organizational operations. Awards will be paid in six installments, with anticipated payments scheduled for October 2022, January 2023, May 2023, October 2023, January 2024, and May 2024. Continued funding is contingent upon compliance with all Granite United Way guidelines, including long-term requirements.

Long Term Requirements

Funded programs must:

- Keep records of their activities and expenditures related to Granite United Way funded and services.
- Organizations are expected to implement the services outlined in their application. Those who experience challenges should proactively contact their regions' community impact staff, as this could affect an organization's funding. If appropriate, the agency may be asked to revise plans.
- Carry out the work as submitted in the proposal to the fullest and most effective extent feasible.
- Participate in bi-annual reporting as outlined in a reporting schedule provided at the time of the award

Any regional questions should be submitted to the following staff:

> **Central Region:** Scoop Welch at scoop.welch@graniteuw.org
> **Greater Seacoast Region:** Lauren Wool at lauren.wool@graniteuw.org
> **Merrimack County Region:** Cary Gladstone at cary.gladstone@graniteuw.org
> **North Country Region:** Nanci Carney at nanci.carney@graniteuw.org
> **Northern NH Region:** Laura Boucher at laura.boucher@graniteuw.org
> **Southern Region:** Susan Howland at susan.howland@graniteuw.org
> **Upper Valley Region**: Elizabeth Craib at elizabeth.craib@graniteuw.org

Any questions related to the Equity Application should be directed to Nichole Reimer at nichole.reimer@graniteuw.org.

Any questions about the online application system should be directed to RFP@graniteuw.org.

Granite United Way Regions by Town

Region	Towns
Central Region	Alexandria, Alton, Alton Bay, Ashland, Barnstead, Belmont, Bridgewater, Bristol, Brookfield, Campton, Center Harbor, Center Ossipee, Center Sandwich, East Hebron, Eaton, Effingham, Freedom, Gilford, Gilmanton, Gilmanton Iron Works, Hebron, Holderness, Laconia, Lochmere, Melvin Village, Meredith, Mirror Lake, Moultonboro, New Hampton, Ossipee, Plymouth, Rumney, Sanbornton, Sanbornville, Sandwich, Stinson Lake, Tamworth, Tilton, Tuftonboro, Wakefield, Waterville Valley, Wentworth, West Ossipee, Winnisquam, Wolfeboro, Wolfeboro Falls, and Wonalancet
Greater Seacoast Region	Strafford County: Barrington, Durham, Farmington, Lee, Madbury, Middleton, Milton, New Durham, Rollinsford, Strafford. Dover, Rochester, and Somersworth Rockingham County: Brentwood, Deerfield, East Kingston, Epping, Exeter, Fremont, Greenland, Hampton, Hampton Falls, Kensington, Kingston, New Castle, Newfields, Newington, Newmarket, Newton, North Hampton, Northwood, Nottingham, Portsmouth, Raymond, Rye, Seabrook, South Hampton, Stratham, and Wakefield
Merrimack County Region	Allenstown, Andover, Boscawen, Bow, Bradford, Canterbury, Chichester, Concord, Contoocook, Penacook, Danbury, Dunbarton, Epsom, Franklin, Henniker, Hill, Hooksett, South Hooksett, Hopkinton, Loudon, New London, Newbury, Northfield, Pembroke, Suncook, Pittsfield, Salisbury, Sutton, Warner, Webster and Wilmot
North Country Region	Bath, Benton, Bethlehem, Dalton, Easton, Franconia, Haverhill, Landaff, Lincoln, Lisbon, Littleton, Lyman, Monroe, North Haverhill, North Woodstock, Piermont, Pike, Sugar Hill, Twin Mountain, Warren, Whitefield, Woodstock, and Woodville
Northern NH Region	Albany, Bartlett, Berlin, Bretton Woods, Brookfield, Carroll, Center Conway, Chatham, Clarksville, Colebrook, Columbia, Conway, Dalton, Dixville, Dummer, Errol, Glen, Gorham, Groveton, Intervale, Jackson, Jefferson, Kearsarge, Lancaster, Madison, Milan, Mount Washington, Northumberland, North Conway, North Stratford, Pittsburg, Randolph, Shelburne, Stark, Stratford, Twin Mountain, West Stewartstown, Wentworth and Whitefield
Southern Region	Atkinson, Auburn, Bedford, Candia, Chester, Danville, Derry, Goffstown, Hampstead, Hooksett, Londonderry, Manchester, New Boston, Pelham, Plaistow, Salem, Sandown and Windham
Upper Valley Region	NH: Canaan, Dorchester, Eastman, Enfield, Enfield Center, Etna, Grafton, Grantham, Hanover, Hanover Center, Lebanon, Lyme, Lyme Center, Meriden, Orange, Orford, Orfordville, Plainfield, West Lebanon VT: Andover/Weston, Ascutney, Barnard/Pomfret/Sharon, Bethel, Brownsville/W. Windsor, Cavendish, Chester, Fairlee/W. Fairlee, Hartford, Hartland, Ludlow, Norwich, Quechee, Reading, Royalton/S. Royalton/Strafford, Springfield/N. Springfield, Thetford, Weathersfield/Baltimore, White River Junction, Wilder, Windsor, Woodstock/Bridgewater

Request for Qualification Requirements

All applicants seeking qualification through Granite United Way must provide the following information and documentation:

- Number of individuals served in 2021
- Applicant's Mission Statement
- *Most Recent Organization Financial Documents
    - **For organizations who are required to have an audit by federal or state governments or by an umbrella organization:** Please submit the most recent organization financial audit.
    - **For organizations who are required to have a financial review by federal or state governments or by an umbrella organization:** Please submit the most recent organization financial review.
    - **For organizations who are not required to have an audit or financial review:** Please submit the most recent compilation.
- *Management Letter Associated with Submitted Audit
- *IRS 990 or 990 EZ Form
- *501(c)(3) IRS Letter of Determination
- *Certificate of Good Standing for the State of New Hampshire or Vermont (no more than 18 months old)

*For applicants utilizing a fiscal sponsor, please provide the sponsor's documents.

Please direct any questions about Qualification Requirements to rfp@graniteuw.org.

<h1 style="text-align:center">Granite United Way: General Application Focus Areas</h1>

Granite United Way's Community Impact Grants will provide two years of funding for selected organizations to create opportunities to Learn, Earn, and Be Healthy. These funds may be used to support organization operations, providing flexible funding to address the dynamic needs of the sector in the wake of the COVID-19 Pandemic. Please note that this flexibility does not extend to the use of grant dollars for capital expenditures.

During this grant cycle (fiscal years 2022 and 2023), Granite United Way is seeking partners from across the footprint to address the following broad goals:

Learn:

- Kids start kindergarten ready for school
- Students stay on-track throughout school
- Students leave school career ready

Earn:

- Help individuals meet basic needs
- Help them to gain and maintain a stable job
- Provide opportunities to build assets and financial knowledge

Be Healthy:

- Creating community environments that support healthy behaviors
- Provide mental health care when it is needed
- Support substance misuse prevention, treatment, and recovery

Each of Granite United Way's seven regions is led by local volunteers, and these volunteers set local priorities based on data from regional assessments and planning documents. Applicants are encouraged to align their proposals to public plans and assessments. The following regions have specifically identified published documents and issues of concern in their prioritization process:

- Greater Seacoast Region: Preschool Development Regional Needs Assessment (http://www.graniteuw.org/assets/pdf/compaign-toolkit/GUW_Greater_Seacoast_PDG_Needs_Assessment.pdf) and Concerns related to Housing Stability
- Merrimack County Region: Capital Area Public Health Network - http://www.capitalareaphn.org/initiatives/chip
- Upper Valley Region: Public Health Council of the Upper Valley - https://uvpublichealth.org/upper-valley-sees-health-concerns-in-broad-terms/

Select all regions where you are seeking funding. For a list of towns that make up each region, please see page 6.

Select 1-3 area(s) of primary focus of your work:

Learn	Earn	Be Healthy
☐ Kids start kindergarten ready for school ☐ Students stay on-track throughout school ☐ Students leave school career ready	☐ Help individuals meet basic needs ☐ Help them to gain and maintain a stable job ☐ Provide opportunities to build assets and financial knowledge	☐ Creating community environments that support healthy behaviors ☐ Provide mental health care when it is needed ☐ Support substance misuse prevention, treatment, and recovery

Program Summary

- Please provide a 2-3 sentence summary of your funding request. Please include a description of your requested ask and what it will fund as well as target population, including age, gender, and geographic location(s) (75 words or fewer).

Statement of Community Need, to be Completed for Each Region Where Funding is Sought

- Describe the community need addressed by your organization, including the population and the geographical area(s) served, and identification of any gaps in existing services or programs which would be met through funding this proposal. Please reference the focus areas selected in your above response (500 words or fewer).

Program Approach & Implementation

- How does your organization address the need(s) outlined above? Please include any research-informed practices utilized in your work. If applying to more than one region, please describe any local nuances as applicable (300 words or fewer).
- Describe your plan for implementation of your work. Please reference locally created assessments and plans. Prioritized region-specific assessments and plans are listed for some regions on page 8 of the application packet. Be sure to include information about ways that collaboration with other partners is utilized for your work. If applying to more than one region, please describe any local nuances as applicable (600 words or fewer).

Reporting and Evaluation Process

- How will data on the success of your program be collected, monitored, and used to improve programming? Be sure to name any standardized tools that you use for measurement (500 words or fewer).

Program Budget

- Please submit the budget for the organization (PDF preferred).

Equity Application: Request for Proposal Questions

Please reference page 3 for a full description of this funding opportunity.

Please select the region where you are seeking funding. Please reference page 6 for a list of towns in each region.

Proposal Summary
- Please provide a 2-3 sentence summary of your funding request. Please include a description of your requested ask and what it will fund as well as target population, including age, gender and geographic location.

Statement of Community Need
- Describe the population need addressed by your organization including the population and the geographical area(s) served, and identification of equity gap(s) which would be addressed through funding this proposal.

Organizational Approach and Implementation
- How does your organization address the need(s) outlined above? How are those experiencing equity gaps engaged in creating solutions?
- Describe your plan for implementation of your work. Please include any information about ways that collaboration with other partners is utilized for your work.

Reporting and Evaluation Process
- How will data on the success of your work be collected, monitored, and used to improve programming?

Program Budget
- Please submit the budget for the project.