

QUICK REFERENCE GUIDE:

UWGG'S REQUEST FOR LETTERS OF INTEREST FOR FSC2

ELIGIBILITY FOR LEAD AGENCY

- have experience serving low-income individuals and families
- tax-exempt organization in one of these categories:
 - Not-for-profit organization with 501(c)(3) status
 - Government agency
 - School or academic institution
 - Formal collaborative or consortium
- possess a Certified Financial Audit dated within twelve months of the full proposal submission
- If a 501(c)3, possess a current NC Solicitation License
- have been in existence for at least two years
- not require religious activities as a condition of service and provide services to all clients regardless of faith or denomination
- have a demographically diverse leadership team and board
- have an existing facility to use for a Center in one of the 4 highest-poverty Greensboro ZIP codes (could be provided by a core partner)
- have significant expertise in case management or coaching (could be provided by a core partner)
- have commitment and capacity to measure UWGG-specified outputs and outcomes

NON-NEGOTIABLE REQUIREMENTS OF FSC PROGRAMMING

- Adhering to the core FSC model:
 - Sharing the goal of empowering low-income families to move out of poverty and into a state of sustainable economic sufficiency
 - applying a two-generation (whole-family) approach,
 - placing co-located services in a "one-stop shop",
 - maintaining a place-based community focus,
 - using the Integrated Service Delivery (ISD) method, such that access to benefits (work/income/health supports), employment, education, and financial services are bundled and sequenced for each member's needs, for every member of the household willing to participate
 - deploying long-term case management over multiple years
- located in one of Greensboro's low-income ZIP codes (27401, 27403, 27405, 27406) and prioritizing service to residents of that ZIP code
- staffed with its own full-time, dedicated Center Director to manage operations, staffing, and programming
- served 150 households by the end of Year One

NEGOTIABLE PROGRAM ELEMENTS

(DEPENDING ON LEAD AGENCY EXPERTISE, LOCATION, AND TARGET COMMUNITY)

- Each FSC may vary in terms of the range of services offered, days and hours of operation, and specific eligibility criteria, as they will be tailored to the needs of the local community and target population.
- While certain service areas are required to be offered, every member doesn't have to have every service.
- There must be other services that remove practical barriers to participation for the target population (especially transportation and child care barriers), but how those services are provided may vary.
- All services do not necessarily have to be provided on-site, but the core services should.

REQUIREMENTS OF THE PARTNERSHIP WITH UWGG

The Lead Agency commits to a significant level of collaboration with UWGG and other partners, aiming for a "collective impact" approach, which includes sharing data, coordinating and adapting processes for better service integration, and sharing the credit for both successful and unsuccessful efforts.

- Data and Reporting:
 - Each FSC must use the same Outcome Measurement Assessment, which is based on the Self-Sufficiency Matrix and supplied by UWGG
 - All FSCs to use the same case management software, to be supplied by UWGG
 - UWGG must have access to pull agreed reports from the software (protecting client confidentiality)
 - Each FSC must assign a staff member to manage data and reporting, who can respond to requests from UWGG as well as maintain the agreed, routine reporting schedule
 - see attached summary of data required
- Branding: The FSC logo is trademarked by UWGG and must be used on all client-facing and external publicity. UWGG and Lead Agency agree to notify each other of any and all media involvement or inquiry.
- UWGG must approve all FSC partners
- Access:
 - Lead Agency must post all FSC jobs publicly and actively attempt to hire staff who demographically reflect and can empathize with the community served
 - UWGG liaison must be included in interviewing finalists for FSC Director role, though Lead Agency has the final hiring decision

TIMELINE

Grant-seeker information meetings at United Way of Greater Greensboro 1500 Yanceyville St. Greensboro, NC 27405	Tues, Mar. 27, 2018, 2:00 pm Thurs, Mar. 29, 2018, 9:00 am Mon, Apr. 9, 2018, 3:30 pm <i>(Applicants must attend 1 of the meetings. RSVP to sarah.glover@unitedwayqso.org)</i>
LOIs due	April 16, 2018
Invitation to apply notification by	April 27, 2018
Application due by	June 8, 2018
Notification of short list selection	June 22, 2018
Site visits for shortlisted applicants	(first half of July – dates will be given in the application instructions for applicants to hold free in case they are short-listed)
Lead Agency selected and all applicants notified	Mid-July
MOA signed/Planning period begins <ul style="list-style-type: none"> Recruiting/selecting staff MOAs/Contracting with partners Facility planning Marketing and recruitment begins Reporting systems planned 	by Aug 1, 2018
Funding begins <ul style="list-style-type: none"> Staff and partner orientation and training Technology or other purchases Reporting systems and processes implemented Facility preparations Supplies and materials purchases Sub-contracting 	Sept 1, 2018
Family Success Center 2 opens to clients	Oct 1, 2018
Monitoring and progress reports	Quarterly

AWARD AMOUNT

Lead agency must commit to operating the FSC for a minimum of three years, and UWGG commits to funding budgeted and approved expenses for the FSC up to \$500,000 annually, contingent on available resources and our assessment of FSC performance.

BEST PRACTICES USED IN AN FSC:

- Two-Generation (2Gen) Approach¹
- Integrated Service Delivery²
- Coaching³
- Outcomes measurement based on the Self-Sufficiency Matrix⁴

¹ Grantmakers for Children, Youth & Families, “[Two Generation Approaches to Poverty Reduction and the EITC](#),” *Insight* (Fall 2015); Cook, “[The Two-Generation Approach to Fighting Child Poverty](#),” *The Atlantic* (Jan. 27, 2015); Simonton, “[Two-Generation Approach Serves Both Kids and Parents](#),” *Youth Today* (June 30, 2014)

² Roder, “[First Steps on the Road to Financial Well-Being: Final Report from the Evaluation of LISC’s Financial Opportunity Centers](#),” Economic Mobility Corporation (2016); Rankin, “[Building Sustainable Communities: Integrated Services and Improved Financial Outcomes for Low-Income Households](#),” LISC (Apr. 2015); Liston & Donnan, “[Center for Working Families at Community Colleges: Clearing the Financial Barriers to Student Success](#),” MDC (2012); United Way Worldwide, “[Financial Stability Through Integrated Service Delivery: Highlights from the United Way System](#)” (2011); Annie E. Casey Foundation, “[An Integrated Approach to Fostering Family Economic Success: How 3 Model Sites are Implementing the Center for Working Families Approach](#)” (2010).

³ Economic Mobility Pathways, [Mobility Mentoring](#) (Dec. 2017).

⁴ For more information see:

<http://www.selfsufficiencystandard.org/sites/default/files/selfsuff/docs/SelfSufficiencyMatrix2010.pdf>