



# **ORGANIZATIONAL CAPACITY BUILDING REQUEST FOR PROPOSALS**

**July 1, 2019 – June 30, 2020  
GRANT TERM**

We invite you to submit proposals for the following grant opportunities:

<b>Grant Title</b>	<b>Grant Amounts</b>
Capacity Building Support for Agencies Serving Vulnerable Populations in the Mission	up to \$ 30,000
Capacity Building Support for Agencies Serving Vulnerable Populations in South of Market (SoMa)	\$ 20,195

Go to the next page to learn more about what we would like to fund.

**DATE ISSUED: Monday, April 8, 2019**  
**PROPOSAL DUE DATE: Monday, May 6, 2019 at 5:00 p.m.**

# ELIGIBLE GRANTS

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We have listed eligible grants below. Under each grant, we describe in more detail what we would like to fund. Applicants must submit a separate proposal for each grant. Under each grant title, we list the Maximum Grant Amount. Budget this amount over a 12-month period, from July 1, 2019 through June 30, 2020.

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**Capacity Building Support for Agencies Serving Vulnerable Populations in the Mission**  
*(Multiple grants available, up to \$30,000 each)*

## **Community Needs Statement**

Capacity building is an investment in the effectiveness and future sustainability of a nonprofit organization. Many nonprofits serving vulnerable populations in the Mission neighborhood do not have the resources to maximize their impact on the residents they serve. MOHCD recognizes the gaps in funding and resources that exist for many nonprofits, including its own grantees. We also recognize how practices within our sector perpetuate a cycle in which funders continually under resource the nonprofits they support. These funds are one strategy to provide less restricted support to nonprofits so they can build systems and the increased capacity to execute their missions into the future.

## **Grant Goal**

1. Address (or resolve) one or more organizational capacity challenges that will enhance your organization's impact on the vulnerable residents it serves.

## **Desired Grant Services**

This grant will support a capacity-building project at a community-based organization serving vulnerable residents of the Mission neighborhood. Vulnerable residents are community members who have experienced historical and institutional inequity.

Distinct capacity building projects, such as improving fundraising and communication strategies, offering training and skill-building for staff and leadership, developing a leadership succession plan, or building financial adaptability, all build the capacity of nonprofits to effectively execute their mission in the future. All are eligible projects under this grant opportunity. However, we encourage you to identify the areas of your operations where these funds would be most impactful.

Common capacity building interventions include connecting organizations and their staff to information, peer learning or convening (e.g. cohorts), education and training (e.g. workshops or webinars), and consulting or coaching. MOHCD will also fund organizational assessments to identify capacity challenges and/or areas for improvement, and to plan appropriate interventions.

## **Applicant Qualifications**

1. Seventy-five percent (75%) or more of an applicant's *current* clients must be low-income residents of the Mission neighborhood.

**Capacity Building Support for Agencies Serving Vulnerable Populations in South of Market (SoMa)**  
(One \$20,195 grant available)

**Community Needs Statement**

Capacity building is an investment in the effectiveness and future sustainability of a nonprofit organization. Many nonprofits serving vulnerable populations in the SoMa neighborhood do not have the resources to maximize their impact on the residents they serve. MOHCD recognizes the gaps in funding and resources that exist for many nonprofits, including its own grantees. We also recognize how practices within our sector perpetuate a cycle in which funders continually under resource the nonprofits they support. These funds are one strategy to provide less restricted support to nonprofits so they can build systems and the increased capacity to execute their missions into the future.

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**Applicant Qualifications**

1. Seventy-five percent (75%) or more of an applicant's *current* clients must be low-income residents of the SoMa neighborhood.
2. Collaborative applicants are encouraged to apply for this funding opportunity.

## ARE YOU ELIGIBLE TO SUBMIT A GRANT PROPOSAL?

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**You are eligible to submit a grant proposal if you meet all the following criteria:**

1. You are a nonprofit corporation registered with the Internal Revenue Service, or a fiscal agent who is a nonprofit corporation.
2. You are in good standing with the State of California's Registry of Charitable Trusts.
3. You have a project or service site located within the City and County of San Francisco.
4. Your project or service helps low and moderate-income individuals and their families.
5. Your clients live within the City and County of San Francisco.
6. You will follow applicable federal, state and local laws and regulations if funded.

## WHAT TO EXPECT IF AWARDED A GRANT

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**The use of these funds is subject to many requirements, including but not limited to:**

1. You must be a City-approved supplier. If you are not a City-approved supplier, begin the [certification process](#) as soon as possible. Subcontractors are not required to be City-approved suppliers. Only the lead agency or fiscal agent must be City-approved.
2. Financing is on a monthly cost-reimbursement basis. You must use our online grants management system for monthly reporting and invoicing.
3. You must sign and meet the provisions of a grant agreement. The grant agreement includes an annual scope of work and budget. We cannot reimburse for expenses incurred before the start of the grant agreement.
4. Projects and services must be accessible to persons with disabilities. You can provide access often without having to alter the existing facility.
5. You must follow applicable federal, state and local laws and regulations for:
  - Fair housing
  - Equal employment opportunity
  - Equal benefits for domestic partners
  - Conflicts of interest
  - Purchasing goods and services
6. You cannot use these funds for religious purposes or political and lobbying activity.

# HOW TO SUBMIT A GRANT PROPOSAL

## 1 ATTEND ONE OF OUR PRE-SUBMISSION WORKSHOPS

**Friday, April 12, 2019**

**9:00 a.m. – 10:00 a.m.**

1 South Van Ness Avenue, 5<sup>th</sup> Floor

We will lead workshops to help you determine if your project is eligible. We will also help you understand how to submit a complete proposal. We encourage you to attend a workshop before submitting a proposal. The meeting room is wheel chair accessible. For translation or interpretation services, call (415) 701-5598 at least 72 hours beforehand. For speech or hearing impaired callers, please call TYY/TDD (415) 701-5503. For information on MUNI routes, call (415) 673-6864, or 511.

## 2 PUT TOGETHER YOUR PROPOSAL PACKET

### Proposal Packet Checklist

(One original signed in blue ink and one USB drive copy)

- Proposal Cover Sheet (p.7, posted in Word)
- Board of Directors (p.8, posted in Word)
- Proposal Narrative (see p.9 for instructions)
- Project Budget Worksheet (p.10, posted in Excel)

**These documents are also required if we do not currently fund you:**

- Your Articles of Incorporation, including all amendments
- Your Organization By-Laws, including all amendments
- Evidence of your Federal Tax Exempt 501(c)(3) status

## 3 SUBMIT YOUR PROPOSAL PACKET

Submit your completed proposal packet to:

Attention: Director of Community Development  
Mayor's Office of Housing and Community Development (MOHCD)  
1 South Van Ness Avenue, 5th Floor  
San Francisco, CA 94103

**WE RECOMMEND HAND DELIVERY**

**PROPOSAL DUE DATE:**

by hard-copy original and USB drive copy

**May 6, 2019**

at 5:00 p.m.

## REVIEW PROCESS AND SCHEDULE

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First, we will review all proposals to determine if they are complete and eligible. We will remove any incomplete or ineligible proposals from further consideration. Next, we will read and score all complete and eligible proposals. We will consider prior performance in our review. Prior performance includes your compliance with any previous grant or financing agreement. We will recommend proposals with the highest scores for grant awards. Last, we will notify you of our award decision. If you do not receive a grant, you may appeal our decision. If you receive a grant, we will contact you to begin the grant negotiation process.

Our proposed schedule for review and decisions is:

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<b>Monday, May 6, 2019</b>	<b>Proposals due to us by 5:00 p.m.</b>
<b>Friday, May 24, 2019</b>	<b>Award decisions sent to you</b>
<b>Friday, May 31, 2019</b>	<b>Five day appeals period ends</b>
<b>Monday, July 1, 2019</b>	<b>Earliest date grant term can begin</b>

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We reserve the right to adjust this schedule at our discretion.

## PROPOSAL INSTRUCTIONS

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1. Be as succinct as possible. The narrative section must be no longer than six pages (i.e. 3 double-sided sheets of paper). Reviewers will not consider text beyond the sixth page in their funding recommendations.
2. We will not accept any handwritten narratives. You must type or use a computer to write your narrative. Font size must be at least 12 point.
3. Pages should be standard 8-1/2" by 11" with 1" margins. To save paper, we recommend the narrative section be double-sided and single-spaced.
4. Original signatures must be in blue ink.
5. Use the Proposal Packet Checklist to ensure your proposal is complete.
6. Do not bind proposals, or submit extra materials not requested.
7. We will not consider any incomplete, faxed, or late proposals. We recommend hand delivery of proposals. We will not accept any proposals after 5:00 p.m. on Monday, May 6, 2019.

# PROPOSAL COVER SHEET

(If legible, you may hand write this part of the proposal)

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Agency Name:

Street Address:

City:

State:

Zip Code:

Main Phone:

Fax:

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Project Name:

Project Description (one-liner):

Project Street Address (if different):

City:

State:

Zip Code:

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Executive Director:

Phone:

Email:

Primary Contact Person (if different):

Phone:

Email:

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Grant Applying for:

Total Proposal Request (may not exceed Maximum Grant Amount): \$

Total FY 2019 Agency Budget: \$

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I certify that the information provided in this application is true.

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Signature

Date

# BOARD OF DIRECTORS

(If legible, you may hand write this part of the proposal)

You should have a Board of Directors with at least 7 members. We encourage representation from low-income residents and neighborhoods.

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Name	Years on Board	Home Neighborhood	Job or Relevant Experience



# PROPOSAL NARRATIVE

(Must not exceed 6 pages)

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## 1. Background and Need (worth up to 30 points)

- Describe the need for your project.
- Have you pursued or used other resources over the last 24 months to address this need? If so, what were the results?

## 2. Project Design (worth up to 30 points)

- Describe your project, including activities and your goals and vision.
- Describe how your project will enhance your impact on the vulnerable residents you serve.
- How will your organization sustain the impact of a successful project?
- When will your project start? When will it finish?

## 3. Organizational Capacity and Budget (worth up to 30 points)

- Complete a Project Budget Worksheet, including budget items for both your grant proposal and your project.
- Describe the budget for your project, especially any unique or substantial budget items reviewers should understand.
- Describe the individuals who will administer or engage with your project, including organization staff, community partners and consultants. Provide their names, organizational affiliation, job titles and experience.
- How will the proposed activities accommodate their respective schedules and responsibilities?
- Is your proposal a supplement or an addition to an existing project? If so, describe how your proposal will expand or enhance your existing work.

## 4. Evaluation (worth up to 10 points)

- What outcomes would you use to measure your project's success?

**TOTAL SCORE ASSIGNED BY REVIEWERS: \_\_\_\_ out of 100**

## PROJECT BUDGET WORKSHEET

<b>AGENCY NAME:</b>	
<b>PROJECT NAME:</b>	

Please fill in the yellow highlighted fields that apply to your Proposal and Full Project Budget. Include your project's two largest secured revenue sources in the columns labeled "Secured Amount from [Insert Source]," and sum the remaining revenue sources in the column labeled "Secured Amount from Other Sources." List the names of other revenue sources in that column header.

Line Item	Budget Item			Grant Request	Secured Amount from [Insert Source]	Secured Amount from [Insert Source]	Secured Amount from Other Sources:	Total Project Budget
	Name & Title	Rate/Hr.	# of Hrs.					
<b>Salaries &amp; Wages</b>								\$ -
								\$ -
								\$ -
								\$ -
								\$ -
								\$ -
	<b>Total Salaries &amp; Wages</b>			\$ -	\$ -	\$ -	\$ -	\$ -
<b>Fringe Benefits</b>	Item							
	FICA							\$ -
	SUI							\$ -
	Workers Compensation							\$ -
	Medical Insurance							\$ -
	Retirement							\$ -
	Other							\$ -
	<b>Total Fringe Benefits</b>			\$ -	\$ -	\$ -	\$ -	\$ -
<b>Contractual Services</b>	Item							
								\$ -
								\$ -
								\$ -
	<b>Total Contractual Services</b>			\$ -	\$ -	\$ -	\$ -	\$ -
<b>Equipment (including leasing)</b>	Item							
								\$ -
								\$ -
	<b>Total Equipment</b>			\$ -	\$ -	\$ -	\$ -	\$ -
<b>Insurance</b>	Item							
								\$ -
								\$ -
	<b>Total Insurance</b>			\$ -	\$ -	\$ -	\$ -	\$ -
<b>Other</b>	Item							
	Travel							\$ -
	Office and/or Project Space Rental							\$ -
	Office and/or Project Supplies							\$ -
	Telecommunications							\$ -
	Utilities							\$ -
								\$ -
	<b>Total Other</b>			\$ -	\$ -	\$ -	\$ -	\$ -
<b>Indirect</b>	<b>Total Indirect (no more than 15%)</b>							\$ -
	<b>TOTAL</b>			\$ -	\$ -	\$ -	\$ -	\$ -

## MORE ABOUT THIS RFP

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1. We encourage collaborative proposals. Collaborative proposals must choose a lead agency to serve as the fiscal agent. The fiscal agent should submit documents as if it were a single agency. We prefer awarding grants to agencies who can increase their impact through collaboration. If awarded a grant, a collaborative proposal must provide us with signed agreements. These agreements will outline the scopes of work and expectations of each partner.
2. The City reserves the right to fund select components of a collaborative proposal.
3. The City reserves the right to terminate an award if actual expenses deviate from the purpose expressed in this RFP.
4. If in its best interest, the City may delay, suspend, or cancel this procurement (or any of its components).
5. In the future, the City may use this procurement to award grants for similar projects and services.

## PROTEST PROCEDURES

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### **Protest of Non-Responsive Proposal or Grant Award**

Non-responsive proposals are either incomplete, ineligible, or undelivered. If we determine your proposal to be non-responsive, we will inform you. We may also issue you a notice of intent to award the grant to another, responsive proposal. In either case, if you disagree with our decision, you may submit a written notice of protest within five business days. We must receive the notice of protest on or before the fifth business day. The notice of protest must include a written statement of each of the grounds for protest. An individual authorized to represent the respondent must sign the protest. The protest must cite all applicable laws, rules, procedures or provisions. The protest must specify facts and evidence enough for us to determine its validity.

### **Delivery of Protests**

We must receive all protests by 5:00 p.m. on Friday, May 31, 2019, or within five business days of our notification, whichever comes sooner. You bear the risk of non-delivery within the deadlines specified if you use a mail service. You should use a delivery method that will establish the date our office receives your protest. We will not consider any oral or e-mail protests or notices of protests.

If necessary, we will schedule a meeting with the respondent within ten (10) calendar days of receiving the protest. We will review and attempt to resolve the protest during this meeting. You may submit your protest to:

Attention: Director of Community Development  
Mayor's Office of Housing and Community Development (MOHCD)  
1 South Van Ness Avenue, 5th Floor  
San Francisco, CA 94103