

Request for Proposals (RFP) Social Determinants and Social Needs: Moving Beyond Midstream

Key Dates

RFP Release: Thursday, March 7, 2019

Informational Webinar: Tuesday, March 19, 2019, 10:00 am to 11:00 am CDT
Thursday, March 21, 2019, 1:00 pm to 2:00 pm CDT

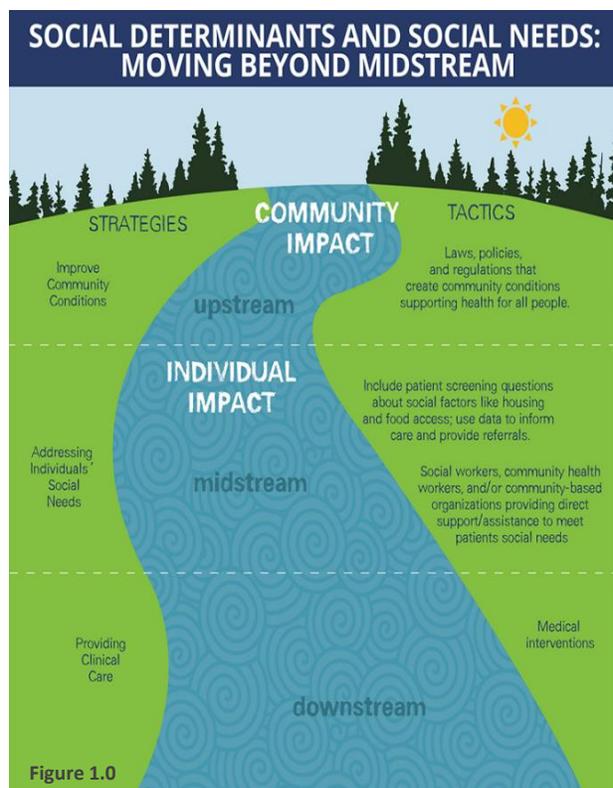
Application Deadline: 5:00 pm CDT on Thursday, April 4, 2019

Funding Announcements: On or before Friday, June 28, 2019

To ensure a timely and appropriate response to all inquiries, please send questions in writing to bskidmore@sunflowerfoundation.org.

The Sunflower Foundation will award one-year core operating support grants to nonprofits whose mission and day-to-day activities are focused on addressing the social determinants of health (SDH) through a systems/policy approach. For this RFP, the SDH are defined as the social conditions in which people are born, grow, work, live, play, and age; and the wider set of forces and systems shaping the conditions of daily life. While the SDH include access to traditional health care, research has repeatedly shown that upstream strategies and tactics related to educational attainment, job status, income level, safety, family and social supports, and opportunities to easily pursue a healthy diet and sufficient exercise are critical to both the health of an individual and the long-term health gains of a community overall.

Addressing the SDH requires strong community partnerships, bold vision, and a robust network of leaders from a diverse set of organizations working along the social determinants continuum (Figure 1.0).



Core operating support grants:

For this RFP, Sunflower defines core operating support as the “working capital” nonprofits/community based organizations need to sustain day-to-day operations, mobilize partners, build a well-managed and fully operational infrastructure, and adapt and innovate to changing conditions.

To determine whether this RFP is a fit for your organization please review the following information:

This RFP is designed to support the work of innovative nonprofit organizations aggressively engaged in efforts to address the SDH at the state and local level (Figure 2.0).

Applicant organizations should be motivated and actively working to move their current SDH work upstream. This means moving beyond the SDH work the organization has previously engaged in to adopt or enhance strategies to maximize individual and community health impact.

Sunflower seeks to partner with a diverse group of nonprofit organizations deploying or planning to deploy a variety of SDH related strategies. Strategies which could include:



Figure 2.0

- Building higher-functioning and more responsive inter/intra-agency systems to address the SDH;
- Creating, changing and/or advocating for state and/or local policy that more effectively addresses the SDH;
- Developing, stimulating and/or mobilizing broader and deeper cross-sector partnerships to address social change locally and/or statewide; and
- Building organizational capacity and supporting program expansion and improvement to push the SDH work of the organization further upstream.

Successful applicants will be able to address the following:

- Clearly describe the organization’s vision, mission, board makeup, and staffing structure;
- Describe the organization’s operational capacity to address the SDH and serve vulnerable populations;
- Demonstrate a clear understanding of how the work of the organization can/does impact the health of the broader community;
- Highlight critical partnerships the organization has/will develop to better address the SDH, including efforts to contribute to the broader/upstream work to impact the SDH;
- Demonstrate outcomes that focus on the broader social impact of the organization as a whole, as opposed to program-level indicators; and
- Align with all RFP criteria and the foundation’s mission.

DEADLINE AND SUBMISSION PROCESS

1. Proposal Deadline

Proposals must be submitted online by 5:00pm CDT on Thursday, April 4, 2019.

2. Submission Process

All applicants are encouraged to participate in one of two informational webinars. The webinars will offer identical content. **To accommodate as many participants as possible, applicants are asked to limit webinar participation to one connection per organization.**

The first webinar is scheduled for **Tuesday, March 19 from 10:00 am to 11:00 am CDT**. Please [click here](#) to register for the March 19 webinar. The second webinar is scheduled for **Thursday, March 21 from 1:00 pm to 2:00 pm CDT**. Please [click here](#) to register for the March 21 webinar.

After registering, you will receive a confirmation email containing information about joining the webinar. **Webinar capacity is limited so please register early if you plan to participate. A recording of the informational webinar will be available** on the Sunflower Foundation website at www.sunflowerfoundation.org.

While not a requirement, **participation is encouraged** as an opportunity to hear foundation staff discuss the RFP and address questions from potential applicants. However, if you are unable to join in the briefing, the foundation always welcomes your direct contact with any questions you may have about the criteria, guidelines, or application process for this RFP. Please note that this is a competitive grant process and staff's ability to provide direct guidance is limited. **Please send all inquiries in writing to bskidmore@sunflowerfoundation.org**.

Applicants are encouraged to read through the entire application before beginning the proposal submission process. All proposals must be submitted online.

3. Funding Announcements

For applications received by the Thursday, April 4, 2019 deadline, funding announcements are expected by **Friday, June 28, 2019**.

Grants may begin once the Letter of Agreement (grant contract) has been executed between the foundation and the awarded organization, which would be anticipated by **Monday, July 15, 2019**.

BACKGROUND

While the impact of the SDH are well documented in the literature, the reimbursement mechanisms and funding streams required to support meaningful systems change across the myriad of related community sectors have been slow to materialize. Despite this lag, health care providers operating in nonprofit health systems have been at the forefront of this work. And with the rise of performance-based incentives, an even greater number of hospitals and providers are investing the time and effort to better understand how to meaningfully connect their patients with community-based organizations. This, combined with an ever growing concern amongst employers, schools, faith organizations, local governmental bodies, and community residents about the negative physical, psychological, and economic outcomes associated with poor health.

As communities try to address their health issues in a more comprehensive, systemic manner, all parties will have to sort out their roles and responsibilities. By reaching out to new partners in the community, traditional partners in health can ensure that all relevant sectors are engaged in efforts to improve health. As such, it is imperative that community-based organizations truly understand how their day-to-day work addresses/impacts the SDH and begin to recognize their organization's unique role to improving the health of the community.

Sunflower Foundation is pleased to support the work of nonprofit organizations in building these critical systems and partnerships to ensure a more coordinated and comprehensive approach to addressing the SDH and improving community health.

PROGRAM DETAILS

1. Summary

The goal of this funding initiative is to help advance the collective efforts of state and local nonprofits to address the SDH and improve health outcomes for Kansans.

2. Eligible Organizations

Sunflower's SDH grants are intended for organizations that serve vulnerable populations and are working in collaboration with cross-sector partners to bring a SDH framework to local systems of care. Below is a list of example organizations that could apply:

- State and community-based organizations whose primary focus is social service, health equity, social justice, advocacy, and/or addressing the SDH and related economic factors that influence individual and/or community health;
- Safety net organizations (Federally Qualified Health Center, Community Health Center, Primary Care Clinic, Rural Health Clinic, Free Clinic, Community Mental Health Center, Safety Net Dental Clinic, Critical Access Hospital); and
- Local health departments/public health organizations.

Organizations must meet the following criteria:

- A tax-exempt status under Section 501(c)(3) of the Internal Revenue Service Code; or
- An instrumentality of state or local government, provided Sunflower Foundation support will not supplant work that would be considered core responsibilities of a government agency/organization; and
- Embrace diversity and inclusion across multiple dimensions, including race, ethnicity, gender, sexual orientation, disability, age, and socioeconomic status.

Sunflower Foundation grants can only support services provided in Kansas or for Kansans. If an organization is based in or provides services in another state, prorated support of the proposed work will be considered only if documentation is provided to verify the percentage of services provided in Kansas or for Kansans.

3. Grant Awards

Grants will not exceed a **maximum amount of \$30,000**. Awards will be based, in part, on the proposed work, the organization's operating capacity, and the ability of the organization to reach vulnerable

population(s). This will be a competitive grant program, which means not all qualifying and meritorious proposals will be funded.

4. Use of Grant Funds

Applicants are required to submit a copy of the organization's current operating budget and describe how the grant funds will be used to accomplish/enhance the work of the organization.

5. Grant Term

Grants are expected to be accomplished within **one year from the date of the grant award**. If you have questions about the term, please send an email to bskidmore@sunflowerfoundation.org to discuss before applying.

6. Reporting Requirements

All grantees will be required to submit at least one program/work report and at least one financial report. All reporting requirements and deadlines will be clearly stated in the Letter of Agreement between the grantee and the foundation. The grantee will be asked to download and file reports electronically via Sunflower's online grants management system.

7. Funding Exclusions

- Construction/renovation costs;
- Medical equipment;
- Health care equipment or supplies;
- Fundraising campaigns, events or materials;
- Routine continuing education (e.g., for licensure, accreditation, requirements of the organization, etc.); and
- Individual health care or support.

Other items may be excluded from funding at the discretion of the foundation.

ONLINE APPLICATION SUBMISSION

Getting Started

The application will guide applicants through the process of opening an account. **All** applicants must have a current Sunflower online account in order to complete the application. **All** applications must be completed and submitted using the online application.

Components of the Online Application

A. Online Fields

(applicants may copy and paste into the online application)

- Applicant Information
- Contact Information
- Description and Narrative
 - Introduction
 - Goals and Strategic Focus
 - Resources
 - Impact and Evaluation
 - Organization Operating Budget

B. Attachments - Additional Forms & Supporting Documents

(uploaded by applicant as part of the final submission process)

Organizational Documents:

- Most recent audit OR a working link to audit online
- Current financial statements, including statement of activities YTD and statement of financial position
- IRS Form 990; include all pages

Mandatory Support Documents:

- Current operating budget
- List of Board of Directors and number of years served

NOTE: Additional documentation may be requested during the application review process. If applicants have difficulty uploading attachments, please contact the foundation prior to the application deadline date.

IMPORTANT TIPS:

- Always write the draft of your application offline and save in a Word document, then copy and paste into the online application when you are ready to submit. This reduces the chance of losing any work if your online submission process gets interrupted.
- Once your application is complete, but before you submit it, we suggest you have someone not involved in writing the application review it for completeness, clarity, and consistency.

NOTICE OF PUBLIC DISCLOSURE

Sunflower Foundation is subject to the Kansas Open Meeting Act (K.S.A. 75-4317 et seq.) and the Kansas Open Records Act (K.S.A. 45-215 through 45-223). Consequently, all materials received in this application process may be subject to public release pursuant to these statutes.

ONLINE APPLICATION TEXT

To assist your planning, the questions from the online application are provided below. **Please note that the questions below are only provided to assist in offline planning. All applicants who wish to apply must do so through the online system.**

As this is a core operating support grant, it is imperative that the applicant develop brief, but comprehensive responses to the questions below. The applicant's ability to clearly articulate the organization and its role in state and/or local efforts to address/impact the SDH is critical.

A. INTRODUCTION

1. Select the category which best describes the applicant organization.
 - a. Medical, dental or behavioral health care provider
 - b. Local public health department
 - c. Social service, social justice, advocacy, or other type of organization
2. Select the category which best describes the scope/reach of the applicant organization.
 - a. Statewide
 - b. Local (community, county, regional)
3. Provide a brief description of the applicant organization, including an overview of the organization's history, key programs/services, and current board composition and staffing structure.

4. Describe the vulnerable population(s) served by the applicant organization and the relative burden of social determinants of health issues in the organization's service area.

B. GOALS AND STRATEGIC FOCUS

1. Demonstrate an understanding of the connection between the social determinants of health and the work/mission of the applicant organization.
2. To what extent can the success of the applicant organization contribute to the improved health of the community/region/state overall? Please focus your response on the organization as a whole, not a specific program or service of the organization.
3. Does the applicant organization have a formal, organizational-wide strategy in place to screen and identify the ongoing, broader social needs (food, shelter, transportation, education, etc.) of the clients/patients/end users served by the organization? If yes, please describe the strategy. If no, will these funds contribute to the design/development/implementation of a more formal strategy?
4. As a result of grant funding, what work will be sustained, enhanced or expanded to enable the organization to better achieve its mission and the goals/intent of this RFP?
5. Describe the applicant organization's capacity to implement and manage the work and indicate who will lead this effort.
6. Identify reasonable goals with a timeline for completion. Goals should be **specific, measurable, achievable, relevant and time-bound-SMART**.
7. Why is the work innovative in its approach to addressing the social determinants of health?
8. Describe how the organization is/will collaborate with other organization(s) to accomplish the work, please identify the organization(s) and their role within the collaboration.
9. Describe the organization's track record for implementing similar work.

C. RESOURCES

1. Briefly discuss the primary funding streams which support the work of the organization?

D. IMPACT AND EVALUATION

1. How will Sunflower Foundation grant funding impact the applicant organization's current operating budget?
2. What does the applicant organization expect will be different in a year as a result of the funding? In two years? For instance, what systems will be changed? What populations will benefit? Be specific.
3. To what extent will this funding contribute to the success of the organization?

E. ORGANIZATION OPERATING BUDGET

1. What is the applicant organization's annual operating budget?
2. Amount requested from Sunflower Foundation (not to exceed \$30,000).