

CNCS Social Innovation Fund NOFA Overview

March 25, 2014



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2014 Social Innovation Fund NOFA

for prospective applicants



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Hosted by



Meghan Duffy
Director of Programs
Grantmakers for Effective Organizations



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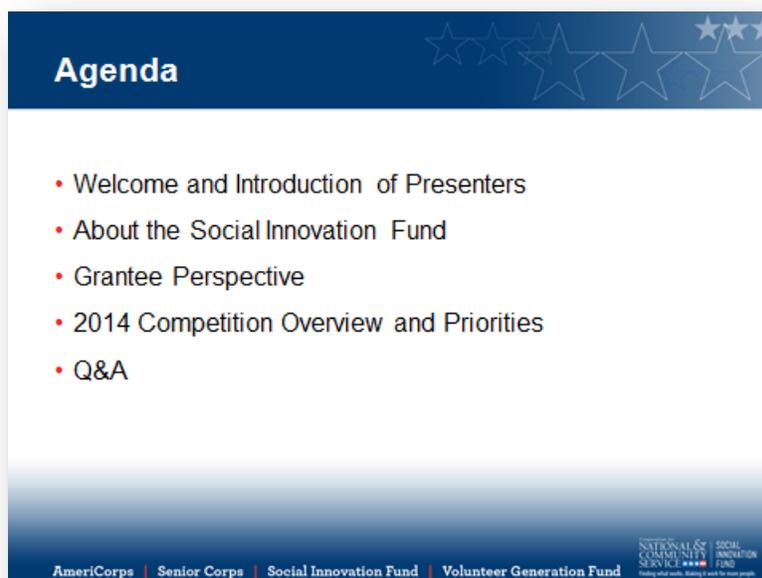
[Meghan] I'm Meghan Duffy of Grantmakers for Effective Organizations, and I just wanted to welcome everyone today on behalf of GEO, the Council on Foundations and Independent Sector who are the co-hosts for today's webinar. All three organizations are pleased to have this opportunity for grantmakers to get an update on the Social Innovation Fund and learn more about this year's funding competition. You'll be hearing from SIF Director Michael Smith, who himself is a veteran of our field having come from the Case Foundation before taking on his current role, and also have the chance to hear directly from a current grantmaking intermediary about her experiences participating in the SIF.

So we know that applying directly to the SIF may not be right for all grantmakers. It is an important experiment in public and private funders working together to grow the impact of effective nonprofits, and

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we're glad you joined us today to learn more and encourage you to seek out additional resources about the SIF regardless of your ultimate decision regarding applying this year. There's a growing body of lessons learned coming out of the SIF and from participating grantmakers that offers valuable information for all of us to improve our work. So, again, thank you for taking the time today. We hope you ask lots of questions and seek out more information. And with that I'll turn things over to Michael Smith.



[Michael] Good afternoon, everyone. Thank you so much Meghan, not only for introducing me today but for all of the help that GEO has provided in this past year for this competition, but for the Scaling What Works initiative and just being such incredible partners and reliable champions of evidence and innovation.

I also want to thank our partners and friends at Council on Foundation under Vikki Spruill's leadership and our good friend Laura Tomasko, who has really led getting this set up, and also Independent Sector, Diana Aviv, Cynthia, Erica and Amanda, just so many wonderful friends who care so much about this work and have created this opportunity for us to talk with all of you today.

We are excited to kick off – actually we're now a month into our fourth competition, and our largest funding competition ever, and we're excited to have the opportunity to add to the Social Innovation Fund family. And today, as Meghan mentioned, we're going to talk to you a little bit about the Social Innovation Fund, the model, a little bit of our progress to date, and also give you some insight into the actual Notice of Funding Availability and what the priorities and parameters are this year.

As Meghan mentioned, you'll also get a treat. You'll hear from one of our grantees on the ground. No matter what I say, it's nothing like hearing from the folks that are implementing the work on a day-to-day basis. And you'll hear from our Deputy Director, Lois Nembhard, who will walk you through lots of the specifics and the particulars around the competition. And maybe most importantly, we'll have an opportunity to take your questions, which I think Jerian [host] also already explained to you that you can use the chat and question feature in the right-hand corner of your screen when we have the moments on the agenda where we can take your questions.

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And I'm happy, actually, to be joined in our room today by many members of the Social Innovation Fund team. Keisha Kersey, Marlene Saez, and Steve Tomey, and so we're well represented here in Washington, and we're excited to have all of you on the phone.

So with that, why don't we kick off the presentation and we look forward to getting to your questions soon.

Purpose of this Webinar

1. Provide an overview of the SIF and its requirements
2. Highlight key aspects of the 2014 Notice of Funding Availability
3. Help you determine if this is the right opportunity for your organization or your constituents

Note: We will be summarizing requirements; you must read the NOFA and the application instructions to learn the details

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So first I think it's important for everyone to know that the Social Innovation Fund is a key White House initiative, but it's also a program of the Corporation for National Community Service.

About CNCS

- Independent federal agency with a Board of Directors and Chief Executive Officer that are appointed by the President and confirmed by the Senate
- Dedicated to improve lives and strengthen communities, fostering civic engagement through service and volunteering, by identifying proven solutions to community challenges
- As the nation's largest grant maker in support of service and volunteering, engages more than five million Americans of all ages and backgrounds in service to their communities each year through programs such as Senior Corps and AmeriCorps

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For those of you that don't know CNCS, it is the agency that oversees the President's call to volunteering and service, engaging more than five million Americans of all ages and backgrounds in service to their communities through the brand name programs that you probably know such as AmeriCorps and Senior Corps. It is also the agency that is charged with driving forward community solutions and social innovation primarily through the Social Innovation Fund.

It's an independent federal agency that has a board of directors, and our CEO, Wendy Spencer, along with the board, are both appointed by the President and confirmed by the Senate. So all of you may be very familiar with the Corporation for National Community Service and the wonderful work that our colleagues at AmeriCorps do, but also want to let you know that Social Innovation Fund is a proud member of this family.



The Social Innovation Fund was founded not very long ago. It was part of the Kennedy Serve America Act back in 2009. Bipartisan legislation that reauthorized the Corporation for National Community Service but also brought to life the Social Innovation Fund, which was an idea that was talked about and debated as a part of the 2008 election cycle. It's the same conversations that led to the creation of the White House Office on Social Innovation and Civic Participation. And really lots of the folks in the social innovation and social entrepreneurship community really pushing the administration to think about how they invest in the social sector in a new way.

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About SIF

The Social Innovation Fund (SIF) is a key White House initiative and program of the Corporation for National and Community Service (CNCS).

SIF combines public and private resources to grow the impact of innovative, community-based solutions that have compelling evidence of improving the lives of people in low-income communities throughout the United States.

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So specifically, the Social Innovation Fund is all about combining public and private resources to see if we can grow the impact of innovative community-based solutions and those solutions that are having the impact on the lives of people that are living in low-income communities all throughout the United States. If you talk to some of the founders of the Social Innovation Fund, or if you heard the President talk about the SIF when it was launched, there are two main reasons that the Social Innovation Fund was created. The first one is this recognition that there are extraordinary solutions that are being developed and deployed in communities all across this country from the ground up. But for whatever reasons, many of those solutions don't get the attention of large national funding streams or even big federal agencies. And so the Social Innovation Fund was designed to be this nimble, flexible operation that could find these outstanding solutions, shine a giant spotlight on them, test them to see what works, and then replicate models that could have an impact on communities other than the ones that they are currently serving.

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Why the SIF?

"The bottom line is clear: **solutions to America's challenges** are being developed every day at the **grass roots** – and government shouldn't be supplanting those efforts, it should be **supporting those efforts**.



"Instead of wasting taxpayer money on programs that are obsolete or ineffective, government should be seeking out **creative, results-oriented** programs ... and helping them **replicate their efforts** across America."

-President Obama, June 30, 2009

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The other reason the Social Innovation Fund was started was this idea that we had to start making sure that we weren't wasting taxpayers' money but we were aligning federal dollars with interventions that actually had evidence of impact. And so I know that I'm talking to leaders of philanthropy in the nonprofit sector, so you know this. Of the 1.5 million-ish nonprofits that we all work for or that we fund, not all of them are created equally. We know that more than 50% of nonprofits in this country don't have a theory of change or a logic model. We know that one in eight spend zero on evaluation. And so, you know, it's high time that if we're ready to really look at impact, then not only do we need to invest in innovation, but we actually have to invest in what works and replicate those solutions that work all across the country.

Our Approach



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In terms of our approach, this slide infographic here shows you a little bit about the key features of our model. The three larger circles that you see on the slide represent what we invest in. We invest in innovation, evidence and scale. So we only fund nonprofit organizations where the concept is innovative. It's a fresh solution. It leads to better results and not just doing the same thing over and over again and not getting positive results.

We also invest in evidence. Evidence and evaluation. So every single solution that we invest in has to have at least a preliminary level of evidence of effectiveness, and then, once we know that there's at least that preliminary level of effectiveness, we run nonprofits through rigorous evaluation processes where they're building their capacity, growing their level of evidence, and then we're actually testing the concepts to see if we can prove and improve the program model.

And then the last large circle that you see on this slide is scale. So we don't believe that the urgent challenges that our communities are facing have time to wait for a ten-year double blind study. We believe in the preliminary evaluation results that our nonprofit organizations are coming in with, and we're helping to scale solutions that work right away. If you have a more limited level of evidence and you're newer, we might scale you to just a couple sites to see if we can test out that model further. But if you have more evidence and have a little bit more demonstrated impact, we'll actually use SIF dollars to help scale you all over the country. Or maybe take a solution that's working in one neighborhood and scale it throughout a whole city or a whole state.

So that's what we invest in: Innovation, evidence and scale.

The other three smaller circles that you see on this slide represent some unique aspects of our model. Down at the bottom middle there you'll see the symbol there for grantmakers, which means that we host open competitions like the one that we're having right now to identify grantmakers that we actually work with, that we make grants to, who then match our money and run open competitions to find the nonprofit solutions on the ground. We do that for a few different reasons. One, it means we don't have to create a giant bureaucracy here in Washington that's overseeing all of this work. You all are already doing the work. Foundations and other grantmakers across the country know the issues, have the expertise, have roots in the communities, so we put our trust in grantmakers to really find these solutions and work with the nonprofits on the ground providing training, technical assistance, and all sorts of capacity building.

If you move up to the left, the next smaller circle you see there is match. And so folks may have heard about this. Actually every single federal dollar we invest is tripled thanks to matches that happen both from the grantmaker who matches the dollars we give them one to one, and then the nonprofits they select match one to one as well. So as taxpayers you should feel very good about the fact that we're tripling your dollar.

But not only that, we're making sure that communities have skin in the game. So when the federal money goes away three to five years after our grant is over, these solutions should still be there. They should still be flourishing because communities have invested in them and not just the federal government.

And then lastly, the next small circle you see there is about knowledge sharing. We see the Social Innovation Fund as being successful not only if the organizations that we invest in are successful, but if we're able to share what we're learning: Best practice, lessons learned, what's good, what's bad, all of the evaluation reports. If we share those things and we can actually create a conversation and change the conversation on how we invest in the social sector, and that we're investing with the mindset for innovation, that we're doing more around evidence-based approaches, and we're using everything that we learned to really help the sector, that's where success is for us.

So that's a little bit about our model and what we think are the unique aspects of the Social Innovation Fund.

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As I mentioned earlier, all of our work is about changing the game for low-income communities, and we do that through three focus areas as you see on the slide here: Youth Development, Economic Opportunity, and Healthy Futures.



So in Youth Development it's all about preparing America's youth for success in school, active citizenship, and so on.

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Economic Opportunity

Increasing economic opportunities for economically disadvantaged individuals

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You can see for Economic Opportunity is about increasing economic opportunities for economically disadvantaged individuals.



Healthy Futures

Promoting healthy lifestyles and reducing the risk factors that can lead to illness

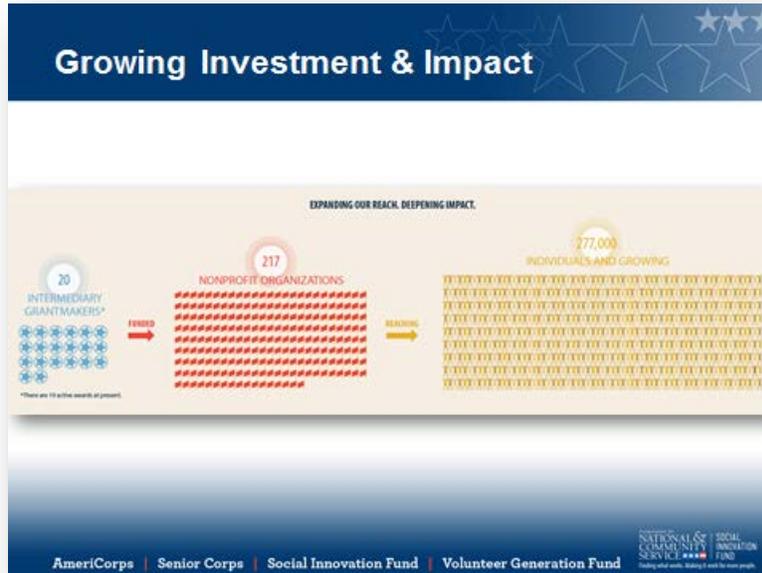
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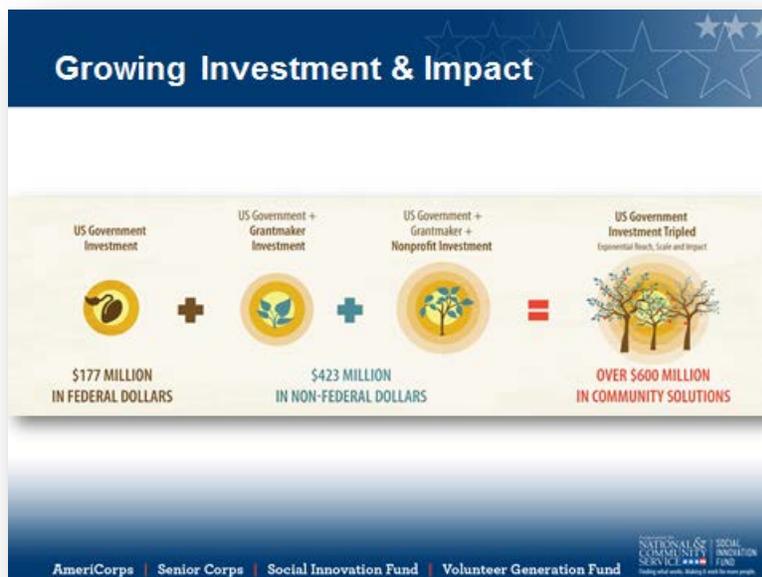
And for Healthy Futures it's really about promoting healthy lifestyles and reducing the risk factors that can lead to illness. You'll notice that these issue areas are deliberately broad. You know, we're not at the Department of Education, we're not at the Department of Labor, so we don't have to focus specifically on one issue. Instead we can find incredible solutions across the social sector and lift them up, and you'll see if you look at our grantees a variety of diverse solutions.

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In terms of where we've been to date, you can see on this slide that we have invested and made grants to 20 grantmaker intermediaries. They, in turn, have selected 217 nonprofit organizations that we've co-invested in. And altogether those 217 nonprofit organizations are serving more than 277,000 individuals, and that number is growing every day.

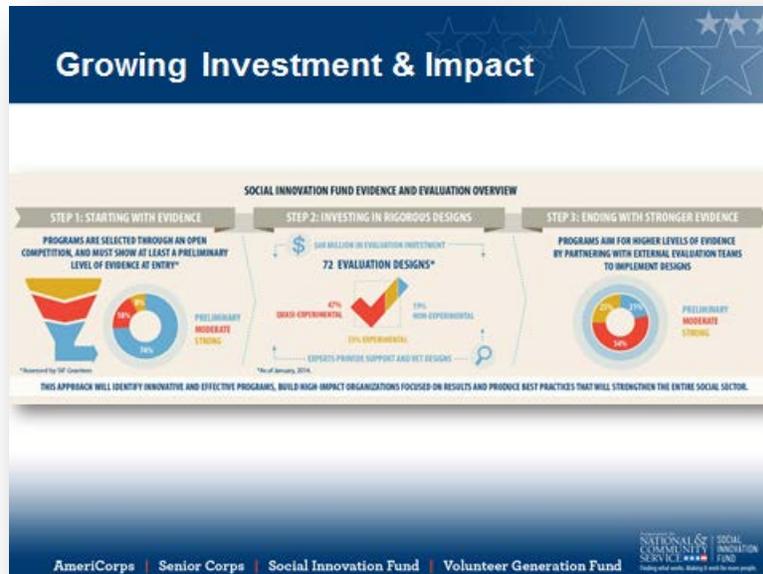


In terms of the dollars that we've spent, we've made about \$180 million in federal grants, and that has led to \$423 million in non-federal match commitments thanks to the match that happens at the grantmaker level and again at the nonprofit level, which means we've tripled the investment – over \$600 million going

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to community solutions in three competitions. And we're expanding our reach, and I hope deepening our impact thanks to this great work in partnership.

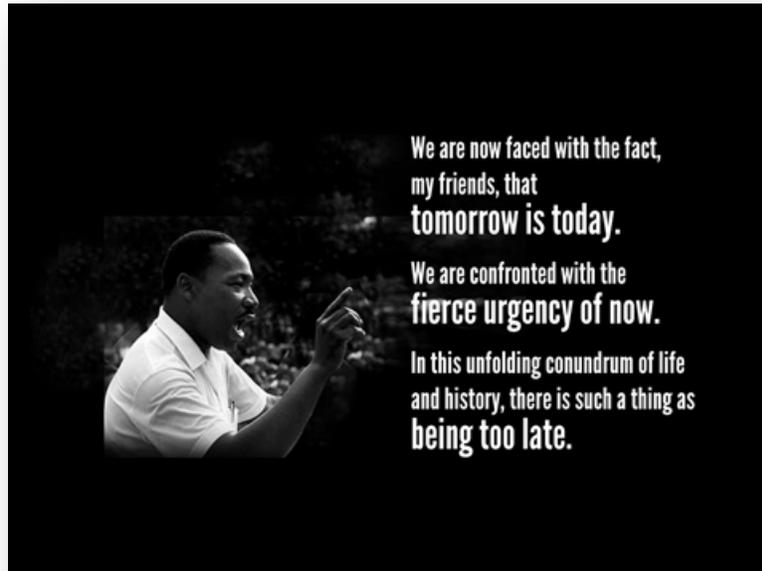


So as you can see on your screen right now, this graphic actually shows a little bit about the evaluation process of the Social Innovation Fund. We're really excited, as I mentioned earlier, every single nonprofit that gets money from the Social Innovation Fund has to come in showing at least a preliminary level of evidence. We then work with the nonprofits and the grantees to develop evaluation plans that grow their level of evidence and lead to a model that can test the intervention that they're coming to. You'll notice on the left-hand side of this slide that at the beginning stage 74% of the nonprofits show that they had a preliminary level of evidence. But by the time we work with them and the time that their programs are finished in three to five years, only 21% actually – only 21% will finish in preliminary. And actually it is required now, going forward, that all grantees have to reach at least a moderate level of evidence.

You'll also see on this slide, of the 217 organizations that we're funding, there are 72 different evaluation designs that we're looking at. And you'll see that we have spent \$60 million on evaluation. And so we're excited to spend that money. We think it's a great partnership. As much as philanthropy talks about evaluation, we know that nonprofits are still struggling to get these dollars. And so we're happy to make these investments to come up with replicable models and some strong lessons learned.

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So as you talk about, or as you hear me talk about the Social Innovation Fund model, this slide really represents why we're looking at things in a new way. You know, in the social sector our job is to kind of be repairers of the breach, to make sure that folks aren't falling through the cracks in the system. And for far too long, in the social sector it became acceptable to keep doing the same thing over and over again and expecting different results. We make investments based on isolated stories of success or how many people we served instead of looking at impact. But if you believe in this quote that tomorrow is today, that there is a fierce urgency of now, that there is such a thing as being too late, then you recognize that it's time that we have to start looking at a different approach. And that's why the SIF is developed. That's why we look at innovation. That's why we look at evidence. And that's why we look at scale. And that's why we're excited about all of you who maybe are thinking about joining our family and moving this mission with us.

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Grantee Perspective



Janette Kawachi, Ph.D.
Director of Innovations and Research
Corporation for Supportive Housing (CSH)

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So with that I'm actually going to turn the presentation over to Janette Kawachi, who is with our grantee and partner, the Corporation for Supportive Housing (CSH), who will talk a little bit more about CSH's experience with the Social Innovation Fund. Janette.

[Janette] Great. Thank you so much.

So just to start, CSH is a multifaceted national nonprofit organization, and we seek to advance solutions that use housing as a platform for services to improve the lives of the most vulnerable people. So for over 22 years, CSH has led the national supportive housing movement. What we do, we help communities throughout the country transform how they address homelessness and improve people's lives. So we develop innovative program models, provide research-backed tools and training, we offer or develop expertise, and collaborate with multiple entities on public policy and systems reform that advance supportive housing.

So to date, CSH has made over \$300 million in loans and grants, and we have been a catalyst for over 150,000 units of supportive housing.

So when we started on this journey, CSH was really looking to develop housing solutions for a subset of homeless individuals with chronic health conditions who are usually referred to as super-utilizers of crisis health services. So this group is highly vulnerable. They have high rates of serious mental illness, substance abuse and chronic medical conditions. And they also, as we're finding out through this initiative, they constitute a significant portion of the quote-unquote 5-50 population. Those five percent of beneficiaries who represent 50% of Medicaid costs, and unfortunately with very poor health outcomes.

So our solution to this complex problem which we are testing through SIF brings together the best of what we know works in ending homelessness with some of the most innovative solutions for improving health and lowering healthcare costs.

So specifically we are bringing together supportive housing coupled with a multi-sector approach to coordinating primary and behavioral healthcare services to service homeless, high-utilizers of healthcare services.

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And so during the SIF initiative we will have a total of 550 homeless high-utilizers of emergency health services through the integrated model that I just spoke about. We're awarding a total pool of \$1.4 million a year in federal and philanthropic dollars to nonprofits in four sites across the country. They include San Francisco, Los Angeles, the state of Connecticut and Washtenaw County, Michigan.

So in terms of how SIF has been especially beneficial, it's hard to talk about in the time that I've been given. CSH really saw a very rare opportunity to really broaden the conversation around the integration of health and housing and build the business case to scale our efforts through new financing mechanisms that are available through, for example, Medicaid and other mainstream sources of funding. So while CSH and each of our subgrantees are currently very immersed in the work of housing and stabilizing individuals, we definitely know that our work will not end when the 550 high-cost utilizers are housed.

The true goal, for us, implementing our SIF initiative is to develop a model that we can replicate across the country to create what we call a blueprint for bringing SIF to scale to improve health outcomes for super-utilizers not in just our poor communities, but in all communities. And the SIF initiative is really helping to make this happen in a number of various ways. Obviously there's the funding, but the funding is really just a part of the overall benefit of being a SIF grantee. Because SIF is a very high profile initiative nationally, it has really, really bolstered our public presence and helped bring more attention to the issue of homelessness and high-utilizers. There is a real prestige attached to this award, and it has helped us and our grantees garner media attention and leveraged millions of dollars in funding from other large, private foundations.

Another benefit is that you are actually required, through regular meetings in DC to partake in this ongoing dialogue at the federal level around how the government can advance innovative solutions that have the potential for large social impact, so that's really exciting to be part of that dialogue. And you're also part, and this is a really great benefit, of a national learning collaborative, as Michael spoke about, where you share information and experiences with other high performing nonprofits that are implementing and testing innovative solutions to complex social problems.

So our staff, we have learned a tremendous amount from these pure learning opportunities and we have also created very productive relationships with not to mention just providers, government agencies, funders, and other national organizations through this initiative.

Another thing that's been really beneficial, as Michael spoke briefly about, is that CSH has always been a real outcomes-drive organization, and we are continually seeking to support rigorous evaluation efforts in the field of supportive housing. Employing a rigorous evaluation is a requirement of the SIF initiative. But in turn you receive a significant amount of support, technical assistance and expertise around your evaluation plan and ongoing activities. So this has really helped us, and our grantees, and our contracted evaluators to focus and to also get some help when troubleshooting issues that inevitably arise along the way. So the SIF is essentially our first opportunity to provide a real strong evidence base for this initiative on a large scale across multiple sites.

The other thing I'll mention here is the dollar-for-dollar match. I'm not going to lie. The dollar-for-dollar match can be really challenging at times. But in the end it really serves its purpose. As mentioned, it helped us do, in particular, two very important things. So during the RFP process, it really helped us to filter the applicants so that only those communities that really had both the desire and the capacity to be successful in this venture applied.

The second, it has really helped us – or forced us – and our subgrantees to aggressively engage both public and private entities to support our efforts. So this match, as challenging as it can be, creates a very powerful incentive for us, as the intermediary, and for our grantees to create a very solid and sustainable funding infrastructure for insuring that these efforts do, indeed, endure beyond their funding period.

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And just to share a really quick subgrantee success, in full disclosure, before I came to CSH, I was heading one of the subgrantee projects, and so I'll share a little story from there. In my experience as a project director for that SIF initiative in Washtenaw County, this was truly the first time in decades that our community was able to house the unhouseable, those that had been homeless for decades. It was the first time in years that we were really able to mobilize multiple systems, housing, hospitals, primary care, shelters, etc. And also the VA, which was actually an amazing accomplishment. To engage in a unified shared goal. To prioritize and coordinate our resources to support a very comprehensive cross-sector solution in serving some of our most vulnerable individuals. And so to date they have housed 60 individuals. Their target goal was 100. And they are in the process of engaging the rest. They have actually succeeded at retaining 95% of those individuals in housing, and the retention rate for this population is actually closer to 60 to 70%.

And so it's been an incredible success and journey for that community, but there are similar stories across the other communities. But I would definitely urge you, for those intermediaries, this is just an amazing opportunity to bring innovative solutions to scale and create real, lasting social change in communities. And that's about it for me. Thank you.

[Host] We do have one question for Janette. How did your organization go about supporting subawardees in raising match dollars? What specific strategies or tactics did you use to support them?

[Janette] I'm sorry, was the question how did we help the subgrantees?

[Host] Yes. How did you support the subgrantees in raising the match dollars?

[Janette] There's a number of different things that we're actually doing. So we provide through the SIF initiative a lot of technical assistance to each of the grantees, and so it happens to be that we also have offices in each of those states where our subgrantees are located. And so each of the subgrantees has a CSH liaison, and they are helping to do a number of different things. So they are helping to engage local foundations, also hospitals and housing entities. And then it helped to not only just get funding in terms of dollars, also resources. So for example, our liaisons in Michigan and California helped to engage their state's housing authorities to advocate for housing vouchers to be allocated to these programs.

We're also doing a lot of outreach, CSH, on behalf of grantees as well. I mean, obviously, we as the grantmaker needs to match our dollars, but we're also combining our efforts in joint applications to support some of the match-raising for our grantees. And so we're really using a number of different strategies to help, but we're definitely, definitely involved in helping our grantees raise that money.

[Michael] Great. Thank you so much, Janette. Really appreciate the perspective. I think Janette's going to stay on the line, and Lois and I are going to go into a little bit more detail about the 2014 competition. And then we'll have another opportunity to answer any questions about the SIF, but also more questions for Janette if you think of them as we go along.

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Why Apply? Grantee Perspective

- **Double your dollars.** Hard to find dollars for evaluation and scale.
- **Be part of something bigger,** a family of pioneers demanding impact.
- Get access to **bright minds and bold thinkers** through Knowledge Network & Gatherings.
- Let the White House and CNCS **amplify your work on a national scale.**
- SIF's platform and rigor provides "**seal of approval**" and validation.
- Program Officers and evaluation experts are **partners in your success.** One on one consulting and ongoing technical assistance.
- **Air cover and unanimity** when things don't go as planned.
- Opportunity to **build capacity** – internal and grantees.
- Entrée to new local, state and **federal partnerships and funding.**
- A chance for your program to **become a national model.**

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So you can see – you got to hear from Janette – but this slide which is on our website if you want to look at it on your own time – also just talks about some of the themes that we've heard from our grantees in terms of what they would say to others who were thinking about applying. Everything from the simple fact that SIF helps you to double your dollars down to, you know, this is a chance for what may be a local program to become a national model. I think one of the things that I've seen that's been really exciting has been about the network that's been created of all the different grantees and partners, and the capacity building that's happening, not only at the nonprofit level, but at the grantmaker level as well.

\$65.8 Million to Grow Effective Community Solutions



innovation



opportunity



impact

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So as we get into the 2014 competition, I think everyone knows we have \$65.8 million for grants in 2014. And there are three areas that I would say make up the primary contours of the 2014 grant application, and that may be what sets it apart from other Notices of Funding that we've had in the past. One is a renewed emphasis on innovation. There's a natural tension between innovation and evidence. How can you have something that's new and novel that's also tested? We're actually excited at the Social Innovation Fund of seeing fresh new approaches that actually have a little experience under them. Maybe it's a new concept, maybe it's a new approach. Maybe it's something that's working better because of a new partnership, or something that was working for one community that's now working in another community. But the idea of it leading to better results for the public good, about having these fresh new approaches is something that's very important for the Social Innovation Fund. And in the NOFA we go into a little bit more detail about how we define innovation.

The next piece of this idea is we're excited about using the Social Innovation Fund to make sure we're expanding opportunity for all. The Social Innovation Fund is about transformative solutions for low income communities, and in line with President Obama's agenda and vision, the Social Innovation Fund wants to make sure that the grants that we're making are really helping to expand opportunity. And specifically this year we're excited about expanding opportunity for the Opportunity Youth set, which I'll talk about a little bit in a couple of minutes.

And lastly impact. The Social Innovation Fund doesn't want to be about incremental changes for one program, but we want to be about deep, lasting, meaningful change in communities and lasting impacts. And we think that comes primarily when we're willing to work together. And so we're excited to have a priority this year around collective impact which I'll also talk about in a couple of minutes.



2014 NOFA: Eligibility

- **Existing grantmaking institutions**
 - In existence at the time of the application
 - Invest in nonprofit community organizations or programs through grants as an essential rather than a collateral means of fulfilling its mission and vision
 - Track record of using rigorous evidence to select and invest in grantees
 - Includes in-network affiliate organizations
- **Eligible partnerships**
 - Formal relationship between an existing grantmaking institution and an additional grantmaking institution, a State Commission on National and Community Service, or a chief executive officer of a unit of general local government

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In terms of the basic eligibility facts, I think everyone on this call, hopefully, by now knows that the Social Innovation Fund only makes grants to existing grantmaking institutions. What does that mean? If you look at the second sub-bullet here, that means it's a nonprofit organization that makes grants as an essential part of their business in terms of fulfilling their mission. It's not something that you do on the side, but it's an essential way that you do your business. Those grantmakers have a track record of using rigorous evidence to select and invest in grantees. And that you are in existence at the time of the application.

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So what is an existing grantmaking institution? Your best way of figuring out what that means to us is looking on our website on who our current grantees are. And it's everything from private foundations like Edna McConnell Clark Foundation or The Hartford Foundation, to fundraising philanthropies like United Way and to social innovation organizations that are funds like New Profit or Venture Philanthropy Partners. Or even large nonprofit organizations where making grants is the way that they achieve their mission, such as AIDS United, or the Corporation for Supportive Housing, or LISC. And so you can see it's diverse, but you need to make sure that you are an eligible grantmaking institution in order to qualify.

The last point under the existing grantmaking institution bullet here that I want to make sure I bring up is this year we're actually inviting in-network affiliate organizations to apply as well. What that means is in the past United Ways could apply, the United Way of Denver or Miami or Paducah, but United Way of America couldn't apply because they were a closed network. This year we're excited to invite in the in-network affiliate organizations if they are willing to open up their Social Innovation Fund competitions beyond their closed network and run an open and diverse competition. And so there's more detail on that in our Notice of Funding Availability and the rules around that, but I just wanted to make sure folks knew that these national affiliate organizations can, indeed, apply for the Social Innovation Fund.

The other eligibility criterion is you could be an eligible partnership. So in the middle needs to be this existing grantmaking institution, but you could have more than one partnering together, or you could have an existing grantmaking institution that's partnering with one of the state Commissions on National Community Service. Or you could have an existing grantmaking institution that's partnering with a unit of local government. And so if you look at our current portfolio, you can see some examples of that, such as Jobs for the Future and the National Fund for Work Force Solution is a partnership. Greater Twin Cities United Way and STRIVE is an eligible partnership. So you can look at this. The Mayor's Fund to Advance the City of New York and the Center for Economic Opportunity is an eligible partnership. So we believe that we're better when we're all in and putting all oars in the water, and these partnerships are showing how that's working.

An important note is that a unit of government is not considered on its own to be an existing grantmaking institution, so if they want to be involved, they need to join one of these eligible partnerships. The same is true for universities. So you can figure out ways to get involved if you're a unit of local government or a university in a partnership, but you can't apply directly.

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2014 NOFA: Funding & Key Dates

- Up to \$65.8 million total for all 2014 grantmaking
 - Grants between \$1 – 10 million per year
 - 3-5 year project periods; three years upfront funding likely
-
- Notice of intent due **March 24, 2014** (encouraged)
 - Application due **April 22, 2014 by 5 pm eastern**
 - Grant awards: August 2014

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In terms of key dates and funding, as I mentioned before, we have up to \$65.8 million for all 2014 grantmaking. The grants that we make to grantmaking organizations are between \$1 and \$10 million dollars a year. Those organizations, as I mentioned earlier, match our funding one-to-one and then host open competitions to find the nonprofit solutions on the ground.

Our grant period is three to five years. And for the first time, this year it will be our default position to provide three years of up front funding to all of our grantees. We reserve the right to modify that if we think there's an innovative solution or a newer entity that we want to fund and we might want to do it a little slower, but it will be our default position in most cases to provide three years of funding up front.

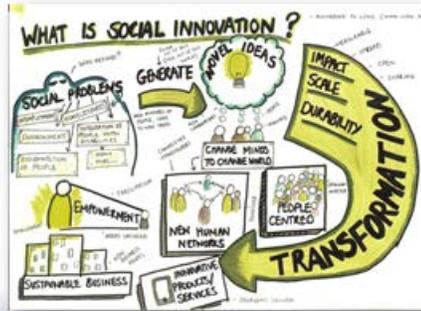
The Notice of Intent deadline was yesterday. It wasn't required, so if you didn't submit a Notice of Intent, it's okay. You just need to make sure that you make that application deadline, which is April 22nd by 5:00 p.m. eastern time. And we will then make grant awards in August of 2014.

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Innovative Approaches Wanted

New ways to solve old problems that are faster, cost-effective, data-driven and lead to better results for the public good



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I mentioned a little bit earlier in terms of the fact that Social Innovation Fund is really looking to make sure that innovation is front and center. And this is just the way that we and the White House Office on Social Innovation and Civic Participation define social innovation. It's about new ways to solve old problems that are faster, cost effective, data driven, and lead to better results for the public good. So it's not just about new, it's about better.

2014 Funding Priorities

CNCS is particularly interested in supporting applications that propose to include one or more of the following optional priorities:

- A Collective Impact Approach
- Targeting of at least one of the following types of beneficiaries:
 - Opportunity Youth
 - Traditionally Underserved and Underrepresented Geographic Areas and Populations
 - Presidential Initiatives to Expand Access to Opportunity

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In terms of our funding priorities, I mentioned a little bit earlier that we are excited to prioritize Collective Impact approaches as well as applications that are targeting one of the types of beneficiaries that you see

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on the slide. Opportunity Youth, traditionally underserved and underrepresented geographic areas and populations, and Presidential Initiatives to expand access to opportunity.

It's important to note that for the Social Innovation Fund, our funding priorities do not give you extra points. So if you have a dynamic Collective Impact approach, that doesn't mean you get ten more points. What we consider them are balancing characteristics, so at the end of the process, if we have two high scoring, strong applications, and one of those high scoring, strong applications also has an incredibly strong Collective Impact model, then it is more likely that that Collective Impact model application would get funded.

Priority: Collective Impact

The approach:
Cross-sector coalitions form to identify a **common set of challenges** and evidence-informed and **evidence-based solutions**, and then work together to **implement the solution**.

Must address key characteristics of success:

- Common Agenda
- Decision Making, Data, and Shared Measurement
- Mutually Reinforcing Activities
- Continuous Communication
- Investment and Sustainability
- Backbone Organization
- Evaluation and Accountability

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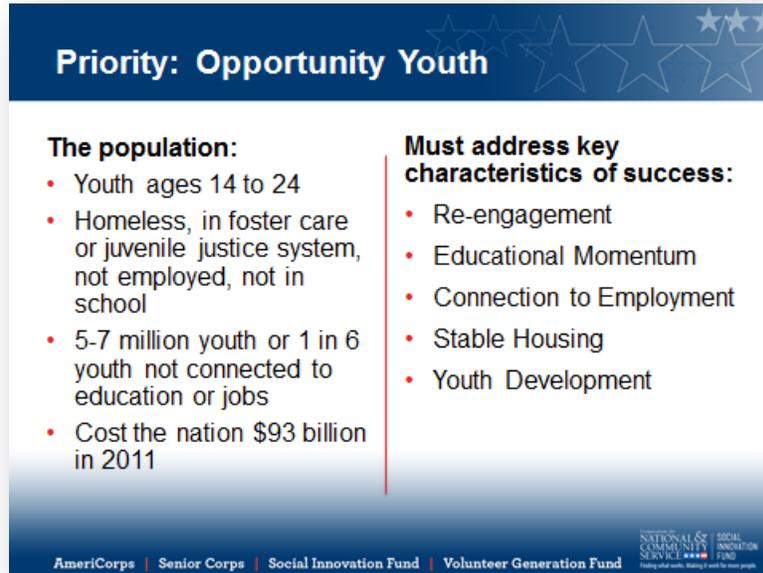
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So to provide just a little bit more detail on our funding priorities, the first one is this idea of Collective Impact, which I think many folks are talking about right now. The White House Council on Community Solutions, which is actually based in the Corporation for National Community Service, really began this conversation. FSG and Aspen Institute ran with it, and there are all sorts of great resources that are out there. But this is about these cross-sector collaborations that are coming together to come up with common challenges and common solutions and then working together to implement those solutions.

If you're applying to say you want to focus on Collective Impact approaches, then you must make sure that your Collective Impact approach will meet the kind of key characteristics of success. And we list some of them on this slide, and you can read more about those in the Notice of Funding Availability.

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Priority: Opportunity Youth

The population:

- Youth ages 14 to 24
- Homeless, in foster care or juvenile justice system, not employed, not in school
- 5-7 million youth or 1 in 6 youth not connected to education or jobs
- Cost the nation \$93 billion in 2011

Must address key characteristics of success:

- Re-engagement
- Educational Momentum
- Connection to Employment
- Stable Housing
- Youth Development

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Our next priority area is around Opportunity Youth, and I think folks know this is this population of young people between the ages of 14 to 24 who are disconnected from school or work. That represents five to seven million young people in the United States, or one in six youth who aren't in school or who aren't working. In 2011 that cost the country \$93 billion, and in terms of global competitiveness, we cannot have a strong globally competitive country for many years to come in the future if we have this many young people that are sitting on the sidelines. So we're excited across our focus areas of Youth Development, Healthy Futures and Economic Opportunity to get applications for those folks that are thinking of focusing on this category of Opportunity Youth.

And just like Collective Impact, if you apply and say you want to focus on Opportunity Youth, you have to show how it's being built on key characteristics of success.

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Priority: Underserved/underrepresented

- Significantly economically underserved geographic areas
- Geographic areas not being currently served by the Social Innovation Fund
- Vulnerable populations traditionally underserved in communities nationwide, including:
 - rural and economically depressed communities
 - tribal communities
 - disabled populations
 - veterans
- Applicants may demonstrate traditionally underserved, underrepresented populations they wish to target

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The next priority area is the underserved and underrepresented populations, so we want to make sure that Social Innovation Fund dollars are getting to the communities that need us most. You can see on this slide that we actually list some of those populations, such as rural and economically depressed communities, tribal communities, disabled populations and veterans, but we also give you the opportunity to tell us if you have a traditionally underserved or underrepresented population in your community that we don't list. So maybe there's a certain refugee community in your state or your region that you think should qualify, and if you could tell us that with data, that could be prioritized as well.

Priority: Presidential Initiatives to Expand Access to Opportunity

- Contributing to local strategies designated under Presidential priority initiatives to expand access to opportunity for low income individuals and distressed communities, such as the Promise Zone initiative
- If a SIF applicant is applying as a Promise Zone partner, a partnership agreement with the Promise Zone lead organization must be included for this priority preference to apply

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And then lastly is the priority around Presidential Initiatives to expand access to opportunity. So there are some of these initiatives, such as the Promise Zone initiative, where communities have already come together, are already working together, looking to expand economic opportunity, have brought all the different players to the table, and so we're excited in using SIF dollars to build on that infrastructure.

So if you are a part of one of these initiatives and you have an agreement that shows that you are part of that initiative, then eligible grantmaking institutions that are part of those initiatives should certainly apply and we would prioritize those applications.

Types of SIFs

Geographically-Based Social Innovation Fund
Applicant proposes to focus on serving low-income communities within a specific local geographic area, and proposes to focus on improving measurable outcomes related to one or more of the three focus areas

Issue-Based Social Innovation Fund
Applicant proposes to focus on addressing one of the three focus areas within multiple proposed targeted low-income communities in multiple geographic locations

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So with that I'm actually going to turn it over to my colleague Lois Nembhard, who is going to talk to you a little bit more about some of the details and the particulars of the applications, and once Lois is finished we'll open it up for your questions.

[Lois] Great. Thanks, Michael.

So first to touch on two different types of SIFs, or Social Innovation Funds that you can propose to us: One is a geographically-based Social Innovation Fund and the other is an issue-based Social Innovation Fund. With the first, if you're geographically based, you're focused on improving outcomes in one or more of our focus areas, and you're serving low income communities within a specific local geographic area. So you've identified the particular local area, a city or a region, and then you're going to focus on one or more focus areas within that.

For an issue-based SIF, you're targeting one of our three focus areas and you're serving geographic locations potentially around the country. So the distinction there is between really focusing all your energy on a particular geographic region versus multiple around the country.

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Key Requirements

- Match
- Subgranting
- Growing Subgrantee Impact
- Evidence and Evaluation

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I'll touch next on key requirements of the program, and Michael has talked about these very generally, so I'll be going over them again briefly in the context of the competition.

Match Requirement

- Both intermediaries and their subgrantees are required to match their grant awards on a dollar-for-dollar basis
- At the time of their application, intermediary grant applicants must demonstrate the ability to meet 50 percent of their year one cash match requirement
- The match must be in non-federal cash; in-kind match is not allowable
- CNCS is interested in applicants that present both a strong capacity to raise additional dollars to be provided to subgrantees, and a serious commitment to share the fundraising burden of their subgrantees

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So as we said, there is a matching requirement of one to one. And this is at both the intermediary level and at the subgrantee level as well. At the time of their application, a grantmaking organization must demonstrate the ability to us to meet 50% of the year one cash match requirement. The NOFA has details about that. It could be a letter from a potential funder, or letter from your CFO saying that you have the cash on hand for 50% of one year's match.

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The match must be in non-federal cash. An in-kind match is not allowable. And we're really interested in intermediaries that show the capacity and interest in helping their subgrantees to raise the match.

Subgranting

- Subgrants must be selected on an open, competitive basis
 - i.e. open to nonprofit organizations beyond the intermediary's own existing grant portfolio or network
- Two possible approaches:
 - Seek and invest in subgrantee organizations that have developed and/or implemented innovative solutions.
 - Identify an innovative solution and seek subgrantees to implement it

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When it comes to subgranting, as we said before, the competition must be open to organizations beyond your existing network. So the publicizing of the competition must be open to others and must be known about by others, and then you must accept applications from folks beyond your immediate network.

There are two different ways that you could choose to approach a competition. You could identify an innovative solution that has evidence behind it, and you're looking for nonprofit organizations that are going to implement that solution. Or you might have a general outcome you're trying to achieve, whether it's healthcare outcomes for youth, and you look for nonprofit organizations that come to you with various innovative solutions that you're going to fund. So in that case you are going to end up with a portfolio of many different interventions that you're supporting, helping to scale, and evaluate as well.

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Subgranting (cont.)

- Plan to select subgrantees will be due within two weeks of grant award
- Competition to select subgrantees must be completed within six to eight months
- Subgrants are to be made in annual amounts of \$100,000 or greater
- Subgrants are for a period of three to five years
- Larger grant awards should be made to programs that show higher levels of evidence

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Something to keep in mind is that we're really expecting you to get up and running particularly where it concerns subgranting as soon as you are notified that you've been approved for funding. So within two weeks of grant award, you're going to be submitting to us your plan for selecting subgrantees. The program officer that you are assigned will work through that with you, and then we'll ultimately approve it. And then within six to eight months of receiving your grant award, you're expected to have completed your competition. And as said before, subgrants should be \$100,000.00 or greater, and the subgrant period is from three to five years. It's also important to note that we would expect that you would make larger grant awards to nonprofits that you're going to be working with that show the higher levels of evidence.

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Growing Subgrantee Impact

Scaling the Delivery

- Serve more of the original population
- Allows interventions with preliminary levels of evidence to achieve a sufficient size to support a stronger evaluation and further validate the model
- Allows interventions with moderate and strong levels of evidence to grow more substantially to provide services to larger numbers of people in the current or new geographic area(s)

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There are two ways that we look at growing subgrantee impact or scaling. One is scaling the delivery, and that means that you're supporting more of the original population being served. So if one of the organizations you're supporting has been serving 10,000 people, then through scale and delivery now you are able to serve 100,000 people.

Growing Subgrantee Impact

Scaling the applicability

- Test if the intervention continues to be effective for additional populations or geographic areas
- Allows interventions with moderate and strong levels of evidence to test the effectiveness of the intervention with new populations or locations

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Another way of looking at it is scaling the applicability of the model, so in this case you're testing whether intervention will still be effective if you serve new populations or serve new geographic regions. And this

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approach to scaling is more applicable for interventions with higher levels of evidence, so moderate or strong rather than preliminary.

Evidence & Evaluation Expectations

- Rigorous evaluation is required, to not only assess effectiveness, but also to build the existing evidence base for the intervention/model
- Evaluations are expected to be conducted by third party, independent evaluation partners
- Each program model is expected to achieve moderate or strong evidence of impact by the end of its three to five year subgrant period
- CNCS will assess the evidence level of interventions identified in the intermediaries' applications
- Intermediaries are expected to assess evidence level of the interventions they select

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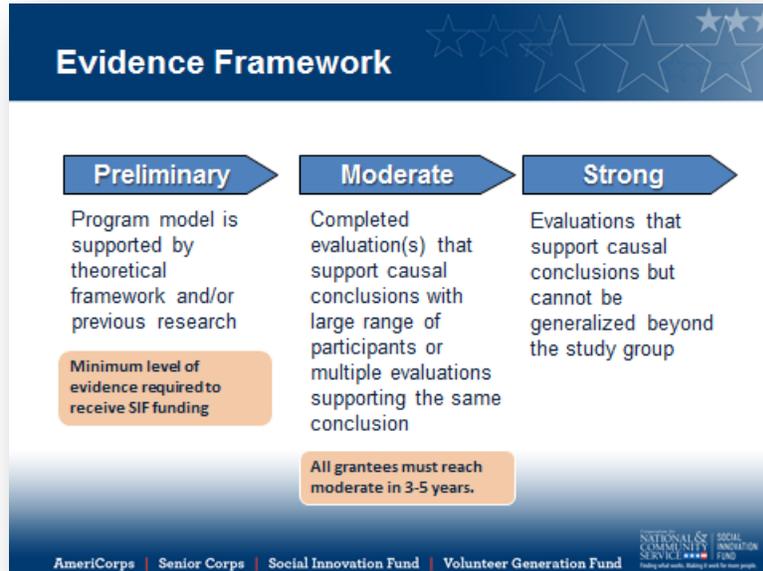
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Evidence and evaluation. The expectations are pretty high. Rigorous evaluation is required. As we said before, we expect the interventions that are being funded to start at preliminary and then advance to moderate or strong. Or you could start at moderate, but you have to start at least preliminary.

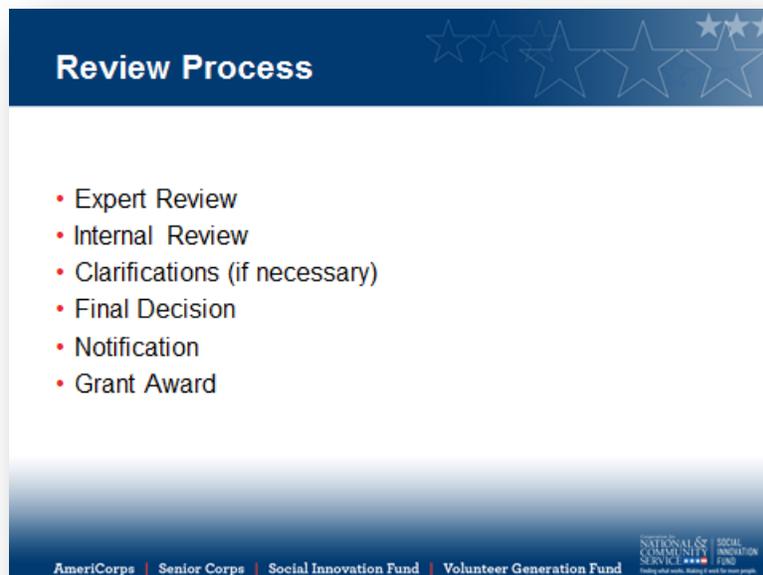
Evaluations are to be conducted by the third party independent evaluators. And if you take the approach that you are proposing an intervention seeking nonprofits to implement the interventions that you have identified, we will assess the evidence level of that intervention at the time of your application. If, on the other hand, you are going to select nonprofits who themselves have identified interventions, then we would expect you to do that assessment when you're running your competition. And in that case in your application to us you would describe how you're going to do that and that would be part of how we assess your application.

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This slide shows our evidence framework with a brief snapshot of how we define the different levels of evidence: preliminary, moderate and strong. The NOFA has a lot more detail, but this gives you a general sense of the distinction between them.



To briefly touch on the review process, what happens after you submit an application to us: We use external reviewers to take the first look at the application. These are individuals from various areas and various organizations who have expertise in evaluation, or expertise in our priority areas, or expertise in our issue areas.

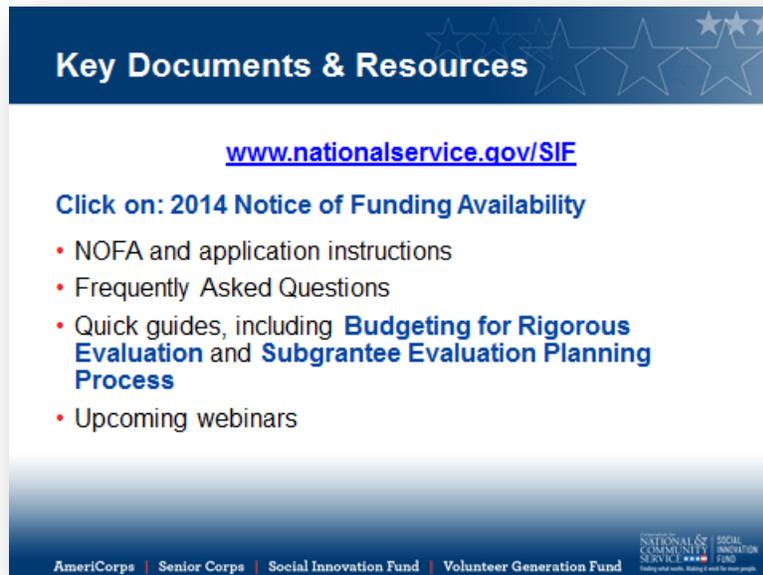
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Once they've reviewed and assessed the applications, a subset of those applications go to internal review, meaning being reviewed by Corporation staff.

In order to assist us in making our final funding decisions, we will ask for clarification from some applicants. And then we'll make our final funding decision, which officially is made by the CEO of our agency, Wendy Spencer, and then organizations are notified whether they have been selected for funding or not. Part of that notification process is our appropriators being notified as well as folks from Congress whose districts the applications that we're going to fund fall in.

And then finally grant awards will occur before September 30th.



The slide features a dark blue header with the text "Key Documents & Resources" and a decorative pattern of white stars. Below the header, the URL www.nationalservice.gov/SIF is displayed in blue. Underneath, the text "Click on: 2014 Notice of Funding Availability" is followed by a bulleted list of resources: "NOFA and application instructions", "Frequently Asked Questions", "Quick guides, including Budgeting for Rigorous Evaluation and Subgrantee Evaluation Planning Process", and "Upcoming webinars". The footer contains navigation links for "AmeriCorps", "Senior Corps", "Social Innovation Fund", and "Volunteer Generation Fund", along with the National & Community Service logo and the Social Innovation Fund logo.

Hopefully by now all of you have had the opportunity to check out the NOFA page on our website. That's where you can find our Notice of Funding Availability as well as application instructions, and those are the two key documents that you need to refer to in order to submit an application. Additionally there's a Frequently Asked Questions document and various guides that can assist you to develop your application. This is the final webinar, but links to the past recordings are on the website as well as transcripts.

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So now what we want to do is open it up for your questions. Hopefully you've already been submitting them via the chat function. Please continue to do so. And Jerian [host] is going to let us know which ones we have so far responded to.

[Host] Great. Thank you. We do have several questions.

- Does Puerto Rico, the Commonwealth of Puerto Rico, qualify for this funding?
 - **[Lois]** Eligible intermediaries from Puerto Rico are eligible to apply for funding.
- Is the Public Law 638 Funding, the BIA, eligible to be used for the cash match? It loses its federal ID once a tribe receives it and becomes the tribe's funds. We have used it for USDA matches as well.
 - **[Lois]** We would have to check on that specifically, so if you could send that specific question to innovation@cns.gov, we can check into that for you and respond directly to you.
- Does the language "a unit of local government" include a school district?
 - **[Lois]** I believe so. So I think the question is could a school district then be part of an eligible partnership, and the answer should be yes. But we'll confirm.
- Can you please clarify what the project period start date is for the Fiscal Year 2014 fund – the month/year? And if we apply for a \$3 million award, will it be \$3 million a year for the three-to-five year period or would we need to reapply every year for a specific dollar amount?
 - **[Lois]** So the start date will probably be October 1st. It could conceivably be prior to that, but we're expecting grant awards to go out by September 30th at the latest, so October 1st is what you'd reasonably expect to have as your start date.

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- In terms of the amount of grant funds, you would tell us how much you are requesting per year. So if you wanted \$3 million per year, that's what you'd put in your application. If we did three years up front, you would get \$9 million deposited in your account within HHS, which is how we distribute our grant funds, and you would draw down from there.
- Are SIF funds eligible for construction activities so long as it's in the mission of the grant?
 - **[Lois]** We got that question before, and it actually is going to appear in our FAQ. Generally speaking, the funds can be used for any eligible activity that we have approved you for, so conceivably that could involve construction, but we'd need to know more specifically exactly what that means to you – how that fits in with what you're proposing to do. So the answer that we're going to give is somewhat general. If you have real specifics of what you're talking about, you could send it to innovation@cns.gov and we'd respond to you directly.
- Are you seeking volunteers to review the applications?
 - **[Lois]** We are.
- How might they let you know that they are interested?
 - **[Lois]** Yes. There's a link on the same NOFA page for individuals that are interested in being reviewers for our applications.
- The intermediary grantee must be a 501(c)3. Must subgrantees also be a 501(c)3 or can they be a not-for-profit?
 - **[Michael]** So subgrantees also have to be 501(c)3s as far as I know, and in my years of philanthropy, 501(c)3 and nonprofit are the same thing, so the answer is they must be 501(c)3s and nonprofits.
 - **[Lois]** The eligibility section of the NOFA gives some examples of what subgrantees – the types of organizations the subgrantees can be if that would be helpful.
- What about a 502(c)14(s)?
 - **[Michael]** So if you have a specific code in the IRS – I mean, even under the 501(c) code there are a lot of subsections. If you do have a question about a specific code, go ahead and send that to us at innovation@cns.gov, and we'll check it. But first, as Lois mentioned, go ahead and look at the subgrantee section on our Notice of Funding Availability to see if that answers your question.
- The website says March 17th was the deadline to volunteer to be a reviewer. Has that deadline been extended?
 - **[Lois]** It hasn't been officially extended, but we're always – we haven't kind of finished reviewing all the applications to determine that we have the number that we need, so it can't hurt to go ahead and send your application in anyway.
- How much of the overall budget needs to be allocated to external evaluation?
 - **[Lois]** Very good question because that definitely is a challenge, and in our experience often organizations don't allocate as much funds as they should to evaluation. We don't have a set percentage or amount, but we do have a resource on our website that's based

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on our experience over the last three years that will give you some guidance in determining how much to allocate for evaluation.

- Can you explain a little bit more on the front-loading SIF funds for throughout the years. I thought that we were only submitting a one-year budget.
 - **[Michael]** Yes. So you are asked in your application for how much money you want each year. And these are three-to-five-year grants, and so if you ask for \$3 million a year, as Lois mentioned earlier, we would put in your account \$9 million because that's three years of funding.
- As a United Way that both runs its own programs and makes grants to others, I'm wondering if you have guidance on how we need to split the funds between ourselves and the other nonprofits?
 - **[Michael]** I'm not sure if I completely understand the question. The way the Social Innovation Fund grants work is you have to pass through to your nonprofit competition 80% of what we give you. So if we give you a grant of \$1 million, you have to grant out \$800,000.00. You can keep the remaining 20% for administrative purposes. And as long as they are qualifying expenses, you can use that how you need to use it. I would encourage that person, and there's probably a little bit more history or context there that would be needed for me to really answer that question, so if I didn't answer it, please email us at innovation@cns.gov and we'll get back to you.
- When you say that three years of funding is available up front, do you mean that the grantee has discretion as to how much to spend each year? Say a project needs upfront investment.
 - **[Lois]** No. We would expect you to fund each year based on the budget that you submitted to us initially. However, each year you might have a conversation with your grants officer and your program officer to talk about the fact that maybe your plans have changed or there are other reasons why you need to re-do your budget, and if you get approved to do so, then the amount might change on annual basis.
- Please clarify the one-to-one match: Is the grantmaker to provide the one-to-one and also each nonprofit or is just one-to-one match from the nonprofits with the grantmaker providing the leadership role without having to also match the one-to-one.
 - **[Michael]** So it's a two-to-one match. So we make grants between \$1 to \$10 million to grantmaking intermediaries, who match that grant 100%, one to one. They then host open competitions to find nonprofits that are subgrantees. And those nonprofits get grants of at least \$100,000 a year, and they are required to match what they get one-to-one, 100% as well. And so the grantmaker, the grantmaking intermediary, is responsible for raising their own match. And that happens in lots of different ways. Some foundations have money in their budget, in their endowment, where they can go ahead and take care of that match outright. Others actually have to raise those dollars. And then in terms of the nonprofits, that happens a variety of ways as well. Some of our foundations have been very generous and help their subgrantees with much of their fundraising, even providing some of that. And others provide a little less help. But those nonprofits are then required – the responsibility falls on them for getting the match. And we expect our grantmaking intermediaries to be supportive.
- If I'm not eligible to be the grantmaker, how can I find a list of grantmakers that I might apply for as a subgrantee?

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- **[Michael]** So those nonprofits that are interested in the Social Innovation Fund competitions, as we mentioned earlier, grant awards to the grantmakers will be made sometime in August, and so look out for our website for those grantmakers and then stalk their websites. And sometime probably within six months they will launch their own competitions across the country, and we will certainly put on our website information about those competitions as well.
- What should be our goal for percentage of funds to use for operating the grant? Can do 20% but can do smaller. Is it better to have a smaller percentage or more robust evaluation and subgrantee support?
 - **[Michael]** That's entirely up to you as a grantmaker. You can use up to 20% of the dollars that come from the Social Innovation Fund on administrative costs. But you also can use your match. So you're required to move 80% of our dollars, but as a grantmaker you can choose to use your match whatever way you think is helping to fulfill the purposes of the grant. So if you feel like there's a training and technical assistance component that your subgrantees need, you're certainly welcome to spend that out of your grant as well.
- Is the subgrantee match of the whole amount or just the 80% that is granted out. For example, I receive \$1 million year one, grant out \$800,000, are the subgrantees matching the \$800,000.00 or the \$1 million?
 - **[Michael]** They're matching the \$800,000.00. Now presumably you'll probably have more than one grantee because you would have matched it as well so there will be more dollars. And so the subgrantee matches actually what they get. They're not responsible for matching any more than what they receive.
- If you ask for \$3 million a year at the application time, and for three years it would be \$9 million, and provide match documentation for year one, when do you provide match documentation for year two and year three?
 - **[Lois]** We don't formally request documentation up front for the subsequent years, but you submit financial reports to us twice a year, and at that time we'll be assessing if you seem to be on track toward meeting your match, and your program officer will be doing assessment and having conversations with you throughout each year as well. So for the first year, as part of making our decision about whether or not to fund you, we look for documentation of 50% of the match, and then beyond that we're just tracking what you're actually able to document that you've matched on the books.
- Is evaluation considered a direct expense or does it need to be budgeted within the 20% that may be kept for administration, etc.?
 - **[Lois]** Evaluation could show up in the subgrantee budgets as well as in your budget, or either of those or both.
- Please describe how the grant matches work again.
 - **[Michael]** I'm going to go ahead and show this slide. That might be helpful.

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So as you can see here, this kind of explains it. So the Social Innovation Fund makes grants between \$1 and \$10 million a year to eligible grantmaking institutions. Those grantmakers, or intermediaries, are responsible for matching what we give them one to one. They then combine our funds with their funds and host open competitions for nonprofits. They make grants to those nonprofits of at least \$100,000 per year, and those nonprofits match what they receive one to one. So if you are a grantmaker and you received a million dollar grant, you're responsible for matching a million dollars. If you then run an open competition and make a grant to a nonprofit for \$100,000, they are responsible for matching that one to one as well.

Janette, as someone who has done this work, maybe it would be helpful to talk about how that's worked in your case.

[Host] And I'm sorry but she chatted with me indicating that she had a hard stop and needed to leave the webinar, so she is no longer available.

[Michael] All right. If my explanation was not helpful, we have videos on our site that have graphics, and we have lots more information on our website that that can provide. And in the actual Notice of Funding Availability, that maybe speaks about it even more clearly.

And we probably will need to take just about one more question and then we'll need to wrap it up.

- The last question will be, will there be another NOFA opportunity in 2015 for new applicants?
 - **[Michael]** We hope so. You know, like most federal agencies we receive our funding thanks to congressional appropriations, and so we're excited to see in the President's budget that went out, and you can find on the Corporation for National Community Service website, there is a \$70 million budget request, which keeps us at the levels of this year, so hopefully Congress will agree and we'll be back with another 2015 funding competition. But we have to wait for the congressional appropriations process to work itself out.

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- Okay. If you do have time for one more question, one was just submitted. What if you have an indirect cost rate that is higher than 20%?
 - **[Michael]** So that's on you. So with our grant budget, you can only spend 20% of what we give you on administrative activities. If you want to spend more of your dollars on administrative activities, that's entirely up to you. But you can only use up to 20% of our dollars on administrative costs.
 - **[Lois]** And I would add that indirect cost rate tends to be related to overhead costs, and when we're talking about the administration of a grant we're talking about oversight and monitoring, training and technical assistance, possibly evaluation support, etc., so that's where the 20% and possibly all of your match would cover, which is different from your indirect cost rate. And you can submit to us your indirect cost rate if you want to use that for overhead.

How to Reach Us

Email: innovation@cns.gov

Voicemail: 202.606.3223

Updates: Sign up at www.nationalservice.gov/sif

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Finding what works. Making it work for more people.

[Michael] I think we'll have to wrap it up here, but you can see the last slide shows how you can email us if you do have any other questions, innovation@cns.gov. You can reach our main phone number, 202-606-3223. And certainly you can sign up for updates or find more information on our website, nationalservice.gov/sif. Thank you all so much for your time. Thank you GEO, Council on Foundations, Independent Sector for being great partners in organizing this. And thank you Janette from the Corporation for Supportive Housing for sharing your story.

Have a wonderful day and we look forward to some phenomenal applications from all of you.

[Host] And that is the end of the webinar. Thank you, everyone. Bye now.