Enterprise

Thome Aging Well: Scale What's Working Round II
Frequently Asked Questions

General

- Can organizations apply for both the Built Environment and Programs track?
  - No – applicants must select either the Built Environment **or** Programs track.

- If I received funding through Scale What's Working Rounds I or II, am I still eligible to apply for the Thome Innovation Request for Proposals (RFP) that will be released later in the year?
  - Yes.

- Do I have to use the checklist provided in the RFP?
  - No – the checklist is provided as a tool for your use to help guide you through the application. You do not need to submit the checklist to us.

- Can you define "housing-based"? Are these services brought into people's homes or can they be virtual? Also, would you accept projects that occur within senior housing? For instance, PACE?
  - Services provided should assist seniors with aging safely and comfortably in their homes, and in most cases, will be delivered in their homes or within their communities. We would consider virtual service delivery. We would also consider projects that occur within senior housing.

- Does "housing-based services and supports" mean that participants of the program must reside in senior housing rather than their own homes?
  - Participants can live in multifamily housing or their own single-family home. This includes dedicated senior housing.

- Would a program be eligible that is serving older adults with housing instability - providing supports to help them move into safe, quality permanent housing?
  - Yes – if your program meets the requirements outlined in the RFP. However, grant funds may not be used for direct payments to homeowners or landlords to offset rent, mortgage, or tax arrears or for the purposes of built environment modifications.
- Is there a preference for proposals that serve individuals with incomes that are 30% of Area Median Income (AMI)?
  - Yes. Preference will be given to proposals that request funding to support those who belong to a community or group that has and is continuing to experience persistent health inequities. This may include the following:
    - Black, Indigenous, and People of Color
    - Extremely low income (30% of AMI or lower)
    - Persons with disabilities
    - LGBTQ+ populations

- Other (please describe)

- What if my proposal serves older adults with mixed incomes? Some have Housing Choice Vouchers; some pay market rate rent.
    - The Thome Aging Well Program funds proposals that serve older adults with household incomes that are 80% AMI or lower.

- Is there information available online about the proposals that were awarded funding as part of Round I?
    - Round I information is available on our website - https://www.enterprisecommunity.org/blog/michigan-and-maryland-programs-older-adults-expand-reach-grant-support

- How many grant awards were made in the previous funding round versus grant applications received? How competitive do you expect this round to be?
    - Only affordable housing owners/operators, public housing authorities, and tribal designated housing entities were eligible to apply for funding in Scale What's Working: Round I. The eligibility requirements for this second round are more expansive, and we expect a large number of applications.

- Will there be additional rounds of funding or is this the last one?
    - Currently we do not plan a third round of Scale What's Working funding. Later in 2023, we will release an RFP for the Innovation Round of the Thome Aging Well Program. That round will be open to both new applicants and former and current Program grantees who propose an innovative approach to aging with dignity.

- Is this grant limited to organizations that have previously received funding from Enterprise and are scaling those programs? Or can we use it for programs not funded by Enterprise, but that we are still seeking to scale?
    - The grant is open to all organizations that meet the eligibility requirements. Grants may be used to scale any eligible program, regardless of original funding source.

- When budgeting for the learning collaborative travel expenses, is this a full day event (would overnight travel budgeting be suggested)?
    - Overnight travel budgeting is recommended for organizations who are outside of the Columbia, Maryland, area.

- Can we include a stipend for families to purchase safety equipment, supplies, respite care, etc., if we are applying under the Programs track?
    - Direct payments to participants are an ineligible expense.

- Is an electronic copy of our board president's signature acceptable?

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- Yes – all documents/attachments included with the application will be submitted electronically through Slide Room.

- What are you looking for in terms of the evidence-based attachment?
    - We have provided a broad list so you can use examples from your own program delivery or certain available research. All applications must illustrate that the proposed program or built environment modification is based on proven strategies. The following types of evidence may be used:
        - Case studies or program participant or staff narratives or testimonials that illustrate the impact of proposed activities on the lives of current participants served.
        - Outcome data to illustrate program effectiveness. *Outcome data examples include participant self-reported physical or mental health status, activity levels, consumption of healthy foods, access to primary care, etc.*
        - Program performance data (e.g., tracking program outputs.) *Performance data examples include frequency and type of services delivered, people served, program attendance, etc.*
        - The proposed program has been successfully implemented with older adults and is based on best practices as illustrated by white papers, program evaluations, published reports and/or peer-reviewed literature.

- Can grant funds be used to pay for training for existing staff?

    - Yes, if the training is directly related to the scope of work detailed in your proposal and will benefit older adults.

Programs Track

- How are you defining "program delivery"?
    - Program delivery includes all aspects of a program designed to benefit older adults. This encompasses any required contracts or consulting agreements, hiring of staff and acquisition of necessary materials, the actual provision of services and supports, and any required accounting or reporting.

- Does this grant support nonprofits addressing food insecurity?
    - Absolutely.

Built Environment Track
- Are churches and organizations eligible to apply for facility repairs through the Built Environment track?

- Repairs to nonresidential buildings are not eligible for funding under Scale What's Working: Round II. Churches and organizations may apply for funds to repair/modify single- or multifamily housing to enable older adults to age safely and comfortably in their homes through the Built Environment track **OR** to fund services that support older adults through the Programs track.

- Does this grant only apply to residential facilities? Or are other building types, such as churches eligible, too?
    - If applying under the Built Environment track, the proposed modifications must be made in single or multi-family residences. If applying under the Programs track, services/supports may be provided to older adults in their homes or elsewhere in the community, such as in a church or community center.

- Regarding the Built Environment track, are we able to use funds for case management? Or to build-out the case management process of our program?
    - Case management is eligible under the Programs track but not the Built Environment track.

- The last round of the grant had a 25% cap on budget items to be used for structural repairs. Is there a cap with this round?
    - In Scale What's Working: Round II, applicants are required to apply under either the Built Environment or the Programs track. If you choose to apply under the Built Environment track, there is no cap on the amount of your proposed budget that can be used for structural repairs. If you are applying under the Programs track, no part of your proposed budget can be used for structural repairs.

- Is the Health Action Plan a separate application?
    - Organizations applying for the Built Environment track can indicate their interest in participating in the Health Action Plan as part of the overall grant application. A separate application is not required.

- Does the Built Environment track use the same budget template?
    - Yes. All applicants use the same budget template.

- Do Built Environment applicants need to have their projects completed within three months?
    - Built Environment track applicants should start their proposed activities within the three-month timeframe. This can include preparation for the built environment modifications, such as applying for permits, securing contractors, etc.

- Can Built Environment funds be used for modification at a group home?
    - Yes. Single or multi-family housing modifications are eligible.

- Can Built Environment funds be used to pay for durable medical equipment?
    - Built Environment funds can be used for structural modifications that remain with the single- or multi-family housing. Durable medical equipment that is personal or temporary is not an eligible expense.

- Can this grant be used to fund a new program?
    - Yes, if the new program is supported by an evidence base that illustrates your organization is built upon a proven model.

Partnerships

- Can organizations apply as the lead applicant on one application and as a partner on another application?
    - No – an organization can apply either as a lead applicant or a partner, but not both.

- With partnerships, which organization serves as the lead applicant?
    - The organization with the best ability to provide the required documentation should serve as the lead applicant. With established partnerships, the lead must include a formal partnership agreement clearly outlining roles and responsibilities of all partners involved.

- Does my organization have to apply as part of a partnership?
    - Partnerships are encouraged but not required.

- Are "partners" only those organizations formally joining in the application?
    - "Partners" may include those organizations who are submitting a joint application, in which case you will need to submit formal partnership agreements as part of your application. For example, if a public housing authority joins with a local health system to provide onsite community health workers, the lead organization must include a signed agreement from the partner organization. "Partners" can also be defined as contractors/consultants or vendors that are essential to your program delivery. In this case, you should highlight those organizations (or type of organization) in your application, but it is not necessary to include signed agreements.

- We partner with a local agency that provides social services to seniors in our building. Is this suitable for partnership for this RFP?
    - Absolutely.

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Financial and Organizational Information

- Can we submit our 2021 financial statements if our 2022 statements are not yet available?
    - Yes – Please provide your organization's most recent audited financial statements.

- What if my organization does not have audited financial statements?
    - If your organization does not have audited financial statements, please submit company certified financial statements.

- What if my organization does not have either an audited or certified financial statement?
    - If your organization does not have audited or certified financial statements, follow the instructions below to ensure that you do not lose points on your application.
        - Upload into Slide Room in the financial spot a written explanation of why your organization does not have the audited financials, (i.e., your organization has been established for fewer than 12 months, etc.) <u>AND</u>
        - Upload the alternative financial information your organization can provide. Ensure that these statements are signed by your organization's treasurer or financial officer. If your organization does not have a treasurer or financial officer, note this in your written statement and have your Chief Executive Officer, Executive Director or Managing Member sign the financial statements.
        - If your organization is awarded, you will be required, as part of your grant agreement, to submit the required information as soon as it is available.

- What if our Certificate of Good Standing is held through a State Government Office since we are a government entity?
    - Submit what you have and explain what you are submitting and why.

- My organization has been approved for an extension of our Certificate of Good Standing. Will you accept the expired certificate?
    - Yes. Include a copy of the a**pproved** letter of extension that shows the date of expiration for the extension.

- Does my organization have to serve residents in Michigan AND Maryland?
    - No – organizations only have to serve residents in either Michigan OR Maryland.

- Does my organization have to be headquartered in Michigan or Maryland?
    - No – your organization does not have to be headquartered in either state, but the organization must serve residents in Michigan and/or Maryland and the grant must be used to support residents in Michigan and/or Maryland.

- Is the grant funding a reimbursement or disbursement process or is funding received up front?

- Funding is received up front. Grantees will receive half of the grant amount at the start of the period of performance and the second half at the mid-point of period of performance, assuming sufficient progress and spend down of funds has occurred.

- Is there a maximum amount for staff and fringe benefits as a percentage of the total grant request?
    - There is no maximum amount, but there is a 10% cap for indirect expenses unless additional explanation is provided as requested in the RFP.

Media/Video/Photos

- My video or document attachment is larger than 5 MB, where can I upload this in the application?
    - Please upload all attachments that are larger than 5 MB to the Portfolio/Media section of the application. At the bottom of the main application page, please select "Continue to the Next Step." On the next page you will see a Media section for uploading larger files. If preferred, you can also provide a link to YouTube, Vimeo, etc.

- If our proposal is to Scale Out - i.e., to scale to a new location - should the video focus on the program in the current location or the new location where the program is not yet running?
    - Applications must include a video that illustrates the need for your proposed program or built environment modifications. The video may include testimonials from impacted community members, statements from partner organizations, evidence of needed building improvements, etc. Applicants may submit previously produced videos; however, videos need not be formally produced. Submitted videos should run **no more than** 5 minutes. Your video should focus on whatever you think best illustrates the need for the proposed activity.

- For the impact video are we able to upload a YouTube link?
    - Yes – Please upload YouTube links in the Portfolio/Media section of the application. To access this section of the application, click "Continue to the Next Step" at the bottom of the main application page. On the next page you will see the Portfolio/Media section. Please select the "Add Media" button and then choose "Link to Media" to add a video link from YouTube, Vimeo, etc.

- Will any support or resources be offered for video production?
    - No – we do not expect videos to be expertly produced. We welcome videos created on smartphones. We are most interested in visually seeing and hearing your story. Your video could be an interview with a resident, a scan of the building space where you are planning modifications, a conversation with resident service staff, etc. You should consider the video as another opportunity to communicate the importance of the work that you are doing. Please focus on the content rather than the video quality of the final product.

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- Am I able to upload photos of our work in the community in the Portfolio/Media section?
  - Yes – photos can be uploaded in the Portfolio/Media section and are welcome as part of your application.

- If we propose to conduct individual home modifications under the Built Environment track, what would we include in the video if we cannot take photos of specific homes?
  - Examples of how to approach this could include a video of before and after photos of homes where you've made these types of improvements in the past, a video with verbal narrative of what the needs are and that shares more about the community that you are working in, etc.

Webinar

- Will the webinar recording be shared with participants?
  - Yes – it will be available on Enterprise's YouTube page and was shared with everyone who registered for the webinar.

- Will you provide the webinar slides to attendees?
  - Yes – a copy of the slides was sent to attendees and is available on our website here