FY19-21 Core Investment Cycle Application Questions

**Objective:** Increase the # of Opportunity Youth (ages 15–25) completing education and job training that provides pathways to career advancement

**Agency profile**
1. Executive director or chief executive officer contact information: name, job title, email address, phone number, extension.
2. Chief financial officer or primary finance contact information: name, job title, email address, phone number, extension.
3. Board chair contact information: name, job title, email address, phone number, extension, term start date, term end date.
4. Person completing funding application contact information: name, job title, email address, phone number, extension.
5. Organization’s mission statement.
6. Fiscal year end date.
7. Organizational revenue [FY 2017],
8. Projected organizational revenue [FY 2018].
9. Upload board list that includes member name and affiliation (i.e. current or former employer).

**Demographic profile (Answers will not impact funding decisions.)**

<table>
<thead>
<tr>
<th>Organizational Leadership Demographics</th>
<th>Executive Director</th>
<th>Senior Staff (Excluding ED)</th>
<th>Board of Directors</th>
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<tbody>
<tr>
<td>African American or Black</td>
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<td>American Indian or Alaska Native</td>
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<td>Individuals living with disAbilities</td>
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<td>Individuals NOT living with disAbilities</td>
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United Way of Greater Philadelphia and Southern New Jersey
Alignment

Program design

1. Provide the start and end dates for the 2017 program year.

2. In which of the following industries did the organization place Opportunity Youth who were seeking jobs during the 2016 and 2017 program year? [Check all that apply]
   - Business and financial services
   - Construction and infrastructure
   - Early childhood education
   - Healthcare
   - Manufacturing and logistics
   - Retail and hospitality
   - Technology services
   - Other
   - None of the above

3. In 750 words or less, describe the organization’s workforce program that serves Opportunity Youth (ages 15-25). Make a clear connection between the program design and intended program impact. Be sure to include a discussion of the following elements, if applicable:
   - Community context
   - Duration and frequency of program activities
   - Details on program design/structure (such as recruitment, screening, staffing, education, training, job placement, and/or advancement activities)
   - Intended program impact

4. In 500 words or less, explain why the organization chose the stated approach to providing workforce programming for Opportunity Youth. Describe the community needs, client needs, employer/industry needs, published or unpublished research, resources, best practices, and/or experiences that informed the program’s design.

Targeted service delivery

5. Which of the following targeted sub-populations of Opportunity Youth does the program have an intentional strategy for recruiting and serving? [Check all that apply]
   - Immigrant/Refugee Opportunity Youth
   - LGBTQIA Opportunity Youth
   - Opportunity Youth experiencing intimate partner violence
   - Opportunity Youth experiencing homelessness and/or housing instability
   - Opportunity Youth experiencing substance abuse issues
   - Opportunity Youth experiencing mental health issues
   - Opportunity Youth living with physical disAbilities
   - Opportunity Youth living with mental disAbilities
   - Opportunity Youth living at or below 200% of the federal poverty level
   - Opportunity Youth with low literacy and/or low numeracy skills
   - Opportunity Youth who are returning citizens
   - Opportunity Youth who are recipients of TANF
6. **In 250 words or less,** describe how the program determines the needs of the target sub-population(s) checked in response to the previous question.

7. **In 500 words or less,** explain how the program tailors its staff training, recruitment/identification, retention, job training, and/or job placement/advancement services to meet the need(s) of the target sub-population(s) checked in response to the previous question.

**Partnership**

8. **In 500 words or less,** describe the key employer and/or industry partnership(s) the organization leverages in the delivery of the workforce program for Opportunity Youth. Include a discussion of the organization’s strategy for engaging employers and how these partnership(s) respond to employer industry needs and contribute to the organization’s ability to achieve the intended program impact.

9. **In 500 words or less,** describe any other key partnership(s) the organization leverages to deliver the workforce program for Opportunity Youth, especially partnerships that ensure individuals and/or families have access to stability supports. Include a discussion of how these partnership(s) contribute to the organization’s ability to achieve the intended program impact. [Exclude a discussion of employer and/or industry partnerships in this response.]

**Performance results**

Each performance measure has an alternate option: "Organization does not collect data for this performance measure." Fiscal year 2016, fiscal year 2017, and projected fiscal year 2018 performance results will be collected.

**1. How much?**

- # of unduplicated Opportunity Youth (15–25) served
- # of unduplicated Opportunity Youth (15–25) enrolled in a job training program
- # of unduplicated Opportunity Youth (15–25) enrolled in a job training program who are members of one or more of the following targeted groups: veterans, individuals living with disabilities [physical/mental], returning citizens, and/or recipients of TANF
- # of unduplicated Opportunity Youth (15–25) enrolled in an employer-demand driven job training program
- # of unduplicated Opportunity Youth (15–25) enrolled in a credentialing program
- # of unduplicated Opportunity Youth (15–25) enrolled a high school diploma or GED attainment program

**2. How well?**

- # of unduplicated Opportunity Youth (15–25) who completed a job training program
- # of unduplicated Opportunity Youth (15–25) who completed an employer-demand driven job training program
- # of unduplicated Opportunity Youth (15–25) who completed a credentialing program
• # of unduplicated Opportunity Youth (15–25) who completed a high school diploma or GED attainment program
• # of unduplicated Opportunity Youth (15–25) who received an industry-recognized credential
• # of unduplicated Opportunity Youth (15–25) who received their high school diploma or GED
• # of unduplicated Opportunity Youth (15–25) who were enrolled in at least one public benefit

3. Is anyone better off?
• # of unduplicated Opportunity Youth (15–25) placed in a job
• # of unduplicated Opportunity Youth (15–25) placed in a job who are members of one or more of the following targeted groups: veterans, individuals living with disAbilities [physical/mental], returning citizens and/or recipients of TANF
• # of unduplicated Opportunity Youth (15–25) placed in a job in which they earned a living wage
• # of unduplicated Opportunity Youth (15–25) placed in a job connected to a career pathway

4. List the name(s) of the workforce program(s) that the organization used to achieve the performance results provided above.

5. Which of the following work-based training opportunities were utilized by the Opportunity Youth job seekers trained and/or placed during the 2016 and 2017 program years? [Check all that apply]
• Apprenticeships
• Earn and learn opportunities
• Internships
• Job shadowing
• On-the-job training
• Pre-apprenticeships
• Transitional jobs
• Other______
• None of the above

6. Disaggregate the following indicator – number of unduplicated Opportunity Youth (15–25) enrolled in a job training program in the 2017 program year – by:
• Race/ethnicity
• Gender
• Age
• Individuals above 200% of the federal poverty level
• Individuals at or below 200% of the federal poverty level
• Individuals served at site(s) in the following zip codes with concentrated poverty:
• Individuals served from the following zip codes with concentrated poverty:

   Atlantic County: 08217, 08401
   Burlington County: 08015, 08068
   Cape May County: 08251

United Way of Greater Philadelphia and Southern New Jersey
Camden County: 08102, 08103, 08104, 08105
Cumberland County: 08321, 08324
Delaware County: 19013, 19014
Montgomery County: 19401, 19464
Philadelphia County: 19121, 19122, 19124, 19131, 19132, 19133, 19134, 19139, 19140, 19141, 19142, 19143, 19144

- Service across UWGPSNJ’s counties

7. **In 250 words or less**, provide any additional information that may assist reviewers in better understanding the performance results provided in this section.

8. **In 500 words or less**, describe how the organization uses client, program implementation, and outcome data to improve program quality and assess progress toward program goals/objectives.

Organizational capacity

Learning community participation

1. Is the organization willing to commit staff time to participate with UWGPSNJ’s learning communities in accordance with the expectation outlined in the Funding Tier guidance document? (Y/N)

2. If the organization is applying to be a Regional or Key partner, upload the job description for the individual who will participate with the learning community meetings. [Enter N/A if applying to be a Supporting Partner in this objective.]

2-1-1

1. Is the organization’s information in the 2-1-1 (NJ and/or PA) database system? (Y/N)

2. If yes, is the organization’s information (location and service) updated in the 2-1-1 (NJ and/or PA) database? (Y/N)

3. **In 200 words or less**, describe how the organization promotes 2-1-1 (NJ and/or PA) as a resource for the individuals and families served.

Trauma-informed care

1. Which of the following most closely represents how the organization delivers trauma-informed services:
   - The organization’s services are not currently trauma-informed.
   - The organization implements a trauma-informed approach when delivering some services.
   - The organization implements a trauma-informed approach when delivering most services.
   - The organization implements a trauma-informed approach when delivering all services.
Advocacy

1. In 500 words or less, describe the organization’s experience advocating for solutions to improve education, financial stability, and/or community well being. Include an overview of relevant organizational alliances or collaborations, successes achieved as a result of the advocacy work, and how the advocacy effort is connected to the organization’s programmatic work and/or mission. Limit the response to the last three years. [Enter N/A if the organization does not currently engage with any advocacy efforts.]

Two-generation approach

1. Which of the following most closely represents how the organization delivers services to more than one generation of clients:
   - The organization does not currently offer programming or assistance to the families of clients.
   - The organization offers programming or assistance to the families of clients.
   - The organization offers programming or assistance to and tracks outcomes for the families of clients.

Volunteer management

1. Total # of volunteers engaged during fiscal year 2017.

2. Total # of volunteers engaged during fiscal year 2016.

3. Who on staff is responsible for volunteer management:
   - Organization has one or more FTEs dedicated to volunteer management
   - Organization dedicates part of a FTE to volunteer management
   - Volunteer management is not part of anyone’s specific job responsibilities and is treated as “other duties as assigned”
   - Not applicable

4. In 350 words or less, describe the organization’s approach to managing volunteers. [Enter N/A if the organization does not currently engage volunteers in its work.]

5. In 350 words or less, describe the organization’s approach to utilizing volunteers to achieve its program goals and/or mission. Include an overview of the positive programmatic and/or organizational results achieved as a result of volunteer activities. Limit the response to the last three years. [Enter N/A if the organization does not currently engage volunteers in its work.]
Program budget

Use the template below to provide an overview of the programmatic revenue and expenses required to achieve the performance results (i.e. outcomes) specified in the results section. Provide actual expense and revenue information for the 2016 and 2017 program year. Provide projected expense and revenue information for the 2018 program year. The template categories are directly aligned with those that would be reported in the organization's audited financial statements and/or 990. The definitions below provide additional clarification.

1. The total indicated in the Expenses column is what percentage of the organization's overall budget? [Separate calculation for 2016, 2017, and 2018.]

2. Explain the dollar amount in the Other Income and/or Other Expenses columns for 2016, 2017, and 2018. [Enter N/A if box was left empty.]

3. What is the cost per unit of service/customer served in 2016, 2017, and 2018?

4. Explain how the cost per unit of service/customer served was calculated for 2016, 2017, and 2018.

5. List the organization’s top five funders and corresponding funding amounts for 2016, 2017, and 2018.

**Direct Expenses** – Program services expenses should be included here. Direct expenses include any costs associated with delivering program services. Examples of such expenses include: rent, consumable supplies, client activities and incentives, postage, travel, marketing, outreach, etc. Do not include costs related to training, professional development, program staff salaries, program staff benefits, program staff payroll taxes, subcontractors, consultants, or professional fees in this line.

**Other Expenses** – Support services expenses should be included here. Examples of costs related to support services include: printing, meeting costs, insurance, dues, subscriptions, etc. Do not include fundraising, consultant fees, administrative overhead, or training, conference and related travel costs in this line.

*Continue to Next Page for Budget Template*
<table>
<thead>
<tr>
<th>REVENUE</th>
<th>2016 Actual</th>
<th>2017 Projected</th>
<th>2018 Projected</th>
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<tbody>
<tr>
<td>United Way of Greater Philadelphia &amp; Southern New Jersey</td>
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<tr>
<td>Corporations, Foundations and/or Other United Ways</td>
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<td>Government Grants and/or Contracts</td>
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<tr>
<td>Fundraising</td>
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<tr>
<td>Program Service Fees, Memberships and/or Dues</td>
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<tr>
<td>Rental Income and/or Facilities Management Fees</td>
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<td>Other Income</td>
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<table>
<thead>
<tr>
<th>EXPENSES</th>
<th>2016 Actual</th>
<th>2017 Projected</th>
<th>2018 Projected</th>
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<tbody>
<tr>
<td>Salaries, Benefits &amp; Payroll taxes</td>
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<tr>
<td>Subcontractors, Consultants and/or Professional Fees</td>
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<td>Indirect Cost/Administrative Overhead</td>
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<td>Training and/or Conferences and Training/Conference Related Travel</td>
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<td>Additional Direct Expenses</td>
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*Organizations should provide actual or projected information based on fiscal year end and timing of the end-of-year financial reconciliation.