

**VILLAGE OF HEMPSTEAD
EMPIRE STATE POVERTY REDUCTION INITIATIVE
(ESPRI)
RFP TECHNICAL ASSISTANCE WORKSHOP**



April 12, 2018
Session 1: 12-2pm or
Session 2: 3-5pm

Hempstead Public Library
115 Nichols Ct. Hempstead, NY 11550

AGENDA

Goal for Today's Meeting:

- Familiarize prospective applicants with the Empire State Poverty Reduction Initiative and specifically with the Village of Hempstead's ESPRI Initiative
- Review important dates and deadlines
- Review technical requirements for submitting the RFP
- Provide an overview of the 5 Priority Areas
- Answer any remaining questions about the initiative or completing the RFP



ESPRI OVERVIEW

- In his 2016 State of the State Address, Governor Cuomo announced funding for the Empire State Poverty Reduction Initiative (ESPRI) to combat poverty in 16 localities across New York.
- The ESPRI initiative is modeled after a successful Anti-Poverty effort that was led by United Way of Rochester.
- The purpose of ESPRI is to help support community-driven poverty reduction strategies that increase economic opportunity for all New Yorkers.
- The Incorporated Village of Hempstead was selected as one of 16 communities statewide and is the only Long Island community to participate in ESPRI.

ESPRI OVERVIEW CONTINUED....

- ESPRI offers an exciting opportunity for community members to work together to develop and execute an **innovative plan to reduce the number/percentage of households residing in poverty** and increase the number/percentage of households with earned income above the Federal Poverty Guidelines.
- This initiative was designed by the state to be implemented in two phases by all 16 communities. **Phase One** was the planning phase. This phase included the development of taskforces and committees to study the problem for the specific areas and develop recommendations and potential solutions. **Phase Two** is the implementation phase. This phase calls for the funding of dynamic and sustainable projects with achievable and measurable outcomes.

RFP PROCESS AND REQUIREMENTS

Phase Two: Implementation



RFP PROCESS

- ✓ The Village of Hempstead has completed Phase One and based on committee and taskforce recommendations is **looking to fund innovative projects that will ultimately reduce the number of households in Hempstead living in poverty.**
- ✓ All projects will be competitively bid through an RFP (Request for Proposal) process.
- ✓ A total of \$900,000 is available in funding.
- ✓ Up to \$125,000 is available per priority area.
- ✓ Multiple awards can be made in a priority area.
- ✓ Applicants may submit applications for different funding areas.



RFP PROCESS

✓ **Priority Areas Available for Funding:**

- Education
- Economic Empowerment
- Health and Wellness
- Justice
- Workforce Development

- ✓ **Reminder:** The intent of the ESPRI program is to impact individuals in poverty. When applying for a priority area, applicants must clearly indicate how the proposed project will serve to reduce poverty.
- ✓ *A portion of requested funding must be allocated towards direct assistance/support for families/individuals (e.g.- emergency assistance, goods/services that would not otherwise be available to the family, etc.).*

IMPORTANT DATES TO REMEMBER

	Due Date	Notes
Bidder's Conference	April 12, 2018	Two sessions are being held. Session 1: 12-2pm or Session 2: 3-5pm.
Deadline for Submission of Questions	April 19, 2018	ESPRI@unitedwayli.org
Questions and Answers Posted	April 23, 2018	https://villageofhempsteadespri.org/rfp
Proposals Due	April 27, 2018 by 4:30pm	Note: United Way of Long Island, 819 Grand Blvd., Deer Park, NY 11729. Late applications will not be accepted.
Awards Announced	On or About May 15, 2018	All applicants will be notified by email.

APPLICANT ELIGIBILITY

To be eligible for funding, applicants must:

- 1) Be a registered 501(c)(3) tax-exempt, non-profit organization
- 2) Have an established track record of providing services to Village residents

In addition, applicants must clearly outline:

- 1) How the proposed project(s) will reduce poverty
- 2) How outcomes will be measured
- 3) How evidenced based models will be incorporated into the proposed project; and
- 4) How the agency/project will collaborate with other agencies/programs.

IMPORTANT ITEMS TO REMEMBER

READ THE INSTRUCTIONS CAREFULLY. PAY ATTENTION TO DETAILS.

- Submit **12** paper copies of the completed application and required attachments.
- Use a standard 12-point font (either Times New Roman or Calibri)
- Use 1-inch margins on 8.5" by 11" paper
- Number all pages
- Clip all proposals on the top left hand corner
- All applicants are strongly encouraged to review ALL supporting information relevant to this RFP which can be found at the Village of Hempstead ESPRI website <https://villageofhempsteadespri.org>

REQUIRED ATTACHMENTS

- **Attachment A:** Completed Application Cover Sheet
- **Project Narrative**
- **Attachment B-1:** Budget Form (Excel Document)
- **Attachment B-2:** Budget Narrative Form (Word Document)
- **Proof of 501(c)(3) Status**
- **Copy of Most Recent Audited Financial Statement**

Note: Proposals must include all of the items listed above in order to be considered complete.

All pertinent forms can be found at the Village of Hempstead ESPRI website <https://villageofhempsteadespri.org>





Request for Proposals – General Information

The Village of Hempstead Empire State Poverty Reduction (ESPRI) issued a Request for Proposals (RFP) for the Implementation of Phase II of the Village of Hempstead ESPRI for 2018-2019. Eligible applicants must be a registered 501(c)(3) tax-exempt, not-for-profit organization with an established track record of providing services to Village of Hempstead residents.

The RFP due date is Friday, April 27, 2018 by 4:30 p.m. Awards will be announced on or about May 15, 2018.

Please download and complete the application documents below, and submit to the ESPRI convener, United Way of Long Island: 819 Grand Blvd., Deer Park, New York 11729.

- REQUEST FOR PROPOSALS
- APPLICATION COVER SHEET
- ATTACHMENT B-1 EXPENDITURE BASED BUDGET
- BUDGET NARRATIVE
- APPENDIX C
- APPENDIX D

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CONTACT US

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BUDGET INFORMATION



Review the budget instructions.

- Make sure to use the Excel Budget Template form provided with the RFP.
- Check your math.
- There should be a clear methodology for all allocations.
- Personnel in the RFP narrative should match the budget section.
- Equipment should be proportional to the budget.

All organizations that receive an approved grant award of \$100,000 or greater will be required to complete and submit a Vendor Responsibility Questionnaire at www.osc.state.ny.us/vendrep.

PRIORITY AREA REVIEW



WORKFORCE DEVELOPMENT

Objective

To strengthen the financial well-being and economic status of residents in the Village through enhanced workforce development opportunities.

Potential Strategies

1. Help residents to access services, resources and information regarding employment and job training that leads to industry-recognized credentials.
2. Provide employment coaching, mentoring and support to increase the number of residents who find and retain employment.

Sample Outcomes

- Number of individuals who participate in and successfully graduate from vocational training.
- Number of participants who find and maintain competitive employment.

HEALTH AND WELLNESS

Objective

To Improve the overall health of residents by addressing the high rates of obesity, diabetes and trauma-related behavioral health concerns.

Potential Strategies

1. Utilize community health workers to educate residents on health and wellness including.
2. Offer programs for the self-management of chronic health issues.
3. Provide trainings in Trauma Resiliency.

Sample Outcomes

- Reduced number of individuals suffering from chronic illnesses.
- Decreased number of incidents, outbursts and behavioral health difficulties in schools.

EDUCATION

Objective

Provide K-12 students residing in the Village with the tools they need to succeed academically so that, as they enter adulthood, they are prepared for meaningful and competitive employment.

Potential Strategies

1. Improve educational performance at all grade levels by increasing parent engagement in the schools, reducing absenteeism and improving school safety.
2. Increase the number of students who receive a high school diploma by providing multiple pathways to graduation (including credit recovery and Career & Technical Education opportunities).

Sample Outcomes

- ❑ Improved academic performance of students engaged in program
- ❑ Additional pathways to graduation resulting from program activities and advocacy
- ❑ Collaborations/partnerships with local colleges and universities that increase post-secondary studies.

ECONOMIC EMPOWERMENT

Objective

To increase the number of low-income individuals who adopt positive financial behaviors and accumulate and preserve financial assets.

Potential Strategies

1. Arrange to provide free financial counseling to help individuals set financial goals, develop a crisis budget, build assets to make healthy financial choices, avoid predatory financial scams.
2. Provide families and individuals with the tools and resources needed to establish or rebuild credit, reduce debt, etc.

Sample Outcomes

- ❑ Number of individuals who demonstrate financial knowledge and skills
- ❑ Number of individuals who change and maintain changes to their financial behaviors
- ❑ Number of individuals who build or preserve assets

JUSTICE

Objective

To create opportunities and interventions for young people that will prevent their entry into the justice system, and to help ex-offenders reintegrate into the community so they can successfully function as members of their families and communities.

Potential Strategies

1. Help ex-offenders acquire the certificates needed (i.e., Certificates of: Relief, Disposition, Good Standing and Good Conduct) to assist them in finding gainful employment.
2. Provide job readiness and employment services to ex-offenders

Sample Outcomes

- ❑ 80% of youth who participate in the diversion program will not be arrested.
- ❑ Number of ex-offenders who acquire the certificates and are hired.
- ❑ Number of ex-offenders who find and keep jobs.

EXAMPLES OF EVIDENCE BASED-MODELS

Neighbors Link: (Workforce Development) The Neighbors Link Worker Center provides a safe place for workers and employers to meet and negotiate work.

Community Resiliency Model® (Health & Wellness) CRM trains community members to not only help themselves but to help others within their wider social network.

21st Century Community Learning Center: (Education) This program supports the creation of community learning centers that provide academic enrichment opportunities during non-school hours for children, particularly students who attend high-poverty and low-performing schools.

Junior Achievement: (Economic Empowerment) Junior Achievement programs help prepare young people for the real world by showing them how to generate wealth and effectively manage it, how to create jobs which make their communities more robust, and how to apply entrepreneurial thinking to the workplace.

North American Family Institute's Youth Police Initiative: (Justice) The Youth & Police Initiative Program brings at-risk youth together with the local beat officers to share personal stories, meals, and to have the difficult and honest discussions that are necessary in order for real change to take place.

COMMON THEMES FOR ALL PRIORITY AREAS

EMPLOYMENT AND
CAREER READINESS

MENTORING

NAVIGATION AND
RESOURCES



FINAL TIPS FOR COMPLETING A SUCCESSFUL APPLICATION

1. Did you read the directives and instructions thoroughly? Only complete applications will be reviewed.
2. Have you organized your proposal as required and responded to all of the questions on pages 8 and 9 of the RFP?
3. Have you clearly explained how your program is going to impact clients living in poverty?
4. Have you clearly described how your program is new, innovative and sustainable?
5. Have you referenced and included any elements of an evidence based-model(s) in your proposal?
6. Is your budget in line with your program design and have you set aside funds for direct participant support?

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YOU CAN'T SOLVE A PROBLEM UNTIL
YOU ASK THE RIGHT QUESTIONS

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Question and Answer Session

