

The Kresge Foundation Funding Opportunity in Memphis

“Collaborating to Expand Opportunity for Memphis Residents with Low Incomes”

The Kresge Foundation is pleased to announce a funding opportunity for civic and nonprofit partners working to expand opportunity for Memphis residents with low incomes.

Since 2013, Kresge has made a suite of investments in Memphis totaling more than \$2.5 million to support efforts that spur economic and community development. These investments, focused on advancing the lives of residents with low incomes, have supported work as wide ranging as food entrepreneurship in the Binghampton neighborhood to college attainment through the Memphis Talent Dividend.

Through this funding opportunity, Kresge is primarily looking to make investments in organizations that integrate arts and culture, community development, education, health and/or human services through the following approaches:

Supporting the Articulation of Community Priorities to Inform Decision-Making

- Identifying key barriers to social and economic opportunity in Memphis through **research, data collection, analysis or compilation**
- Convening to help establish a **shared, evidence-based understanding** of key barriers to social and economic opportunity
- **Collecting, making available or sharing key data** and information needed to inform community decision-making related to land use, blight mitigation, health and human service provision or neighborhood development
- Convening to help establish a **shared, resident-informed understanding** of key community priorities for change

Determining Plans for Action

- Convening to help **establish shared agendas** across community organizations, funders and other civic actors on key community issues
- **Creating ambitious, community-informed plans** for acting on community priorities

Enhancing the Capacity for Transformative Change

- Forming or strengthening **multi-sector collaborations or supporting efforts to integrate across disciplines** that deliver outcomes for communities with low income
- Forming or strengthening **collaborations between health care, public health, and community partners** that promote health equity and reduce healthcare costs
- **Strengthening the community investment system** through capacity building of financial intermediaries and borrowers involved in neighborhood revitalization; the development of plans and studies that seek to identify investable opportunities aligned with community priorities in neighborhoods
- **Improving the effectiveness of community development** approaches through bringing regional or national experts to speak, present, train or consult in Memphis; supporting local practitioners traveling to other communities, attending conferences and/or trainings to connect to national networks, best practices, innovative ideas and thought leadership

Strengthening Neighborhoods and Systems of Opportunity

- **Developing healthy built environments** through efforts that support healthy and affordable housing development, healthy housing policies, and land use and transportation policies and practices that promote health
- **Creating and supporting a resilient human services ecosystem** with effective policies and practices that are person-centered, outcomes oriented, integrated and holistic
- **Increasing college access and graduation** through creating clearer pathways to and through college, increasing institutional capacity of colleges serving low income and first generation students and increasing coordination of sectors and partners to improve college access and success rates

- **Integrating arts, culture, and community-engaged design into comprehensive community development or urban planning approaches** in order to increase social cohesion and agency among residents, strengthen internal and external community narratives and catalyze positive physical transformation of neighborhoods
- **Supporting neighborhood-level community development initiatives** to improve conditions in core city neighborhoods

Types of grants

We will accept applications for program support including planning and implementation activities. In specific circumstances, we will offer general operating support in the areas of creative placemaking, community development or human services. Please see the FAQs for more detail on eligibility for general operating support. We expect the majority of the grants offered to range from \$25,000 to \$150,000, for a timeframe of up to two years.

Eligibility

This funding opportunity is open exclusively to non-profit organizations and local government agencies supporting the expansion of opportunities for residents with low incomes in the City of Memphis.

Process and timeline

Kresge will consider funding requests through a two-phase selection process. The first phase involves submitting a letter of inquiry (LOI) of up to four pages addressing the questions found in the “How to Apply” section. Letters of inquiry are due by January 31, 2017 at 4pm CT/5pm EST. After internal review, the foundation will invite selected applicants to submit full proposals, with guidance regarding strategic fit with Kresge priorities. We will announce which organizations will be invited to the full proposal phase by March 24, 2017.

Strong letters of inquiry will exhibit the following characteristics:

- Focus on expanding opportunities for Memphis residents with low incomes
- Emphasis on improving racial equity
- Evidence of local community support
- Clear articulation of goals and strategies

- Collaboration with local partners
- Orientation toward learning and continuous improvement

We are more likely to make investments that:

- Are multi-disciplinary in approach;
- Draw on Kresge’s expertise in two or more of the following areas: community development, creative placemaking, health, higher education and human services;
- Have the potential to unlock additional investments or leverage existing investments from other funders.

We plan to offer multiple ways for interested organizations to learn about Kresge’s goals with this funding opportunity and to ask questions, including a webinar scheduled for Wednesday, December 7, 2016 at 3:00 p.m. CT/4:00 p.m. EST. Please register [here](#).

How to apply

To begin, you will need to log in to our grants management system, called Fluxx. The portal is configured to work optimally in Google Chrome and can be accessed here: <https://kresge.fluxx.io>. First-time visitors will be required to create a new account by clicking on “create an account now,” please do so at least two weeks before the application due date as it takes several days to process.

Once logged in, click on “Kresge Memphis Funding Opportunity” on the left-hand side of the screen, and then on the following page select “Start a new grant RFP” to begin the letter of inquiry process. The online letter of inquiry can be completed in one or several sessions. For further instructions on using Fluxx, please see [our user manual](#).

Your Letter of Inquiry should be a **maximum of 4 pages**. When preparing your letter of inquiry, please address the following questions:

1. What is the mission of your organization? *(1 paragraph)*
2. Please describe the neighborhood/community or communities that is the focus of this letter of inquiry, including a brief overview of demographics, history, challenges, assets and aspirations. *(1-2 paragraphs)*

3. Please describe the scope of the work for which you are seeking funding. Why is this critical now? *(1-2 paragraphs)*
4. What outcomes do you intend to achieve by the end of the grant? Please describe how your efforts would expand opportunities for people with low incomes in Memphis and include an estimate of how many people would be affected, if known. *(1-2 paragraphs)*
5. Please explain what you plan to do to achieve these outcomes. Who do you plan to work with to accomplish these goals? (e.g.: local residents, other organizations, other foundations) *(1-2 paragraphs)*
6. How does your work align with one or more of the approaches [described here](#)? *(1-2 paragraphs)*
7. Besides providing a grant, the Kresge Foundation through its Social Investment Practice makes available debt, equity investments and guarantees to financially qualified organizations. If your organization has a need for these other capital tools to support your work in Memphis, please provide a brief overview of the type of capital needed, amount and duration. If the proposed use of capital is a good fit for the Foundation’s social investment and programmatic priorities, staff will contact you to request additional information (OPTIONAL: 1 paragraph).

Please note that our Social Investments Practice does not provide project level support (e.g. financing to specific buildings). When selecting social investments, the Foundation evaluates financial strength of the Borrower, repayment risk, on-the-ground impact achieved and 3rd party leverage. View examples of [prior social investments](#).

Inquiries

For questions regarding the use of Kresge’s online portal, Fluxx, or for completing a letter of inquiry submission, please contact grantsmanagement@kresge.org.

For other questions related to this grant opportunity, please contact Memphis@kresge.org.

We have created a [Frequently Asked Questions document](#), which we will regularly update based on questions that emerge.

For other updates regarding this funding opportunity, please check the [Kresge website](#).