



BACKGROUND

The Community Foundation of South Jersey (CFSJ) helps southern New Jersey donors strategically use philanthropy to create thriving, equitable, and livable communities for all. CFSJ envisions an eight-county region thriving where all neighbors aspire, succeed, participate, and give. The vision is realized as the Community Foundation inspires generosity, manages and deploys permanent charitable assets, and exercises collaborative leadership to create a more equitable region.

The South Jersey Fund for Care of Older Adults is a Field of Interest Endowment Fund at the Community Foundation for the purpose of grantmaking to nonprofit public charities providing social, educational, religious, residential, medical, vocational or healthcare services or facilities to lessen the burdens of life for the aged in Southern New Jersey.

REQUEST FOR PROPOSALS

The South Jersey Fund for Care of Older Adults is soliciting ideas with this request for proposals (RFP) that have a potential reach and influence in the field and practice of aging well care management.

The selected applicant will receive a two-year grant of \$300,000 (paid via annual distributions, not to exceed \$150,000/yr.). Grant funds will support a nonprofit organization to provide a care management services via a full-time position serving seniors and their caregivers (program beneficiaries). Grant funding may also support part-time administrative assistant services and other direct costs including professional development and equipment for proving care management in the designated region. No more than ten percent of funds may be allocated to indirect costs—general administration.

SELECTION COMMITTEE

A selection committee composed of experts and philanthropic professionals will review the submissions pursuant to this request for proposals (RFP). The selection committee may invite selected respondents for follow-up interviews.

GEOGRAPHY OF SERVICE

The selected nonprofit must provide services, and promote service utilization, in the designated region known as the "Delaware River" towns of Palmyra, Riverton, Riverside, Delanco, and Beverly in Burlington County. Services provided by the successful applicant will be delivered in-person and/or hybrid. Proposals for virtual only service will not be considered. Preference will be given to applicants articulating impact in the designated region and the broader Southern New Jersey region.



EXPECTED OUTCOMES

Expected outcomes are to support seniors and their caregivers as they navigate the transitions of aging. The South Jersey Fund for Care of Older Adults will provide funding for care management services which are holistic and client-centered. Aging well services will advocate for seniors with other service providers. The proposed services will use a coaching philosophy to support seniors to age well in community supported by informal or unpaid caregivers (family members or friends).

The role of care management services funded by this RFP will include:

- Support older adult and caregiver decision making.
- Advocate for the older adult.
- Navigate services and make referrals.
- Evaluate housing and community options.
- Manage available resources.
- Reduce risks.

Care manager services funded through this RFP will include the following

- Assessment and monitoring
- Planning, visioning, and problem-solving
- Education and advocacy
- Caregiver coaching

A holistic assessment of seniors needs and opportunities to thrive will consider the following: **social cohesion** (community relationships, inclusion, local resources, and participation), **civic engagement** (sharing skills and volunteering), **transportation** (access and connectivity), **housing** (affordable, accessible, and connected), **financial stability** (budgeting, power of attorney, estate planning, entitlements, etc.), and **social and health** services (disability, mental health, physical health, coping, problem-solving, crisis intervention, etc.).

Aging well care management services will support the older adult's vision for a thriving aging experience and suggest ways to avert problems. Through assessment and human connection, care management services will interpret complex or difficult topics to seniors and caregivers. Care managers will create short- and long-term care plans and support caregivers in their roles to act on developed plans and strategies.

APPLICANT QUALIFICATIONS

The applicant must satisfy all of the following requirements:

- Public charity nonprofit organizations with an IRS nonprofit determination letter.
- Ability to demonstrate a track record of fiscal health and program impact.
- Ability to document access and delivery of services to seniors in the region.
- Demonstrable experience in successfully providing services to seniors in Burlington County or commit to expand services in the designated region.



DEFINITIONS

Seniors. Older adults ages 65-plus. Priority will be given to projects that seek to serve hard-to-reach seniors, i.e., those seniors who are low-income, isolated, have a chronic illness, or who are historically underserved and/or marginalized.

Evidence-based programming Interventions, treatments, or programs that that have been proven effective through outcome evaluation. Those interventions will likely be effective in changing target behavior if implemented with integrity to the model.

Program beneficiaries are seniors and caregivers.

TIMELINE

Deadline: November 30, 2023

Proposals due at 5:00 pm EDT.

Late applications will be declined.

SELECTION CRITERIA

The selection committee will award grants based on the quality of the proposal, the fit of the proposed services with expected outcomes, and the likelihood that the proposed work can be carried out effectively. CFSJ and the Selection Committee reserve the right to reject all proposals.

Specific criteria to be used in judging proposals include:

- Degree to which proposed activity makes a case for the expected outcomes.
- Demonstrated relationship of proposed project to applicant's mission.
- Experience and organizational capacity of applicant.
- Demonstrated ability to leverage future or expanded work.
- Demonstrated ability to continue, transfer the project, or scale the project after the grant term is completed.

APPLICANT & SUBMISSION INSTRUCTIONS

Please click on the link below to create a profile and follow prompts to submit a proposal. <https://www.grantinterface.com/Home/Logon?urlkey=cfnjgrants>

The applicant will need contact information for the organization, organization's Executive Director or CEO, and the Federal Tax ID number. If the applicant organization does not have an Executive Director, the applicant will be asked to provide a leadership contact for the organization during registration.

The access code for this RFP process SJAgging23



OTHER IMPORTANT INFORMATION

Applicants that can combine funds from other sources toward the expected outcomes are encouraged. This speaks to sustainability and the diversification of funding sources.

The selected applicant will execute a grant agreement with the Community Foundation of South Jersey. If selected, grant funds will be disbursed based on a project work plan and the receipt of progress reports. Receipt of funding is contingent upon selection and the negotiation of an acceptable final scope and budget.

No commitment of additional resources in future years is made or implied by the awarding of these funds.

If you need assistance, submit your question via this contact form.

<https://www.communityfoundationsj.org/contactus/>



GRANT APPLICATION QUESTIONS [SYSTEM FORM]

<https://www.grantinterface.com/Home/Logon?urlkey=cfnjgrants>

The access code for this RFP process SJAgging23

Program Title
Applicant Organization
Organization Annual Budget
Chief Organizational Contact
Grant Request Contact

Total Proposed Budget
Requested Amount:
Project Start and End Dates:

Organization Mission, History, and Capability: Provide a description of the applicant agency, mission, history, and the population(s) served. Document a track record of applicant agency fiscal health and program impact by summarizing agency experience and programs.

Values and Collaborators: Describe the applicant organization's values to center program beneficiaries. What is the applicant's philosophy on caregiver coaching. How does the applicant collaborate with other services to holistically address beneficiary needs and opportunities?

Project Executive Summary: Summarize the proposed care services, including overarching goals and specific objectives for this project.

Beneficiaries Served: Identify the population(s) the applicant proposes to serve and describe the strategy to reach the proposed beneficiaries, including the approximate number of people and their demographics (race, ethnicity, socio-economic status, geographic location, etc.).

Statement of Need: Describe the needs and opportunities identified by the applicant to support seniors and their caregivers as they navigate the transitions of aging. How will the applicant reach hard-to-serve seniors? How will the applicant promote available services in the designated region?

Performance Plan: Detail the proposed services and whether this work is new or existing programming. What are the program goals and measures of success? Are proposed services evidence-based and/or informed by continuous improvement?

Continuous Improvement: Describe how the applicant will use data and narrative to inform service delivery to improve the quality of services.



Sustainability: Outline a plan for future sustainability of the proposed care management services. What specific steps will the applicant take to maintain personnel and services catalyzed by this grant funding?

Explanation of Budget: Submit a grant budget outlining expense amounts and narrative to help reviewers understand where funds will be spent. Include detail about other major sources of funding for this project such as other grants, donations, fundraising, and reimbursements. Indicate whether these sources are anticipated or have been received.

Grant Recognition: How will the applicant acknowledge the Community Foundation of South Jersey's Fund for Care of Older Adults support of this project?