



Grant Request for Proposal Guide

Valley of the Sun MC2026 Five-Year Plan

Beginning in early 2020, Valley of the Sun United Way engaged in an extensive process to develop a new 5-year plan. This was a priority of the Valley of the Sun United Way Board of Directors and staff was charged to “Launch a deliberate outward-facing stakeholder/community engagement process to hear and understand: 1) Today’s most pressing regional issues facing Maricopa County residents; 2) Aspirations for change with, bold time-bound goals (5 years); and 3) United Way’s best role in helping to achieve those aspirations.”

This process included specific community focused conversations to gain insight on the most pressing issues. We started with two public surveys (with one entirely in Spanish) that had over 1,000 responses. These surveys were collected in February and July of 2020 and helped us learn about the most pressing issues facing the Maricopa County community.

Following the surveys, we held 18 Town Halls in the winter of 2020 that included approximately 350 attendees. During the Town Halls we asked attendees to help prioritize the identified community issues (from the two public surveys). The top issue areas were:

- Education,
- Health,
- Housing and Homelessness,
- Workforce Development, and
- Racial Equity.

We asked the specific questions on immediate and long-term concerns with these priorities. Attendees also provided feedback on Valley of the Sun United Way’s role to best address these issues.

Following the Town Halls, in January of 2021, Valley of the Sun United Way held 24 community meetings, focus groups, and targeted interviews with experts in the field to help further narrow the identified community priorities and drill down into specific strategies that could guide our work for the next five years.

The MC2026 5-Year Plan is a direct result of this year-long, community engagement and input process. MC2026 is a new direction for Valley of the Sun United Way’s work that expands beyond our traditional grant-making role and includes new opportunities for Valley of the Sun United Way to drive community change. Through this process, we repeatedly heard that our organization must work with government, business, education, and nonprofit sectors to achieve the critical short-term and long-term strategies to achieve bold aspirational community-level goals to motivate and rally the Valley’s corporate and community leadership, donors, volunteers, and all stakeholders around.

The goals are bold and they are important – especially during this unique time in our history as we begin to emerge from the COVID-19 virus pandemic and economic recession and redirect our work to address TODAY’S issues facing Maricopa County. Valley of the Sun United Way will work every day so ALL members of our community - regardless of race, gender, and privilege - are healthy, are prepared for school and for career, have safe housing, and have the ability to provide for themselves and their families. TOGETHER, we can achieve our most aspirational goals.

We work with community to best use our dollars, time and expertise in building solutions and vibrant futures. The Request for Proposal (RFP) process is one aspect of United Way’s mobilizing power to build capacity and fund in community-based solutions through the impactful direction and measurement of resources.

The grants program provides funding that is competitive, open to nonprofits and schools operating in Maricopa County. It allows United Way to partner with community, organizations and schools for overall impact that moves forward our strategic priorities. Grant funding is distributed on a quarterly basis.

Request for Proposal Overview

- This funding cycle's area of focus is Workforce Development, which is aligned with the MC2026 Five-Year Plan (detailed below)
- This RFP cycle will operate on a 18 month cycle, January 2022 – June 2023
- Organizations and schools may apply to more than one grant per plan area
- Once submitted, program staff at United Way may respond with questions or clarifications prior to the final decision being made
- We currently do not provide funding for capital campaigns or endowments

OUR VISION

Valley of the Sun United Way envisions a community where every child, family and individual is healthy, has a safe place to live and has every opportunity to succeed... in school, life, and work.

WORKFORCE DEVELOPMENT

Aspiration: Open pathways to a livable wage job .

Community Goals to be Measured Over Five Years:

- Increase preparation of individuals for a living wage job by 33%
- Increase achievement of higher paying employment by 20%

Strategies: To achieve this goal and sub-goals we will focus our funding in two areas:

Services / Programs to increase resources and assist individuals to obtain job opportunities which will increase their income and create sustainable careers.

Support Businesses and Education Alignment to increase education opportunities for students through hands-on work-based learning, apprenticeship and mentoring experiences.

Should you have any questions on the grant application, please contact ecimpact@vsuw.org.

FY 2022- FY 2023 Grant Application Timeline

September 1, 2021 – Grant Applications Released on e-CImpact

- Staff Available to provide Technical Assistance

Grant Application Orientations*

- **September 1, 2021** 9:30-11 a.m., **Webinar**
 - Join Zoom Meeting: <https://us02web.zoom.us/j/3626820322?pwd=NGUyVktCZ3B1VnQTF2bXR0bnJhUT09>
 - Dial in: 1-408-638-0968
 - Meeting ID: 362 682 0322
- **September 8, 2021**, 2:00-3:00 p.m., **“Deeper Dive into Workforce Development” Webinar**
 - Join Zoom Meeting: <https://us02web.zoom.us/j/3626820322?pwd=NGUyVktCZ3B1VnQTF2bXR0bnJhUT09>
 - Dial in: 1-408-638-0968 US
 - Meeting ID: 362 682 0322
- **September 10, 2021**, 9:30-11:00 a.m., **Webinar**
 - Join Zoom Meeting: <https://us02web.zoom.us/j/4127791801?pwd=SCt6WG1Tekt1QVlhN1MvYmtMVm0zZz09>
 - Dial in: 1-669-900-6833
 - Meeting ID: 412 779 1801
- **September 13, 2021**, 1:00-2:30 p.m., **Webinar**
 - Join Zoom Meeting: <https://us02web.zoom.us/j/3626820322?pwd=NGUyVktCZ3B1VnQTF2bXR0bnJhUT09>
 - Dial in: 1-408-638-0968 US
 - Meeting ID: 362 682 0322

**Webinars will be recorded and placed on our VSUW website and the Resource Section in e-CImpact*

September 27, 2021 – Grant Application Due, by 5 p.m.

September/October 2021 – Volunteer and Staff Review of Grant Applications

November 2021 – Funding Recommendations Determined

November 2021 – Funding Recommendations Approved

December 2021 – Award and Decline Letters sent to Agencies

January 2022 – Grant Awards Begin, First Quarterly Payments Paid Out

FY 2022-2023 Reporting

- ❖ Grantawardees will be required to submit at a minimum semi-annual reporting in July 2022, January 2023, and July 2023.

FY 2022-2023 Quarterly Payment Timeline

- ❖ January 28, 2022
- ❖ April 28, 2022
- ❖ July 28, 2022
- ❖ October 28, 2022
- ❖ January 28, 2023
- ❖ April 28, 2023

VSUW FY22 – FY23 Grant Pre-Screening Template

Agencies will begin the application process with a pre-screening at both the agency and program levels, to ensure agencies are eligible for funding and that programs align to VSUW strategic priorities.

Agency Level

Are you a nonprofit 501(c)3 or school? Y/N

- If yes, applicant moves forward
- If no, applicant does not move forward

Will this program be serving Maricopa County residents? Y/N

- If yes, applicant moves forward
- If no, applicant does not move forward

Agency EIN#

Program Level

Please select the impact area to which your program aligns.

- Funding Streams: Workforce Development
- Select the strategy to which your program aligns.
 - **Workforce Development**
 - Increase Resources to Assist Individuals to Obtain Job Opportunities which will Increase their Income and Create Sustainable Careers
 - Support Business and Education Alignment to Increase Education Opportunities for Students through Hands-on Work-Based Learning, Apprenticeship and Mentoring Experiences

Can your agency report out on these outcome measures? Y/N

- List prescribed measures based on strategy chosen (see addendum)
- Agency must choose at least one set of outcome measures

VSUW FY22 – FY23 Grant Application Template

Agency Overview

1. Agency Name: (Pre-populated and Hard Coded)

Help Text Instructions: This cell is pre-populated and hard-coded and should be displaying the name of the agency.

2. President/CEO/Executive Director; Phone; Email : (Drop Down Box)

Help Text Instructions: List the agency’s President/CEO/Executive Director, along with their phone and email.

3. Primary Agency Contact; Phone; Email (Drop Down Box)

Help Text Instructions: List the agency’s primary contact, along with their phone and email.

4. Agency Primary Address: (Drop Down Box)

Help Text Instructions: Identify the main business office location or P.O. Box address for the receipt of official correspondence.

5. Agency Description: (Text Box-750 Characters)

Help Text Instructions: Briefly describe the agency in a short statement. This description may be used in VSUW brochures, summary reports and general information provided to the public. This cell allows for population - limited to 750 character spaces.

6. Agency Mission Statement: (Text Box-500 Characters)

Help Text Instructions: Share the Agency Mission Statement. This is limited to 500 characters.

7. Diversity, Equity, Access and Inclusion Statement: (Text Box-500 Characters)

Help Text Instructions: Share the Agency DEAI Statement. Diversity includes all the way that we differ encompassing the different characteristics that make one individual or group different from another. Equity is the fair and just treatments of all members of our community. Access refers to the commitment for everyone to be included in all programs and activities. Inclusion is refers to the intentional, ongoing effort to ensure that diverse individuals fully participate in all aspects of organizational work, including decision-making processes. This is limited to 500 characters.

8. Agency Leadership Makeup

Help text instructions: Provide a breakdown, in whole numbers, of your agency’s top leadership (example: CEO/ED, executive/leadership team and Board of Directors).

TOTAL Number of Individuals:

White (not of Hispanic origin)	
Black or African American	
Latino/Hispanic	
Asian/Pacific Islander	
Native American	
LGBTQI+	
Individual with Disability	
Veteran	
Women	

9. Please explain how your agency is committed to diverse representation on your board of directors. (Text box- 750 characters)

Program Overview

1. Program Name: (Hard Coded)

Help Text Instructions: This cell is pre-populated and hard-coded and should be displaying the name the agency uses to identify the program(s) within this application.

2. Alignment: (Drop Down Box) Based on impact area chosen

Help Text Instructions: Select the program's chosen impact area.

3. Strategy: (Drop Down Box) Based on strategy chosen

Help Text Instructions: Select the program's chosen strategy.

4. Amount Requested: (Text Box)

Help Text Instructions: List the amount of funding being requested from VSUW for January 2022 – June 2023. This amount should be the same amount being listed in the Program Budget section, Line 1a. VSUW Funding Request.

5. Primary Program Location: (Drop Down Box)

Help Text Instructions: List the primary address where the program is offered, including the city and zip code.

6. Primary Program Contact Name, Phone, Email: (Drop Down Box)

Help Text Instructions: List the name, title and contact information for the primary contact for this program.

7. Program Description: (Text Box-1000 Characters)

Help Text Instructions: Briefly describe the program in a short statement. This description may be used in VSUW brochures, summary reports and general information provided to the public. This section allows for population – limited to 1000 character spaces.

Narratives

1. Target Population

Help Text: Describe the target population(s) you are proposing to serve with these funds, including the age group, the demographics (i.e. gender, race, disability, etc.), and unique characteristics of the target population (i.e. needs, risk factors, barriers, etc.). Also be sure to include the geographic location(s) (i.e. Maryvale, South Phoenix, etc.), the program targets and any gaps in services identified. The information provided should give a snapshot of where services are being delivered in Maricopa County and to whom. This section should align to your demographic table. We welcome proposals that serve throughout Maricopa County and we are looking for specific targeted proposals that impact the following populations:

Workforce Development:

- Youth 16-24 years old
- Low-income adults

This section allows for population – limited to 3000 character spaces.

2. Program Narrative/Strategies

Help Text: Provide a brief but substantive synopsis of the program and its activities. A general scope of program services and activities should be conveyed - things done to, for or with the target population intended to lead to the desired change. Response should highlight program's alignment to impact area/strategy. Describe how your program design addresses the needs of the target population(s) served and allows for more equity across the community you are planning to serve. This section allows for population – limited to 3000 character spaces.

3. Theory of Change/Program Design

Help Text: Make the case for why your program's approach will work. Explain why you have chosen the program strategies in working with the target population being served. Include third party statistics and cite sources to strengthen the rationale for services, including those that will lead to a more equitable community. Please use local statistics as often as possible. This section allows for population – limited to 3000 character spaces.

4. Program Inputs/Resources

Help Text: Provide a descriptive overview of the program inputs - resources, people, skills, knowledge and tools used to deliver services. This answer should correspond with the target population being served, the program narrative and the program budget. This section allows for population – limited to 2000 character spaces.

5. Outcomes Measures

Help Text: Describe the program's expected outcome measures. Explain how participation and achievement in your program is defined and measured. Provide information on how you determined the FY22- FY23 Goals listed in the Outcome Measurements section. Explain how your work leads to equitable outcomes for communities in need. If this is an existing program, what will you accomplish that is different from the current year? This section allows for population – limited to 2000 character spaces.

Please share if there are any additional metrics that you collect to demonstrate program success not included in the VSUW prescribed outcome measures. (Optional)—limited to 2000 character spaces

6. Budget Narrative

Help Text: Provide additional information that will assist in understanding the program budget and/or the requested amount of funding. Provide specific information as to how VSUW's funding will be utilized. This narrative will tie directly into the program inputs and activities. Provide a narrative explanation for any amounts listed on budget line items "In-kind" and "other" for both income and expense budgets. Explain the nature of any amount entered as Expense Budget, e.g. Salaries (FTEs covered), Specific Assistance to Individuals, etc. This section allows for population – limited to 2000 character spaces.

If not fully funded, provide additional information on how you will operate your program.

Help Text: Provide information on how you would operate your program if not fully funded. Explain if you would still be able to run the program and its impact of receiving less than the requested amount. —This section allows for population – limited to 2000 character spaces.

7. If this is an existing program in your agency, what was the total program expense for FY22- FY23?

8. What was the total agency budget, both Revenue and Expense, for FY22- FY23?

9. Success Story (optional)

Help Text: Share a success story that illustrates the impact of your program. This section allows for population – limited to 3000 character spaces.

Outcome Measurements

Help Text: Agencies will fill in FY22- FY23 Goals (January 2022-June 2023). These are measures based upon the strategy chosen by the agency.

Output Measurement Table	FY22 - FY23 Goals
Output 1	
Output 2	
Output 3	
Output Etc.	

Help Text: Agencies will fill in FY22- FY23 Goals (January 2022-June 2023). These are measures based upon the strategy chosen by the agency. The indicator table includes both participation and achievement data. The % Achieving cells will auto-calculate when agency "Saves" the page.

Indicator Measurement Table		FY22- FY23 Goals
Indicator 1	Total # Participating	
	Total # Achieving	
	Total % Achieving	Auto Calculate
Indicator 2	Total # Participating	
	Total # Achieving	
	Total % Achieving	Auto Calculate
Indicator Etc.		

Program Budget

Agency Instructions:

It is required that all agencies complete the program budget section. Provide the proposed Program Budget Revenue and Expenses for FY22- FY23 *(January 2022 – June 2023) (NOT the agency). List how VSUW funding will be expended. Other Income, please include if agency received any government and/or philanthropic funding. This should include any funds received in response to COVID.

Revenue

Revenue	Program Budget FY22- FY23* Proposed	VSUW Portion of the FY22- FY23* Budget
1a. VSUW Funding Request		Auto Calculate
<u>*1b. VSUW Other Funding</u>		
2. Mesa United Way		
3. Other United Ways		
<u>*4. Gov. Funding – City</u>		
<u>*5. Gov. Funding – County</u>		
<u>*6. Gov. Funding – State</u>		
<u>*7. Gov. Funding – Federal</u>		
8. Contributions/ Donations		
<u>*9. Special Events / Fundraising</u>		
10. Legacies/ Bequests		
<u>*11. Foundation & Corporate Support</u>		
<u>*12. Program Service Fees & Reimbursements</u>		
13. Investment Income		
<u>*14. In-Kind Support</u>		
<u>*15. Other Income</u>		
Total	Auto-calculate Column revenue: lines 1a-15	Auto-calculate Column revenue: lines 1a-15

Expenses

Expense	Program Budget FY22- FY23 Proposed	VSUW Portion of the FY FY22- FY23 Budget
16. Salaries		
17. Employee Benefits and Taxes		
18. Employee Education and Training		
19. Professional Fees and Contracts		
*20. Specific Assistance for Individuals		
21. Communications (phone, fax, modem, postage)		
22. Supplies/Equipment Rental and Maintenance		
23. Occupancy (rent, utilities, building & grounds)		
24. Advertising/Printing & Publications		
25. Travel / Meetings / Conferences		
26. Membership Dues/Support to Affiliate Org.		
27. Evaluation		
28. Non-Payroll Insurance		
29. In-Kind Expense		
<u>*30. Other Expenses</u>		
Total	Auto-calculate column expenses: lines 16-30	Auto-calculate column expenses: lines 16-30
31. Surplus /Deficit	Auto-calculate column: revenue total minus expense total	Auto-calculate column: revenue total minus expense total

Financial Measures

Financial Statement Questions

Is your organization audited annually by an independent audit firm? [Yes or No]

If Yes, was an unmodified opinion issued for your most recently audited financial statements?

If No, was substantial doubt raised about the organization's ability to continue as a going concern? [Yes or No]

If No, please share management's response to audit opinion. [Text box; 250 characters]

Days of Cash on Hand

Cash*

Short Term Investments*

Days of Cash on Hand: *Will auto-calculate when form is saved*

Does your Agency have 60 Days or more of cash on hand?* *Yes/No dropdown*

If NO: How does the agency cover monthly expenses without adequate cash on hand?* *Text box allowing up to 500 characters*

If NO: Please detail out any cost reimbursement or gift in kind expenses that may cause you to be less than 60 days?* *Text box-500 characters*

Help Text: From your Statement of Activities

Change in Current Year Net Assets

Change in Net Assets Current Year*

Has there been a decrease in Net Assets?* *Yes/No dropdown*

If YES: Please explain the decrease in Net Assets.* *Text box-500 characters*

Help Text: From your Statement of Activities

Change in Prior Year Net Assets

Change in Net Assets Prior Year*

Has there been less than two consecutive years of losses?* *Yes/No dropdown*

If YES: Please explain the consecutive decreases in Net Assets.* *Text box-500 characters*

What has been done to end the trend of Net Asset loss in future years? *Text box- 500 characters*

Help Text: From your Statement of Activities

Program Efficiency

Program Expenses

Ratio: *Will auto-calculate when form is saved*

Is the Program Expense Ratio Over 85%? *Yes/No dropdown*

If NO: Please explain why the agency has such large administrative expenditures as compared to programmatic expenditures. *Text box-500 characters*

If NO: How will the agency ensure this grant money is spent no more than at an administrative rate of up to 25%? *Text box-500 characters*

Help Text: From your statement of activities or statement of functional expense

Debt to Asset Ratio

Total Liabilities*

Total Assets*

Ratio: *Will auto-calculate when form is saved*

Is your Debt to Asset Ratio Less than 50%* *Yes/No dropdown*

If NO: Please explain why the agency is highly leveraged by debt. How will the agency mitigate this exposure risk?* *Text box-500 characters*

Help Text: From your statement of financial position

Financial Notes

Additional Notes: *Text box-500 characters*

Funding Year FY22- FY23 COMPLIANCE DOCUMENTATION REQUIREMENTS

- ❑ **Annual Agency Financial Statements:** Audited Financial Statements for calendar year 2020 or fiscal year 2019-2020 or most recently completed must be submitted for agencies with **annual revenue of \$250,000 or more**. **Audit must be signed by the auditing agent or the auditing firm.**

Agencies with **annual revenue less than \$250,000**: Submit a calendar or fiscal year annual review of financial statements for calendar year 2020 or the fiscal year 2019-2020 or most recently completed. Annual Review must list the names and titles of those that completed the review.

- ❑ **Management Letter/Auditor Recommendations:** Form SAS 115 or a letter from your auditor stating that no management letter was issued for calendar 2020 or fiscal year 2019-2020 or most recently completed.
- ❑ **Formal Management Response Letter** Only need to upload if a Management Letter was issued. This will be the response letter from your management/board back to the auditor.
- ❑ **IRS Form 990 including Schedule A, Schedule B (if required), and all supplemental statements:** For calendar year 2020 or fiscal year 2019-2020 or most recently completed. *IRS Form 990 must be signed and dated by the preparer and the chief professional officer or the agency's board chair.*

Addendum

Funded agencies/programs will need to align to VSUW strategic priorities and will need to report out on prescribed outcome measures, based on the chosen strategy for the program.

Workforce Development

- Increase resources to assist individuals to obtain job opportunities

Data Requirement: Access to Jobs
of unduplicated individuals served
of individuals who access resources
of individuals receiving 1:1 mentorship
#/% of individuals who complete a job training/workshop program
#/% of individuals who complete certification/licensing requirements for employment
#/% of individuals that complete a 2-Year or 4-Year degree program
#/% of individuals that self-report an increase in skills/knowledge
#/% of individuals who obtain employment
#/% of individuals who maintain their employment status for at least 3 months
#/% of individuals/families with increased income

- Increase education opportunities for students

Data Requirement: Workforce Pathways through Education
of unduplicated individuals served
of individuals who access resources
of individuals receiving 1:1 mentorship
#/% of individuals who complete a job training/workshop program
#/% of individuals who complete certification/licensing requirements for employment
#/% of individuals that complete a 2-Year or 4-Year degree program
#/% of individuals that self-report an increase in knowledge
#/% of individuals who complete apprenticeship
#/% of individuals who complete internships
#/% of individuals who obtain employment
#/% of individuals who maintain their employment status for at least 3 months

Guide to the Evaluation Criteria Form FY22- FY23 Process for Valley of the Sun United Way (VSUW)

Introduction:

This guide is intended to help volunteers successfully navigate the FY 2022- FY 2023 grant application and complete the evaluation form. If you have any questions, please do not hesitate to contact the VSUW Community Development staff responsible for your impact area. Finally, thank you for service to VSUW!

Directions to Fill Out Evaluation:

The FY 2022-2023 Agency Applications will be evaluated and scored based on the following criteria:

- Program Design
- Program Performance
- Budget

To ensure consistent evaluation methodology, all programs start with all points available for each category; points are taken away for missing and/or unclear information, or if the given information indicates the criteria is not being met. After scoring each category, please include your comments on why the application evaluated was given that score.

Program Design: 40 Points Available

The program narratives describe the program design and should strongly align to the selected VSUW Funding Impact Area/Strategy. The information in this section is clear, concise and focused on the overall program—not the agency. The program’s target population, inputs/resources, activities/strategies, outcomes, and budget narrative provide a comprehensive and clear overview of the program goal and activities, and paint a picture of a strong program design that would lead to client success.

Program Design Instructions:

The program narratives will be found in the application in the Narrative section.

Evaluator Comments: 1000 characters available (including spaces)

Explain how score was determined. Share why points were subtracted.

Program Performance: 40 Points Available

Performance goals strongly align to the program narratives and clearly detail measurements used to measure the successful achievement of the program.

Program Performance Instructions:

The outcome measurements will be found in the application in the Outcome Measurements section.

Evaluator Comments: 1000 characters available (including spaces)

Explain how score was determined. Share why points were subtracted.

Program Budget Scoring Criteria: 20 Points Available

The budget demonstrates capacity to deliver the program. Resources are aligned to achieve program delivery and program outcomes. The program request is reasonable based on the size and scope. The budget narrative clearly explains how VSUW funding will be utilized.

Program Budget Instructions:

The program budget information will be found in the application in the Program Budget and the Narrative section. The budget should align with the program framework submitted.

Evaluator Comments: 1000 characters

Explain how score was determined. Share why points were subtracted.

Program Evaluation Form: Program ID: _____

Reviewer Name: _____

Evaluation Criteria	Prompts	SCORE	Notes
<p><u>Program Design (Program Narratives):</u></p> <ul style="list-style-type: none"> The program narratives aligned to the selected VSUW Funding Impact Area/Strategy The narratives provide a comprehensive and clear overview of the program goal and activities, and paint a picture of a strong program design that would lead to client success 	<ul style="list-style-type: none"> ➤ Clear understanding of population served; <i>For Education, priority will be placed on those serving children/families 75% or higher free/reduced lunch or 200% above the poverty line</i> ➤ Clear understanding of the resources needed and activities for a success program ➤ Clear understanding of why this program is important ➤ Clear programmatic results that tie to the resources and activities 	<p>40 Points Total</p>	
<p><u>Program Performance (Outcome Measurements):</u></p> <ul style="list-style-type: none"> The measurements strongly align to Program Narrative The program has well-articulated results achieved through funding 	<ul style="list-style-type: none"> ➤ Meaningful client-focused outcomes ➤ % achieving goals (with consideration of any noted environmental conditions) ➤ Explanation of participation ratios and assessment of number- is it meeting standard, why not 100%, etc. 	<p>40 Points Total</p>	
<p><u>Program Budget:</u></p> <ul style="list-style-type: none"> The budget demonstrates capacity to deliver the program. Resources are aligned to achieve stated program results. The program request is reasonable based on the size, scope and scale of the program. 	<ul style="list-style-type: none"> ➤ Diversified funding ➤ Weight of spending is on items that impact clients ➤ Request is reasonable and expenses are fully and clearly explained ➤ It is clearly explained how VSUW funding will be utilized 	<p>20 Points Total</p>	
Total Program Evaluation Score:		100	