##### Letter of Interest Guidelines

##### Q3 & Q4 2017

**LETTER OF INTEREST TIMELINE**

Call for Letters of Interest May 15, 2017

Letters of Interest Due June 8, 2017 by 12:00pm CST

## ABOUT SOCIAL VENTURE PARTNERS MINNESOTA

Social Venture Partners Minnesota (SVP) provides a powerful model for giving. We fuel nonprofit success by connecting smart people who volunteer their brain power, money and time with the Twin Cities’ most promising nonprofits. We carefully select small and mid-sized nonprofits having extraordinary impact, and with the potential to have much more. As we infuse them with greatly needed resources, they grow to serve more low-income, underserved teens with programs that truly work.

SVP works with innovative 501(c)(3) organizations that improve the lives of underserved teens. We follow a venture philanthropy model, providing both grants and consulting services for the nonprofits we support. We have found the combination of financial investment and investment of our members’ business skills for organizational capacity building produces the best long-term results for our grantees. Typically, we provide three years of grants up to $25,000 per year to be used for general operating support. SVP is committed to performance-based multi-year funding of its grantees because we believe that this creates the greatest potential for improving the nonprofit’s organizational effectiveness. Grantees are required to develop mutually agreed upon performance milestones, participate in semiannual progress reviews, and report annually on their results to determine if second and third year grants will be awarded. SVP has the right to deny renewals for non-performance or unforeseen circumstances.

SVP members gain deep satisfaction from contributing their talents and resources, and forming personal and professional relationships with the nonprofit staff they work alongside during the 3-year grant period. Members are profoundly motivated by the positive outcomes of teens served by the nonprofit.

For more information, please contact [info@svpmn.org](mailto:info@svpmn.org)

# Q3 & Q4 2017

# LETTER OF INTEREST PROPOSAL GUIDELINES

In the Fall 2017 grant cycle (with grant provided in the first quarter 2018), SVP is investing in nonprofits who serve the social, developmental, and/or educational needs of underserved teens. SVP will consider investing in nonprofits that meet the following attributes.

# ELIGIBILITY

Eligible nonprofits must:

* Demonstrate they are an entrepreneurial organization led by a visionary leader and social entrepreneur. The nonprofit they lead:
* Must have a full time Executive Director and an established Board of Directors
* Must serve teens in the 7-county metropolitan area
* Must make the case that their program focuses on underserved teens
* Is inspired to change a social problem that teens face in our community
* Acts innovatively to create a new solution to the social problem
* Demonstrates courage and persistence and bears the risks of innovation
* Has a workable plan to move from vision to reality
* Creates demonstrable social benefit through the value proposition they pursue
* Be committed to growing their organization and expanding their reach to new markets, geographic areas, or increasing individuals served.
  + Takes direct action by creating new organizations, services, or markets
* Have an innovative model that allows them to deliver outcomes for underserved teens that is SUPERIOR to other organizations working in the same field.
* Be early stage, but at or beyond the ‘proof-of-concept’ stage of development. ‘Proof-of-concept’ means that the nonprofit is not a start-up, but has some operating history and can demonstrate how it has improved the lives of the teens it serves. While most of SVP’s grantees are early stage organizations, we have also funded autonomous programs of established nonprofits with new and innovative approaches to improving the lives of teens as previously described.
* Seek capacity building assistance as well as financial assistance. SVP’s grant is a ‘package deal’—we provide both a financial grant and consulting assistance to improve the organizational capacity of the nonprofit.
  + Selected organizations must have a commitment to a financial and consultative partnership with SVP
  + Embrace capacity building strategies that improve an organization’s ability to achieve its mission (could include marketing, strategic and business planning, financial analysis, human resource systems, product development, information technology, executive coaching for your managers, etc.)
  + Proposals that are most clear about what capacity building assistance is requested have a much higher chance of being selected for investment
* Additionally, while collaboration with other organizations is not a requirement, we welcome LOIs that seek support for such work. Collaboration can include joint ventures, mergers, shared services, and other projects that combine and leverage one organization’s resources with another’s.

**DISQUALIFIERS - WHAT SOCIAL VENTURE PARTNERS DOES NOT SUPPORT**

* SVP will not consider grant requests from organizations that do not focus, or plan to focus, primarily on underserved teens.
* SVP will not consider grant requests from organizations that place restrictions on populations served (other than a focus on underserved teens), volunteers, employees or board members based on religion, race, skin color, gender, gender expression, age, national origin, disability, marital status, sexual orientation, or military status.
* SVP will not consider grant requests from religious organizations for sectarian purposes, sports teams, and political or lobbying organizations.
* SVP does not make grants to organizations for the sole purpose of fundraising events/auctions, debt reduction, endowment funds, or litigation/legal expenses.

**USE OF FUNDS**

SVP grants and partner consultation services are intended to help our grantees build organizational capacity. SVP believes that capacity building efforts result in strong organizations that can effectively achieve their objectives and fulfill their missions. Annual grant payments are subject to renewal criteria agreed to in advance by the grantee and SVP.

If funded, the grantee is expected to:

* Work with SVP to assess organizational capacity needs and develop a capacity building plan which will define SVP partners’ time and skill engagement as well as use of funds
* Make adequate human resources available to form and execute the capacity building plan
* Offer a seat on the organization’s Board of Directors, subject to organization bylaws and available opportunity
* Provide a status report every six months to the SVP Investment Committee
* Provide a financial report and an annual report to SVP detailing use and impact of the SVP investment of funds and time
* Provide impact, metrics and best practices, supply speakers and case studies, and complete surveys as requested by SVP

**HOW TO APPLY**

**SUBMIT A LETTER OF INTEREST to** [**info@svpmn.org**](mailto:info@svpmn.org) **– due Thu, June 8, 2017 no later than 12:00pm CST.**

Complete the letter of interest included at the end of this document and return it via email to SVP by **12:00 pm CST on June 8, 2017**. Your LOI will provide the information SVP’s Investment Committee needs to understand your impact on underserved teens for the duration of the grant. From the submitted letters of interest, SVP will select a short list of applicants who will be invited at the end of June to submit a full proposal due no later than 12:00pm CST on Thu, August 17. Finalists will be chosen by October 27 with a Pitch Night on November 30, 2017 in the early evening. [Dates subject to change.]

**LETTER OF INTEREST**

Please complete the organizational information section, sign the application, and in a maximum of 2 pages, 12-point font, answer the essay questions below. Do not send brochures, annual reports or other materials not specifically requested. Email to: [info@svpmn.org](mailto:info@svpmn.org) by **Thu, June 8, 2017 no later than 12:00pm** **CST**.

Questions? Please email info@svpmn.org. We appreciate your interest in SVP and we wish you the very best in your important work to improve the lives of teens in Minnesota.

**Organizational Information**

1. Date of Application \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
2. Organization’s Legal Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
3. Mailing Address: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
4. Contact Name and Title: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
5. Telephone: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Email Address: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
6. Website: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
7. Federal Tax ID # \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Are you an independent organization? Y / N

If not, what organization are you aligned with? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

If aligned, are you autonomous from your parent organization? Y / N

1. Is the leader of this organization a full time employee dedicated to the success of an SVP partnership? Y / N
2. Size of Total Annual Operating Budget: $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Total Number of FTE’s: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
3. Have you applied to SVP before? Y / N If “Yes”, in what year(s) did you apply? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Essay Questions:** Please answer the essay questions below in combined total of 1,000 words or less.

1. What social problem does this organization address? How is the organization solving this issue? What population do you serve?
2. What has this organization accomplished? Please offer evidence of your accomplishments.
3. What is your plan for future growth? Please be as specific as possible. Please comment on organizational leadership’s experience and ability to implement this plan and on Board commitment.

**Applicant Commitment**

By signing this application, I/we indicate that the organization we represent meets the grant criteria stated above under “Eligibility Criteria” and “Disqualifiers” and I/we indicate our commitment to a fully engaged partnership as described above under “Use of Funds”.

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Applicant Name, Title Name, Board Chair

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Date Date