1. Can an organization select more than one strategy?
   a. Yes, there is the opportunity to select ALL strategies that apply to that particular priority area.

2. In the Scoring Rubric – does multiple strategies give you more points?
   a. No.

3. Can you have more than one Impact application?
   a. Yes, an organization is able to submit 2 Impact applications.

4. The proposal application requests the "United Way Request as a Percent of Total Expenses" within the worksheet for Budget question 2, which budget does this pertain to?
   a. For this question, please use the Program Budget. To determine the percentage, divide the total annual program expense by the annual request from United Way for 2017-19.

5. How do organizations obtain the Solicitation License?
   a. Organizations can apply online for the Solicitation License at www.freshfromflorida.com/Business-Services/Solicitation-of-Contributions

6. For the Solicitation License, there are 3 licenses online, which do you choose?
   a. Organizations can apply online for the Solicitation License at www.freshfromflorida.com/Business-Services/Solicitation-of-Contributions

7. Are there Letters of Support needed in the application process to describe collaboration?
   a. No, Letters of Support are not needed during this proposal process.

8. How do you determine if it's a new program or not?
   a. A program is considered a new program if it is not currently in existence at your agency that you are proposing to implement at least in part with United Way funds.

9. Is it okay if the performance data for the program is from another county?
   a. Data from other communities is acceptable if the program is new to the organization or new to the geographic area being served.

10. What is the definition of Administrative Cost Allocation?
    a. Administrative Costs are expenses incurred in controlling and directing an organization. The salaries of senior executives and costs of general services (for example financial services, human resources) fall under this heading. Administrative costs are related to the organization as a whole as opposed to expenses related to individual departments. Administrative Costs are allocated to programs within an organization based on a formula or formulae. For example, administrative costs may be allocated based on a program's percentage of total organizational revenue.

11. Are program required to serve all of Volusia and all of Flagler counties?
    a. No, programs are not required to serve the entire geographic area of Volusia and Flagler counties. Some programs may target specific geographic areas.

12. Will United Way have Patient eligibility requirements?
    a. No, there are no client eligibility requirements dictated by United Way.

13. What is the report cycle?
   a. United Way will require mid-year reports in January and July every year.

14. Will logic model be specific to that project?
   a. Yes, the Logic Model should be developed for the program the organization is proposing.

15. On the Administrative Cover Sheet, the proposal asks for the "Total Amount Requested for THIS Impact Program Proposal", is this for one or two years?
   a. The application has been amended to include separate questions for each year of funding.

16. On the Administrative Cover Sheet, the proposal asks for the "Total Program Budget", is this for one or two years?
   a. The application has been amended to include separate questions for each year of the program's budget.

17. What is difference in Total Amount Requested vs. Total Program Budget?
   a. The Total Amount Requested is the amount requested from United Way for 2017-19. However, the Total Program Budget is the total expenses for the proposed program.

18. The RFP Information document describes criteria that all proposals should address (page 2), is there a narrative question that specifically addresses barriers?
   a. No, there is no narrative question that specifically addresses barriers, but a complete proposal will include the 4 elements defined within the RFP Information document.

19. Is the logic model only on 1st two years?
   a. The Logic Model covers the entire grant period and beyond.

20. In the Logic Model Section, question 5 titled "What is the total number of individuals and/or families to be served through this work", is the total for just 2017-18 or comprehensive 2017-19?
   a. The application has been amended to include separate questions for each year of funding.

21. When we log in are we going to be able to tell from the two applications?
   a. In the "My Applications" tab of CommunityForce, an applicant is able to view each grant and the Program Name. The system will populate the program name once the question "Impact Program Name" is completed in the Administrative Cover Sheet section.

22. Can you add a collaborator after the proposal has been submitted?
   a. Yes.

23. Can an organization change the programs they submit proposals for from their response on the Letter of Intent?
   a. Yes, if the organization's Letter of Intent was approved, the organization may modify its program proposals. However, an organization may not propose more programs than the number they indicated in their Letter of Intent.