



2025 STRENGTHENING THE SAFETY NET CORE OPERATING SUPPORT GRANT REQUEST FOR PROPOSALS

ABOUT OBICI HEALTHCARE FOUNDATION

Obici Healthcare Foundation (OHF) is a private foundation established in 2006 from the sale of Louise Obici Memorial Hospital to Sentara Healthcare. Its mission is to improve the health status of the people living in its service area by responding to the medical needs of the indigent and uninsured and by supporting programs which have the primary purpose of preventing illness and disease. Based in Suffolk, Virginia, OHF serves the cities of Suffolk and Franklin; Isle of Wight County; Surry County; Sussex County; Southampton County and Gates County, North Carolina. The service area population is approximately 195,377.

BACKGROUND

Health safety-net providers play a critical role in delivering essential care and services to uninsured, underinsured, and other vulnerable populations who would otherwise lack access to healthcare. These providers include emergency rooms, free and charitable clinics, local health departments, Federally Qualified Health Centers (FQHCs), community health centers, and other organizations that serve significant numbers of uninsured and underinsured patients. By effectively coordinating with community-based wraparound services—such as meal delivery programs, home health, case management, translation services, and transportation, the safety net becomes more capable of addressing not only immediate healthcare needs but also the social determinants of health that impact long-term outcomes.

This coordination is particularly vital for individuals on Medicaid, the largest payer of safety-net services, and those without insurance. These populations often face disproportionately high needs, including oral, behavioral, and primary healthcare. Their challenges are compounded by chronic conditions that remain unmanaged due to delayed or forgone care, as well as additional barriers such as housing instability and inadequate transportation.

PURPOSE

In 2023, the OHF Board of Directors approved a five-year strategy to strengthen the region's safety net. This strategy focuses on addressing key challenges faced by health safety-net providers who deliver care to individuals who are uninsured, underinsured, on Medicaid, or facing barriers to care or critical health resources. To achieve this, the Foundation aims to:

(1) increase access to care by providing core support to organizations delivering direct care to these populations.

(2) support innovative opportunities to expand healthcare delivery through telehealth and mobile healthcare services.

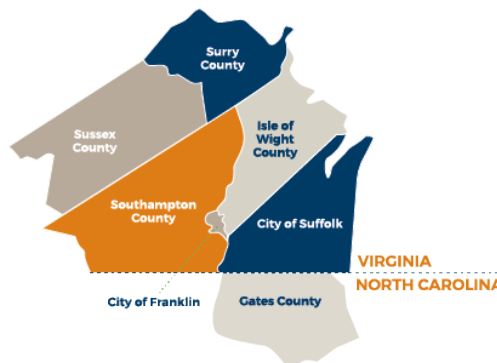
(3) invest in healthcare workforce development to ensure the sustainability and effectiveness of safety-net providers. These efforts collectively aim to enhance the availability, accessibility, and quality of care for the region's most vulnerable residents.

The Foundation particularly encourages proposals that demonstrate innovative approaches to increase access to healthcare services in our service area.

ELIGIBILITY, FUNDING GUIDELINES, AND GRANT TERMS

To be eligible for this funding opportunity, applicant organizations must:

- Be a nonprofit organization classified as tax-exempt under Section 501(c)(3) of the Internal Revenue Code or a government agency
- Be located in and serve communities or populations residing **in the Foundation's service area**



- Align with Obici Healthcare Foundation's mission
- Provide direct healthcare services or essential health support services to individuals who are uninsured, underinsured, on Medicaid, or facing

- barriers to care and access to critical health resources
- Demonstrate innovative ideas or practices aimed at increasing or at minimum maintaining access to healthcare in the Foundation's service area
- Demonstrate strong board governance and engagement
- Demonstrate strong financial operations and management
- Provide a breadth of services that meet the needs of the target population served

Funding is typically available for up to three years and will be awarded on a competitive basis. Not all organizations applying will receive funding. Applicants should submit a budget that aligns with the scope of the project and clearly articulates how the budget supports necessary activities towards the goal(s).

Applicants may propose multi-year funding, depending upon their goals and objectives.

All funding received through this opportunity should provide care or support services to the uninsured, underinsured and medically underserved. Funds may not be used to provide care to privately insured patients. Eligible services include primary, behavioral and oral health care services that are provided directly to patients in a clinic setting.

Funding may not be used for:

- Administrative or overhead fees
- New or existing programs, educational activities, conferences, meetings, or promotional campaigns
- Lobbying or political programs or events
- Activities that exclusively benefit the members of sectarian or religious organizations
- Organizations that discriminate by race, color, creed, gender, or national origin
- Biomedical, clinical, or educational research
- Individual scholarships
- Direct support to endowments
- Funding that supplants existing sources of support
- Individuals, including patient assistance funds
- Annual fund drives
- Projects outside of the Foundation's service area

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- Direct funding for medical or social services that are already funded through existing third-party reimbursement sources

ADDITIONAL REQUIREMENTS

All organizations receiving grant funding through this program will be required to attend Foundation-convened, in-person, bi-annual meetings starting November 2025. The purpose of these meetings is to share data and learnings to improve the quality and breadth of safety net services in the region. Meeting dates will be announced after funding has been dispersed. Please include staff time and mileage in the budget worksheet and narrative to accommodate staff attendance for in-person meetings. It is anticipated the meetings will be held in Suffolk, Virginia, or within a 45-minute drive and will be approximately 2-3 hours in length. A virtual option will be available, if necessary, to support the health and safety of attendees or if travel poses challenges.

REPORTING REQUIREMENTS

Grant recipients will be required to submit interim and annual reports. Reports will include but are not limited to progress on project goals and measurable outcomes outlined in the proposal narrative. Other requirements will be included in the grant agreement if funding is issued.

IMPORTANT DATES AND DEADLINES

All Applicants			Invited Applicants Only			
RFP Opens	Required Letter of Intent Deadline**	Proposal Invitation Notification	Required Proposal Conversations**	Proposal Application Deadline	Notification of Proposal Status	Award Start Date
February 3, 2025	March 7, 2025	April 1, 2025	April 2 – May 16, 2025	June 13, 2025	August 28, 2025	September 1, 2025

The Foundation strongly encourages interested organizations to connect with a Program Officer to discuss the alignment and feasibility of their organization’s request prior to submitting a Letter of Intent. Interested organizations should note that if invited to submit a full proposal, a Proposal Conversation is required. Please schedule time to speak with Jessica Mullen with this link, <https://calendly.com/jmullenohf/safety-net-proposal-conversations> or call (757) 539 – 8810 to schedule a meeting.

REQUIRED LETTER OF INTENT SUBMISSION AND ONLINE PORTAL

All Core Operating Support grant applicants are required to submit a Letter of Intent (LOI) by **2:00 P.M. E.T. on March 7, 2025**, using the Foundation’s online portal. The online portal is available at <https://obicihcf.org/how-to-apply/>. Please refer to the information below for options to access and/or create an online portal account:

- If you (individual user) already have an account, click on “Return Login” to access the online portal.
- If your organization has previously applied for funding but you (individual user) do not have an account, please contact Logan Wall, Grants Management and Administrative Assistant, at lwall@obicihcf.org or via telephone at (757) 539-8810 for additional assistance.
- If your organization has not previously applied for funding and you do not have an account, click on “[Create Account & Apply Now](#)” to create an organizational and individual profile and access the online portal.

In fairness to all applicants, late or incomplete submissions will not be considered.

PROPOSAL INVITATION NOTIFICATION

Organizations who submit a Letter of Intent by the deadline will be contacted on April 1, 2025, regarding the status for submitting a full proposal application.

REQUIRED PROPOSAL CONVERSATIONS

Invited applicants are required to participate in **Proposal Conversations starting April 2, 2025 – May 16, 2025**, prior to submitting their organization’s full proposal application. Proposal conversations can offer opportunities for applicants to receive technical assistance, pre-submission consultation, and guidance. Foundation staff may request additional information to build understanding of applicant organization’s request for funding.

PROPOSAL APPLICATION DEADLINE

Only invited applicants can submit a proposal application for funding consideration. The proposal application deadline for Strengthening the Safety Net Core Operating Support Grants is **Friday, June 13, 2025, by 2:00 P.M. E.T.** Proposal applications will **ONLY** be accepted using the Foundation’s online portal (more information included in Required Letter of Intent Submission and Online Portal section above). **In fairness to all applicants, late or incomplete proposal application submissions will not be considered.**

ONLINE APPLICATION MATERIALS AND REQUIREMENTS

Letter Of Intent Requirements (All Applicants)

A brief background on the organization including:

- A. Mission Statement
- B. Organizational chart
- C. Strategic Plan, if organization has one
- D. Strategic Fundraising Plan, if the organization has one
- E. If your organization currently provides services within the Foundation's service area, please indicate which areas you currently serve.
 - If the organization does not currently provide services within the Foundation's service area, please identify which areas your organizations would serve if funded.
- F. Please indicate if you will be seeking multiple years of funding and the approximate amount for each corresponding year.
- G. Provide a brief description of why the organization is seeking support from the Foundation.
- H. Provide a brief description of project alignment with applicant's mission and organizational goals

Proposal Requirements (Invited Applicants Only)

1. **Proposal Cover Page.**
2. **Proposal Narrative**—should be no longer than 20 double-spaced, typed pages. This page limit does not include attachments (such as proposal cover page, project budget worksheet, budget narrative, financial documents, project goals and SMART objectives, strategic plan/theory of change, and other requested documents) and only refers to that of the "Proposal Narrative" section.
 - A. What is your organization's mission statement?
 - B. Please describe how your organization carries out its mission statement.
 - C. Provide in a table format:
 - What target populations does your organization serve? Please provide data specific to your organization, including:
 - Geographic residence of patients and/or clients, ethnicity and race of patients and/or clients.
 - Percentage of those covered by Medicare and/or Medicaid,
 - Percentage of those uninsured.
 - Other data to help the Foundation understand the needs of populations served and/or to be served.

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- D. Provide a listing and brief description of each of your organization's service lines. How many patients were served in 2020 and 2021 by each service line? Please provide this information in table format.
- E. Provide an overview of what the organization hopes to accomplish with this funding opportunity. Within the overview, please define success for the organization.
- F. Describe any innovative approaches or ideas your organization plans to implement to increase or maintain access to healthcare in the Foundation's service area. How do these innovations address specific challenges or gaps in current services?
- G. In a table format, describe the organization's board of directors, including:
 - Demographics (residential address, age, race, ethnicity, and professional field).
 - Years of Board service for applicant organization.
 - Detail the Board's role and responsibilities, particularly in the areas of fundraising/fund development (please include annual gift giving commitment to the applicant organization) and advocacy.
 - Does your organization have Board term limits? What is the average tenure of a board member?

3. Goals and SMART Objectives—Applicants must utilize the format below to state their organization's project goals and SMART objectives. Please be specific by including baseline data (where applicable), indicating the time for accomplishing the goal and by ensuring the goal is concrete and measurable. All stated goals and SMART objectives must align with the purpose of the Strengthening the Safety Net Core Operating Support grants funding opportunity. An organization awarded grant funding will be expected to report on all goals and indicators in interim and final reports. Please reference examples below:

- By April 2026, 25% of primary care patients will receive preventive oral health care services at our clinic, an increase from the current 20%
- By September 2027, 40% of patients with diabetes will report improvements in A1C levels from an average of 10 to an average of 8

Goals and SMART objectives should be stated for each year of the requested grant and anticipated objectives should be aligned with budget requests.

4. **Budget Spreadsheet** and **Budget Narrative**—Download and complete the corresponding budget worksheet and narrative for your organization's request. The budget spreadsheet and narrative are located on the Foundation's website at <https://obicihcf.org/how-to-apply/>.
5. **Financial and Other documents**—Applicants must submit the following documents:
 - A. Most recent annual audit report and Form 990.
 - B. Your organization's current annual budget with revenue and expenses. The budget must show detailed annual expenses by type. Please also include a breakdown of the annual source of income and percentage of each source. For example:
 - Annual operating budget: \$500,000
 - Fees for service: 60%
 - Fundraising events: 30%
 - Grants (Federal and private): 10%
 - C. **Current income statement, unaudited.** The income statement must have been issued fewer than 75 days prior to the date the application is submitted.
 - D. **Current balance sheet, unaudited.** The balance sheet must have been issued fewer than 75 days prior to the date application is submitted.
 - E. **Fundraising Inquiry Form**, if applicable.
 - F. **Capacity Building Inquiry Form**

SELECTION CRITERIA AND REVIEW PROCESS

This funding opportunity is offered on a competitive basis. Not all applicants will receive funding. Successful applicants will:

- Serve uninsured, underinsured and medically underserved populations in the OHF service region
- Demonstrate strong governance, management and operations based on strategic planning
- Propose innovative solutions or approaches to address healthcare access challenges in the service area
- Demonstrate strong financial management and accountability, with a credible operating budget supported by diverse and sustainable income sources, efficient resource allocation, and financial stability

- Clearly state measurable and achievable goals that align with the purposes of this funding opportunity and the proposed budget and timeframe of the funding request
- Have reach and credibility in high need areas in the [Foundation's service area](#)

ADDITIONAL CONSIDERATIONS

The Foundation reserves the right to:

- Request additional information from any or all applicants
- Conduct discussions with applicants to ensure full understanding of, and responsiveness to, the application requirements
- Request modifications to a respondent's application prior to final award to ensure alignment of project elements with the core values, mission, and operating standards of the Foundation
- Approve subcontractors proposed or used in carrying out the work
- Reject any or all proposal applications submitted

Note: All organizations awarded funding will be required to submit a signed contract, board resolution, communication guide agreement, and other requested documents and fulfill any required contingencies to affirm the commitment of the organization (including board, staff, and any other key collaborators) to the grant funded project.

CONTACT

If you have questions about the Strengthening the Safety Net Core Operating Support request for proposals, please contact Jessica Mullen, Program Officer, jmullen@obichcf.org or via telephone at (757) 539 – 8810.