

Request for Qualifications to Participate in Better Beginnings, Bigger Impact – A LIFT Initiative

1. Overview

Better Beginnings, Bigger Impact is a new initiative by LIFT Philanthropy Partners, with funding from Immigration, Refugees and Citizenship Canada. The initiative is aimed at helping organizations serving newcomers, who are considered to be immigrants or refugees who have been in Canada for a short time.

LIFT is seeking to qualify 10 social purpose organizations (SPOs) that support newcomers from across Canada to participate in *Better Beginnings, Bigger Impact*. The experience of SPOs qualified to participate in *Better Beginnings, Bigger Impact* will include helping newcomers overcome barriers specific to the newcomer experience, integrating newcomers into Canadian life, and supporting citizens to build a cohesive and diverse Canadian society.

Over the course of 18 to 36 months, LIFT will work with each selected SPO to expand its reach and grow its impact to deliver real change in the lives of newcomers to Canada.

ABOUT LIFT PHILANTHROPY PARTNERS

LIFT is a national, non-profit venture philanthropy organization that invests in building the capacity, sustainability and impact of charities, non-profits and social enterprises working to remove barriers to health, education, skills development and employment for vulnerable and at-risk Canadians.

Based in Vancouver and Toronto, LIFT supports SPOs through a valuable combination of skills, expertise and resources to improve their operations, measurement practices and sustainability. Working with each organization over multiple years, LIFT also engages a national partner network of leading businesses that provide pro bono services to increase the organization's capacity. Ultimately, we aim to build sustainable and effective SPOs that can reach more people in need across Canada.

OUR APPROACH

Our venture philanthropy approach is highly collaborative and combines human and program capital, as well as strategic investments to help SPOs deliver their missions more effectively and to more people. With a focus on building capacity, LIFT helps organizations become stronger from the inside out. As the organization becomes more self-sustaining, it is better positioned to grow and change more lives. This approach has proven to greatly accelerate the growth of SPOs to deliver social services and tackle entrenched social problems.

To learn more about LIFT, please visit www.liftpartners.ca.

THE PROCESS

This Request for Qualifications (RFQ) will help LIFT select 10 SPOs to participate in *Better Beginnings, Bigger Impact*. SPOs that are selected from this RFQ will also be subject to a secondary, more rigorous capacity assessment to ensure their fit with LIFT's criteria.

LIFT will then work collaboratively with each of the 10 selected SPOs to build capacity, expand their reach and impact, and strengthen organizational effectiveness to ensure newcomers to Canada experience improved social well-being and stronger economic outcomes.

2. Criteria

Please note this is not a granting opportunity, but rather a collaborative partnership opportunity to support the growth of the selected SPOs. LIFT will work with the 10 SPOs to expand their reach, impact and organizational effectiveness to ensure newcomers to Canada experience improved social well-being and economic outcomes.

The application process is open to SPOs across Canada (with the exception of Quebec).

Answering the following questions will help you to see how closely you match the criteria to participate in *Better Beginnings, Bigger Impact*:

- Is your organization currently serving newcomers?
- Does your organization have the opportunity to affect meaningful change in the newcomer experience?
- Does your organization demonstrate impact in one or more of the following ways:
 - Increased language capabilities in French or English
 - Increased employment outcomes
 - Improved community connections and sense of belonging
 - Reduced isolation and dependence on government assistance
- Does your annual revenue meet a minimum of \$750,000 and come from more than one source?
- Is your organization committed to increasing capacity and improving organizational performance?
- Is your organization ready to scale or grow in order to support more newcomers to Canada?

If your organization is able to answer “yes” to each of these questions, please proceed with completing the formal Request for Qualifications on the following pages.

3. Questionnaire

A. BASIC INFORMATION

1. Organization name: _____
2. Organization website and social media channels:

3. Key contact person
Name _____
Position _____
Phone Number _____
Email _____
4. Year founded: _____
5. Location(s): _____
6. Geographic reach: _____
7. Number of employees: _____
8. Annual budget: _____
9. Organizational type *[tick all boxes that apply]:*
 Non-profit Charity Social enterprise Government Other: _____
10. Please identify your primary programming stream *[select one only]:*
 Needs assessment & referral, information and orientation Language Labour market access Community connections
11. Identify any additional programming streams for your SPO *[select all that apply]:*
 Needs assessment & referral, information and orientation Language Labour market access Community connections

D. SUSTAINABILITY

1. How is your organization financially supported? [tick all boxes that apply and provide an approximate percentage of total revenue associated with each funding stream]:

- ___ % Individual giving
- ___ % Foundations / charities
- ___ % Collaboration with other agencies / organizations
- ___ % Corporate giving
- ___ % Provincial government
- ___ % Federal government
- ___ % Social enterprise
- ___ % Fee-for-service
- ___ % Other

TOTAL 100%

2. Moving forward, how will your organization continue to ensure financial sustainability with the growth of your organization and increased impact?

3. Tell us about your partnerships and how they support your mission. Where do you see new opportunities for collaboration?

E. TEAM

1. How is your team structured? What are the key roles in your organization? (i.e., full-time vs part-time staff, volunteers, board members, etc.). If available, please attach an organizational chart.

2. How do you plan to expand the team as the organization grows?

F. REFERENCES

1. Please provide a brief testimonial from a client, partner or funder that speaks to the impact of your work. We may request references at a later stage in the process, if your organization is selected to proceed.

G. DOCUMENT REQUEST

With your Request for Qualifications, please also provide the following supportive documentation:

- Annual Report / Overview of Programming *(if not included in Annual Report)*
- Financial Statements *(most recent)*
- Latest Strategic and / or Business Plan
- Growth Strategy *(if applicable)*
- Organizational Chart
- Theory of Change or Results Chain *(if you have one)*
- Board of Directors List

Thank you!

Please submit your completed application on (or before) September 14, 2018 to: **BetterBeginnings@liftpartners.ca**
Any questions you may have can be sent to the same email address, and someone will respond.

REMINDER: When submitting your application, don't forget to attach all documents from Section G!