



Enhancing Opportunity in Indianapolis

FAQs

The following frequently asked questions (FAQs) are meant to provide additional guidance to those submitting concept proposals for Lilly Endowment's Enhancing Opportunity in Indianapolis initiative. For full details on this initiative, please refer to the [Request for Proposals](#).

What do you mean by collaboration?

For purposes of this initiative, we consider collaboration to be a mutually beneficial relationship between two or more organizations to conduct or support activities described in a concept paper. Typically, each organization in a collaboration makes contributions (staff time, financial resources, marketing, subject matter expertise, high-touch interactions and relationship building, etc.) toward a shared goal.

Our organization or program is delivering positive results but lost an important source of funding. Can we submit a concept paper requesting that this funding be replaced?

This initiative is focused on new ideas or new collaborations or the enhancement and expansion of existing promising efforts. Unless the rationale is particularly compelling, we do not envision resources awarded under this grant initiative to be used for the express purpose of simply replacing funds lost from other sources.

How important is sustainability if funding is required beyond the initiative's grant period?

We want to encourage expansive thinking at the concept phase. Applicants that submit concept papers describing activities that may extend beyond the proposed grant period will be asked, if invited to Stage Two of this initiative, to provide in their full proposals a rationale for how those activities could be sustained. Additional information on sustainability will be provided by Endowment staff prior to the submission of full proposals in Stage Two.

Can concepts include ideas that will encourage or leverage private sector investment through the utilization of tools like opportunity zones or incentives to create new small businesses?

Yes. We encourage compelling concepts that utilize these and other related tools to spark private investments in neighborhoods. Endowment funds must be used for charitable purposes and to help existing residents make progress toward lasting economic self-sufficiency.

We are a national organization with distinct chapters around the country or a university with campuses in various locations. Can we submit a concept paper for an idea to be implemented by our separately located, operated and identified Marion County location?

Yes. An otherwise eligible charitable organization with a distinct campus, chapter or division with a substantial location, operation and identity in Marion County will be considered "Marion County-based" for purposes of this initiative. Further questions about whether your charitable organization is eligible to participate in this initiative should be emailed to opportunity@lei.org.

You have stressed the importance of collecting feedback from people applicants seek to serve. How should applicants think about this as they develop concept papers?

We need to see evidence that a concept paper was informed by people the applicant seeks to help. Occasionally, this input is overlooked or assumed. This feedback can be obtained in many ways, including from surveys, focus groups and interviews. We are open to a variety of approaches, understanding that this first phase is focused on concept development. If you have time only to collect initial feedback, please describe any additional efforts you think will be necessary to inform the development of a full proposal.

Should Enhancing Opportunity in Indianapolis be viewed as a one-time grant opportunity?

We do not currently have plans to conduct a similar initiative. We are hopeful that Enhancing Opportunity in Indianapolis results in compelling programs and strategies that help inform our future grantmaking, however.

Can grant funds be used for capital investments?

There are scenarios in which capital investments could be an essential component of a concept, particularly those designed to strengthen neighborhoods. If that is the case, please include a compelling rationale in the concept paper narrative.

Are there data sources we should consider using?

We are open to concepts developed by using data from sources you find useful. We ask that you cite the sources you utilize. Some data sources may include:

- SAVI, The Polis Center, IUPUI
- STATS Indiana and Hoosiers by the Numbers
- United States Census Bureau, American Community Survey