



Capital Project Initiative for Residential Youth Camps

Frequently Asked Questions

This document summarizes and responds to commonly asked and submitted questions about the Capital Project Initiative for Residential Youth Camps, including questions that have been asked at virtual information sessions that were conducted in May 2025.

Lilly Endowment encourages all interested applicants to carefully review both the Request for Proposals (RFP) and these frequently asked questions (FAQs) when considering submission of any proposal through the three-phase initiative.

Initiative Eligibility and Design

Will every applicant receive a grant?

The Endowment has internally allocated funds that would accommodate Phase 1 planning and Phase 2 non-competitive grants for all eligible applicants that request planning funds and submit compelling proposals. Although these phases are not competitive, the Endowment reserves the right to decline grant applications with respect to any phase of the initiative.

Regarding the competitive Phase 3, the Endowment does not expect that all applicants that submit a proposal for a Phase 3 competitive grant will be awarded funding.

Is funding available to camps located outside of Indiana that serve youth who are residents of the state of Indiana?

No. To be eligible for the initiative, camps must be located in the state of Indiana.

Can a camp network organization submit one comprehensive proposal for multiple camp locations?

No. Camp network organizations must submit separate proposals for each camp location for which they seek funding under this initiative.

The initiative requires a minimum of 50 percent of the applicant's revenue for each camp location to be generated from youth residential camp programs that are operated at that camp (the "50 percent revenue requirement"). Can revenue generated from other youth camp activities (e.g., day camp, troop activities with no overnight stays) be included in the 50 percent revenue requirement?

No. Revenue generated from other youth camp activities such as day camps or troop activities without overnight stays cannot be included in the 50 percent revenue requirement. Day camps and non-overnight activities, while valuable, do not meet the criteria for residential programming under this initiative and therefore their revenue would not count toward the 50 percent revenue requirement in determining eligibility under this initiative.

Can an applicant count one- and two-night youth camp programs to meet the 50 percent revenue requirement?

Yes. Revenue for any kind of overnight residential youth camp, regardless of how many nights youth stay during the camp experience, can be included. Revenue from day camps or other youth programs that do not include an overnight experience should not be included.

Is there a minimum number of youth served in an overnight camp needed to be eligible for this grant opportunity?

No. There is no minimum number of youth required to be served in overnight camps to qualify for this initiative.

Does a camp owned by a church or conference/network of many churches that is a religious organization described in Code section 501(c)(3) qualify under this initiative?

Yes. An applicant must be a public charity described in Internal Revenue Code (Code) sections 501(c)(3) and 509(a)(1), (2) or (3) (other than Type III supporting organizations described in clause (i) or (ii) of Code section 4942(g)(4)(A)).

What is the Endowment's expectation regarding camp program accessibility?

As noted on pages 3 and 4 of the RFP, the Endowment intends to support camps that demonstrate their commitment to providing accessible camp programs for youth that may otherwise face barriers to participation in camp programs.

Is an organization that provides residential services for youth but does not provide camp programs as described in the RFP eligible to apply?

No. While these organizations provide several of the same benefits as residential youth camps, this initiative is specifically designed to support camps that offer overnight, or sleep-away, camp programs and experiences.

Is a new camp eligible to apply if it has opened in the last three years?

No. To be eligible for the initiative, camps must have been open and serving youth for the last three calendar years (2022 – 2024).

Is a camp that has operated residential youth camps for at least three years but just received its Code section 501(c)(3) determination from the IRS in the last year eligible?

No. Organizations must have had their Code section 501(c)(3) tax status, as described on page 3 of the RFP, for at least three full years as of December 31, 2024, and meet other eligibility criteria for the initiative.

If an organization has not technically owned the camp property for three years but has managed and operated residential youth camp programs at that location for at least three years, can the organization be eligible for this initiative?

The Endowment is aware that there are a variety of property ownership models for residential youth camps. If an organization has a question about whether its camp is eligible as it pertains to the initiative's ownership criterion, it should contact Endowment staff.

Is an applicant permitted to submit more than one grant proposal?

Each eligible applicant may submit only one application for each phase of the initiative unless it is a camp network with multiple eligible camp locations for which it may submit only one application for each of its eligible camps.

How is the Endowment defining youth?

For this initiative, youth is defined as individuals under the age of 18.

Does receiving previous support from the Endowment disqualify an organization from applying for this grant opportunity?

No. Organizations that have previously received support from the Endowment are still eligible to apply, provided they meet the eligibility criteria.

Note: *In response to questions the Endowment received in information sessions regarding the eligibility criterion related to camp revenue, the Endowment sent via email to information session attendees on May 16, 2025, clarifying information about this criterion. The May 16th letter is attached as an addendum to this FAQ document.*

For additional information about eligibility, please refer to pages 2 and 3 of the RFP.

Phase 1 Planning Grants

Is participation in the planning grant phase required for an applicant to submit proposals through subsequent phases of the initiative?

No. Eligible applicants are not required to participate in the planning phase to submit Phase 2 non-competitive grant proposals or Phase 3 competitive grant proposals. However, the Endowment believes that thoughtful planning can lead to stronger, more compelling proposals and more successful implementation efforts.

If an applicant does not spend all of its planning grant funds, may those funds be used for other purposes?

No. Planning grant funds may be used for a period of up to one year and may be used for planning activities as described in the RFP. If after the grant period expires there are unspent planning grant funds, applicants should contact Endowment staff regarding the remaining funds.

How can planning grant funds be used?

These funds are meant to support planning activities focused on helping applicants envision and develop plans that align with the initiative's aim, evaluate and address fundraising and development capacities, prepare a proposal for a Phase 2 non-competitive grant, and if desired, prepare a proposal for the competitive phase of the initiative (Phase 3).

Does the Endowment require or favor the use of consultants in the planning phase?

No. The Endowment does not require the use of consultants, nor does it favor or promote any one consultant over another. Applicants are permitted to use a consultant but should determine, based on their

own circumstances, whether it would be of benefit to them in the planning process and, if applicable, which consultant they will engage.

In determining the average number of youth served by the camp at a camp location, can only unique campers be counted or are repeat attendees allowed to be counted?

Repeat attendees can be counted each time they participate in a camp lasting three or more consecutive nights.

Do youth that attend through collaborations with third-party organizations count toward the camp's number of youth served?

Yes. Youth who are engaged in overnight camp programming for three or more consecutive nights through third-party organizations may be included in the total number of youth served.

How will the Endowment verify the average annual number of youth served by a camp?

As described in the RFP, applicants should indicate the average annual number of youth served by the camp at the camp location for three or more consecutive nights. The Endowment expects applicants to provide accurate and credible information in their proposals and reserves the right to follow up with applicants and seek additional information as needed.

For additional information about planning grants, please refer to pages 4 and 5 of the RFP.

Phase 2 Non-competitive Grants and **Phase 3 Competitive Grants**

The RFP notes that Phase 2 and Phase 3 grants may be used for periods up to three and five years, respectively. If a project is shorter in duration, should an applicant propose a shorter grant period?

Yes. Applicants should indicate the timeline for each project in their proposals. The Endowment may request reports that extend beyond the project timeline in certain circumstances.

For Phase 3 competitive grants, will the Endowment only fund a predetermined number of proposals?

No. The Endowment does not have a predetermined number of grants it seeks to approve in Phase 3. The Endowment, however, has planned for the possibility of awarding a total of up to \$100 million in Phase 3 competitive grants.

Is the initiative only for new projects, or could a grant support a project already underway?

As noted in the RFP, grants may be used to upgrade or renovate existing facilities, build new facilities or purchase equipment or furnishings that enhance camp facilities and align with the initiative's aim. The Endowment will consider funding for projects at various stages of planning and readiness.

Would the purchase of equipment be considered as part of a Phase 2 or Phase 3 grant proposal?

Yes. The purchase of equipment (not consumable supplies) that is related to the facility project or projects may be included in Phase 2 or Phase 3 grant proposals.

What are the timeline requirements for the identification of additional sources of funds for Phase 3 projects?

Funding does not need to be secured or committed at the time of the proposal submission, but a plan for receiving funds when they are needed for the proposed projects should be realistic and feasible. Financial reports for Phase 3 grants will be due every six months and, in addition to requiring applicants to report how grant funds were spent against the grant budget, will require grantees to report on other sources of funding that were received to support the projects during the reporting period.

Can Phase 2 and Phase 3 proposals include multiple projects?

Yes. Phase 2 and Phase 3 proposals may include multiple projects, provided they align with the overall aims and priorities of the initiative.

If the Endowment determines that one or more of the projects proposed does not merit funding, will the entire proposal be declined?

It is allowable for a proposal to include multiple projects. After Phase 2 non-competitive grant proposals are submitted, the Endowment may request additional information or clarification from applicants with respect to any of the proposed projects. Feedback on specific proposed projects may also be provided. In these cases, applicants may be given the opportunity to provide additional information to be considered with their proposal or modify their requests. Phase 3 grant proposals will be reviewed on a competitive basis and therefore will be considered as submitted with no opportunity to modify or provide additional information. The Endowment will evaluate Phase 3 proposals according to the requirements and criteria provided in the RFP. It is possible that one or more projects in a proposal will not be funded in either Phase 2 or Phase 3.

For additional information about Phase 2 and Phase 3 grants, please refer to pages 6 - 11 of the RFP.

Grant Budget and Expenses

If an applicant has done significant planning work already, may it use the planning grant funds to pay for past expenses?

No. The expenses must be incurred within the grant period as indicated in the grant agreement. Grant funds may not be used to reimburse the applicant for previously incurred expenses.

In Phase 2 non-competitive and Phase 3 competitive grant proposals, may an applicant request funding for indirect costs or administrative expenses? If this is permissible, is there a limit?

Applicants may request support for direct administrative costs, such as personnel or other expenses relevant to the projects described in their proposals. Indirect costs that cannot be attributed to actual proposed projects will not be considered.

Will the Endowment consider in-kind contributions as part of other sources of Phase 3 project funding that may be applied to the 50 percent project funding requirement?

No. Applicants must describe sources of funding amounting to at least 50 percent of the total cost of the proposed projects that have been identified, awarded or will otherwise be obtained or provided by the applicants to support the proposed activities. These sources of funding should include monetary resources, not in-kind contributions. Funding sources could include government, philanthropic or other

private funding. Funding does not need to be secured or committed at the time of proposal submission, but the expectation of and plan for receiving funds when they are needed for the proposed projects should be realistic and feasible.

After Phase 3 grants are awarded, how will the Endowment verify that the 50 percent funding requirement is achieved?

Financial reports for Phase 3 grants will be due every six months and, in addition to requiring applicants to report how grant funds were spent against the grant budget, the Endowment will require grantees to report on other funding that was received to support the project(s). Failure to meet the 50 percent funding requirement may jeopardize successful implementation efforts of a project and may affect applicants' prospects for future funding from the Endowment.

How is revenue defined for the purposes of this initiative?

Revenue must be generated from youth residential camp programs. Unrestricted grants or gifts, investment income, and other revenue that is not specifically attributable to these programs or activities conducted at the camp facilities is not included in the applicants' revenue total from youth residential camp programs in determining eligibility.

General

Will a scoring rubric for evaluating grant proposals be provided to potential applicants?

No. The Endowment will not provide a scoring rubric to applicants. We encourage applicants to review the requirements and criteria in the RFP (found on page 11) for factors that the Endowment will consider in grantmaking decisions.

Are there any formatting requirements?

Applicants should format materials using a 12-point font and one-inch margins. Materials may be either single- or double-spaced as long as page limit requirements detailed in the RFP are followed.

Will funding be disbursed on a reimbursement basis?

No. The Endowment plans to disburse funding for grants under each phase of the initiative in due course after a grant agreement is signed by both the grantee and the Endowment.

Are additional information sessions planned?

The Endowment has not scheduled additional information sessions at this time.

Is this a one-time initiative?

Currently there are no plans for an additional Capital Project Initiative for Residential Youth Camps opportunity.

May an applicant engage with Endowment staff to discuss proposal ideas before submitting applications for each phase? How can applicants obtain further clarification about the initiative?

Questions regarding Phase 1 planning grant and Phase 2 non-competitive grant proposals may be submitted to Endowment staff via email at camps@lei.org. Given the competitive nature of Phase 3 of this initiative, Endowment staff will not be able to respond to questions about Phase 3 grant proposal ideas. Procedural

questions regarding eligibility, proposal submission or other processes (e.g., timelines, reporting) may be submitted at any point regarding any phase of the initiative.

How often will grant reports be required and what will reports require?

Program and financial reports for Phase 1 planning grants will be due to the Endowment at the end of the one-year grant period. Program and financial reports for Phase 2 and Phase 3 grants will be due every six months. The details of reporting requirements will be outlined in grant agreements and other reporting guidelines the Endowment will provide, but in general grantees will be asked to report on the progress of the projects funded by the grant. Financial reports should detail how grant funds have been spent against the grant budget and, for recipients of Phase 3 grants, other funding that has been received to support the projects during the reporting period.

ADDENDUM

Good afternoon,

Thank you for your interest in Lilly Endowment's new Capital Project Initiative for Residential Youth Camps and for your participation in one of our information sessions. We received many good questions before, during and after the information sessions that are helpful to us in further clarifying several aspects of the initiative that are described in the initiative's [request for proposals \(RFP\)](#).

As we mentioned in the information sessions, the RFP is the best source of information for you as you determine whether or not to participate in the initiative and for how to best develop proposals should you choose to do so. We are also planning to distribute a "Frequently Asked Questions" (FAQ) document, which you should receive in the next week or so. The FAQ document will further clarify a number of issues related to the initiative that may be of use to you as you move forward.

Deciding whether an organization is eligible may be the most immediate question on the minds of many who participated in the information sessions, as evidenced by the feedback we have received. We again ask you to consult the RFP to determine whether your organization is eligible. Information about eligibility is included on pages 2 and 3 of the RFP.

One aspect of eligibility that may be worth further clarification now is criterion 2 in the RFP (page 3) related to camp revenue. The RFP states: "A minimum of 50 percent of the applicant's revenue with respect to each camp location for which it seeks funding under this initiative must be generated from youth residential camp programs that the applicant operates at such location." The purpose of this criterion is to ensure that the camp location for which an applicant seeks funding is primarily used for residential youth camp programs, which is aligned with the aim of the initiative and funding approved by the Endowment's board of directors.

To aid you in determining whether your camp meets this criterion, you are invited to consider the steps described below as they may relate to your camp's particular circumstances.

1. To calculate "applicant's revenue," total the amount of annual revenue that your organization received relating to programs or activities conducted at your camp's facilities in the most recent year. This would be revenue such as fees paid by camp participants; scholarships funded by others to pay or subsidize fees for campers; grants and gifts designated by donors specifically to support programs or activities conducted at camp facilities; rental income for events using camp facilities; and similar payments made specifically to support programs or activities conducted at camp facilities. This first amount is the *denominator*. Unrestricted grants or gifts, investment income, and other revenue that is not specifically attributable to programs or activities conducted at your camp's facilities is not included in the *denominator*.
2. To calculate revenue "generated from youth residential camp programs," include the portion of the denominator relating specifically to **residential youth** camp programs, such as fees paid by participants to attend residential youth camps; scholarships funded by others to pay or subsidize fees for campers at residential youth camps; and grants and gifts designated by donors specifically to support residential youth camps. Include revenue for any kind of residential youth camp, regardless of how many nights youth stay during the camp experience. This amount would include camps operated directly by your organization at your camp facilities and camps hosted by your organization at your camp facilities. This second amount is the numerator.

3. To determine eligibility, divide the *numerator* as described above by the *denominator* as described above. If the calculation is 50 percent or higher, your camp is eligible to participate in the initiative.

Below is an example of a fictional camp that would use this guidance to determine eligibility.

Camp Indiana has various residential youth camps (each with at least one overnight stay) and other programs and activities that it operates and hosts at its camp facilities throughout the year. The camp's total annual revenue is \$1,200,000. The camp has identified \$200,000 in unrestricted gifts and investment income as part of that total annual revenue. For the purpose of this initiative, the applicant's revenue amount, or the denominator, is \$1,000,000.

Camp Indiana generates \$500,000 in annual revenue from fees that families pay for their youth to attend residential youth camp programs. In addition, the camp receives \$50,000 in contributions from individuals and organizations specifically to support scholarships and to reduce residential camp fees for youth. The remaining \$450,000 represents rental fees from adult retreat groups and businesses that use the camp facilities when not occupied by residential youth camp programs. For the purpose of this initiative, revenue generated from residential youth camp programs, or the numerator, is \$550,000 (fees and scholarships for residential youth camp programs).

Camp Indiana's revenue (denominator) relating to programs or activities conducted at its camp facilities is \$1,000,000. Camp Indiana's revenue generated from residential youth camp programs (numerator) is \$550,000. Therefore, 55 percent of the total revenue of Camp Indiana is generated from residential youth camp programs and the camp is eligible to participate in the initiative.

We are hopeful that this guidance further clarifies this eligibility criterion and that it provides flexibility for camps that receive unrestricted grants or gifts, investment income, or other revenue that is not related to programs or activities conducted at a camp's facilities to participate in the initiative without being penalized for those other revenue sources.

Please note that if after having considered this additional guidance you find that your camp is not eligible to participate in this initiative based on the revenue criterion in the RFP (or if you are still unsure) and you believe that your camp location is primarily used for residential youth camp programs, you may provide additional information to support that belief in the Phase 1 planning grant proposal narrative. The Endowment will consider this additional information when reviewing your proposal.

Thank you for your questions. We are continuing to learn about the varied and complicated aspects of funding for residential youth camps. We will be distributing the FAQ document soon, which we hope will provide more clarification about eligibility and other aspects of the Capital Project Initiative for Residential Youth Camps.

Please do not hesitate to reach out to us directly if you have specific questions about your camp at camps@lei.org.

Sincerely,



Ted Maple, Vice President for Education