



Hampton Roads  
Community Foundation



## Request for Proposals

### *Improving Oral Care for Low-Income Residents*

The Hampton Roads Community Foundation (HRCF) and the United Way of South Hampton Roads (UWSHR) jointly seek proposals from nonprofit 501(c)(3) organizations to improve access to dental care for **economically disadvantaged** individuals in South Hampton Roads. The funders are interested in pilot or ongoing projects that are innovative and make substantial changes in the dental access and care for South Hampton Roads' citizens. A total of \$50,000 will be awarded for a one-year program(s).

#### **BACKGROUND INFORMATION**

Dental health impacts all aspects of life from physical and emotional health to employment. Left untreated, dental problems can impact an individual's nutrition, speech, and mental state. The Virginia Health Care Foundation reports that 3.8 million Virginians are without dental insurance, and as a result, many go without dental care.<sup>1</sup> In fact, 312,184 of Virginia's children ages 3 to 15 suffer from untreated dental decay, and 653,566 adults in the Commonwealth ages 35 to 74 suffer from dental decay or moderate to severe dental disease.<sup>2</sup>

While Virginia is expanding its Medicaid by approximately 400,000 residents, comprehensive dental care is still not included in the expansion.<sup>3</sup> Instead, the expansion covers emergency procedures rather than preventative care. Since hospital emergency rooms typically cannot treat dental issues, they prescribe antibiotics and opioids to treat infections and advise patients to see a dentist.<sup>4</sup> Consequently, Americans are visiting emergency rooms for dental care in record numbers, which can cost up to 10 times more than preventative care.<sup>5</sup>

Through this RFP opportunity, we are committed to decreasing the consequences caused by lack of dental care. Coupled with our investment in direct oral health services, we recently established an alliance with the Virginia Oral Health Coalition in an effort to identify systems-level strategies for improving dental care for all Virginians. We anticipate that the release of future RFPs focused on dental care will be aligned to our work with the Coalition and the actionable steps that emerge from the workgroup(s) of the alliance.

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<sup>1</sup> <http://www.vhcf.org/data/statistics-and-research-on-dental-access/>

<sup>2</sup> <http://www.vaoralhealth.org/ORALHEALTHINVIRGINIA.aspx>

<sup>3</sup> <https://www.virginiamercury.com/2018/09/04/the-gaping-dental-gap-as-virginia-prepares-to-expand-medicaid-thousands-still-lack-access-to-dental-care/>

<sup>4</sup> Same as Footnote 3

<sup>5</sup> <http://www.ada.org/en/press-room/news-releases/2013-archive/july/ada-dental-realited-er-visits/>;  
<http://www.pewtrusts.org/~media/Assets/2012/01/16/A-Costly-Dental-Destination.pdf>

## FUNDING PRIORITIES:

HRCF and UWSHR seek proposals that address dental care for economically disadvantaged children and adults who lack access to dental treatment and preventive care. Patients served through the grant funded program may not be charged a fee for services. The grant funding should lead to significant impact in the dental care and treatment for individuals who lack access to dental services.

## ELIGIBILITY REQUIREMENTS

Applicants for this grant program must be a 501(c)(3) publicly-supported charity. Applicants must show relevant work in the South Hampton Roads region.

Please refer to the [grant eligibility requirements](#). The following are examples of organizations that **will not** be considered.

- Organizations not tax-exempt under section 501(c)(3) of the Internal Revenue Code
- Organizations that do not provide benefits and services to residents of South Hampton Roads
- Individuals
- Political, fraternal, or religious\* organizations
- National or international organizations
- Hospitals and similar health-care facilities
- Projects normally the responsibility of government
- Private primary or secondary schools or academies other than those whose primary purpose is for students with special needs

*\*Organizations that require religious participation by those receiving services*

Current HRCF and UWSHR grantees **are eligible** to apply for this special grant award.

## APPLICATION

The funders encourage applications from individual nonprofits or coalitions that have the capacity to significantly impact the dental services for the most vulnerable citizens in our region. Coalitions should present one application from the organization that will be the fiscal agent for the group.

Applicants shall use the Hampton Roads Community Foundation [online application](#) process to apply. A Program Logic Model and defined outcomes are required. Applications are due by 5 p.m. on **Monday, November 5, 2018**.

Direct inquiries concerning this Request for Proposal (RFP) to Sarah Ellis, Grants Manager for Hampton Roads Community Foundation, [sellis@hamptonroadscf.org](mailto:sellis@hamptonroadscf.org) or 757-622-7951.

## PROPOSAL REVIEW

All proposals will be reviewed by United Way of South Hampton Roads and the Hampton Roads Community Foundation. The selection will be made jointly by the two organizations.

Proposals will be evaluated on:

- Experience and qualification of the organization in successfully delivering similar types of services to economically disadvantaged individuals in the region.
- Availability of resources and personnel to provide or coordinate dental services.
- Quality of the proposal demonstrating a high level of understanding and commitment to the project and associated outcomes.

## **AWARD DATE**

Grant award(s) will be announced no later than **December 11, 2018**.

## **GRANT REPORTING**

Reporting will include an interim and final report that will be due on the dates specified in a Grant Agreement that will be forwarded to the nonprofit(s) selected.

## **ABOUT THE FUNDERS**

### **The Hampton Roads Community Foundation**

Hampton Roads Community Foundation is the largest grant and scholarship provider in southeastern Virginia. It started in 1950 as the first community foundation in Virginia and connects donors from all walks of life with charitable causes, including health and wellness, educational success, environmental stewardship, economic stability, vibrant places, and scholarships. It also underpins key community initiatives as part of its vision of a thriving community with opportunity for all.

Since 1950 the community foundation has distributed more than \$265 million in grants and scholarships – over \$15.7 million in 2017.

### **The United Way of South Hampton Roads**

For more than 90 years, United Way of South Hampton Roads has led the way to powerful, local community impact. United Way is the largest private funder dedicated solely to human service needs in the region. As the needs of individuals and families in our community grows more complex, we are adapting our model to better serve them. More than a “funds raiser,” we are bringing together people and resources to solve problems too big for any of us to solve alone. Through the help of generous volunteers, donors and community partners, we are hanging the odds for children, veterans and families across Hampton Roads. To learn more, visit us online at [unitedwayshr.org](http://unitedwayshr.org).