



# Request for Proposals

Informational Webinar

July 30, 2024

# Welcome!

We're excited to share more information about our request for proposals!

The following slides will provide more details on our RFP aimed at:

## **Increasing Family Affordability Through Tax Credits**



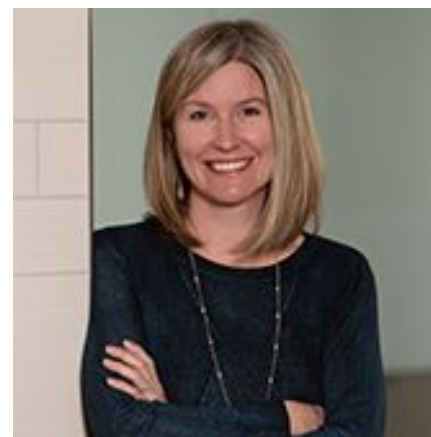
# Introductions



**Jill Hawley**  
Vice President,  
Philanthropy & Policy  
[jhawley@garycommunity.org](mailto:jhawley@garycommunity.org)



**Angie McPhaul**  
Director, Youth  
Success  
[amcphaul@garycommunity.org](mailto:amcphaul@garycommunity.org)



**Julie Stone**  
Director, Family  
Economic Mobility  
[jstone@garycommunity.org](mailto:jstone@garycommunity.org)

# About Gary

## Vision

All children in Colorado have the opportunity to grow up healthy and reach their full potential.

## Mission

Gary Community Ventures partners with our community to leverage business, policy and philanthropy, working together to reshape the arc of opportunity for Colorado kids and families.



# Our Outcome Areas

## School Readiness

- Expand quality early learning settings
- Increase family supports

## Youth Success

- Increase academic skills
- Advance youth wellbeing
- Increase postsecondary success

## Family Economic Mobility

- Grow income
- Reduce expenses
- Build wealth



# How We Partner

## We partner with organizations that:

- Focus on our outcome areas
- Have a commitment to advancing the promise and potential of kids and families from low-income backgrounds and BIPOC communities
- Work in Adams, Arapahoe, Denver, and/or Jefferson counties (note: we expand this for our policy implementation work which is statewide - as is the case for the tax credit RFP)

## We use a variety of approaches to identify partner organizations for grant funding:

- Ongoing response to inquiries from organizations
- Invitations to submit an application for funding
- Requests for proposals

## About Our Open RFP

- ❖ Increasing Family Affordability through Tax Credits

**We highly encourage organizations new to Gary as well as BIPOC-led to consider applying.**

## Key Dates & Links

Request for Proposal Home Page - <https://garycommunity.org/rfp/>

August 12	<p><b>Optional Office Hours</b></p> <ul style="list-style-type: none"> <li>● August 12 at 2:00 pm - Tax Credits             <ul style="list-style-type: none"> <li>○ <a href="https://us06web.zoom.us/j/84035723177">https://us06web.zoom.us/j/84035723177</a></li> </ul> </li> </ul>
August 30	<b>Proposals Due at 5:00 pm MT</b>
October 18	<b>Grant Awards Announced</b>



# Why Focus on Family Tax Credit Utilization & Optimization?

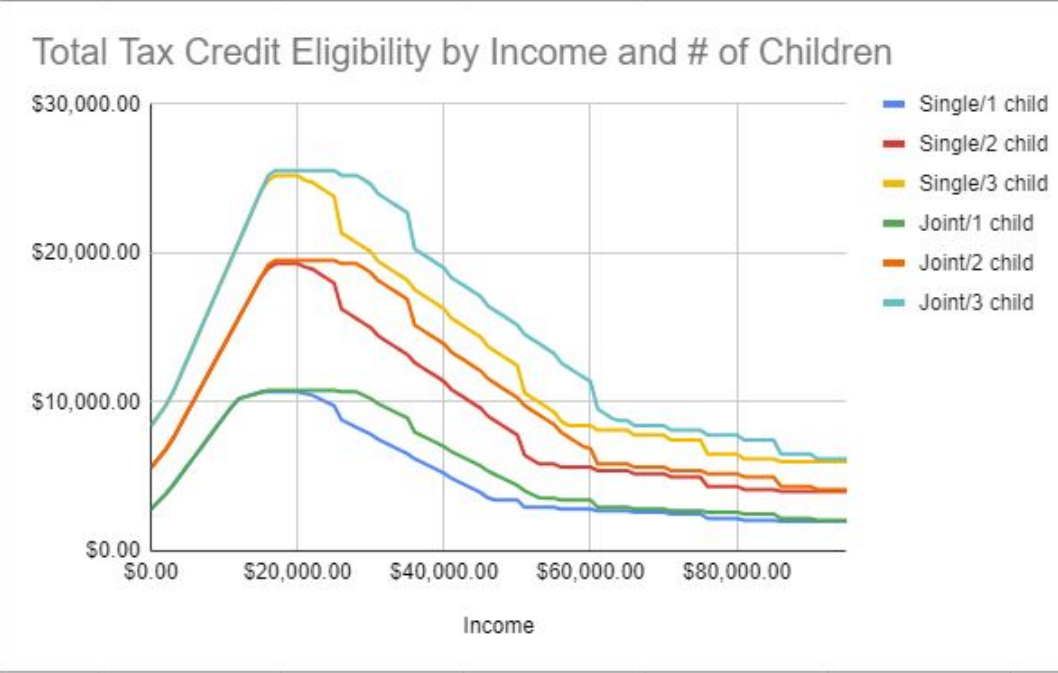
## Opportunity

- ❖ 2025 CO Legislature passes 1311: Family Affordability Tax Credit; \$700M+ for families
- ❖ In combination with existing tax state and federal credits, CO offers the most significant set of family-centered (refundable) tax return options in the country: \$5000-20,000+ / household per year
- ❖ Extraordinary opportunity to address short and longer-term financial goals , AND

## What's In The Way...

- CO has among the lowest tax credit utilization rates in the country; we estimate ~150,000 families eligible for tax credits that are (otherwise) unlikely to file

Income	Single			Joint		
	Single/1 child	Single/2 child	Single/3 child	Joint/1 child	Joint/2 child	Joint/3 child
\$0.00	\$2,800.00	\$5,600.00	\$8,400.00	\$2,800.00	\$5,600.00	\$8,400.00
\$1,000.00	\$3,310.00	\$6,200.00	\$9,075.00	\$3,310.00	\$6,200.00	\$9,075.00
\$2,000.00	\$3,820.00	\$6,800.00	\$9,750.00	\$3,820.00	\$6,800.00	\$9,750.00
\$3,000.00	\$4,405.00	\$7,550.00	\$10,650.00	\$4,405.00	\$7,550.00	\$10,650.00
\$4,000.00	\$5,065.00	\$8,450.00	\$11,775.00	\$5,065.00	\$8,450.00	\$11,775.00
\$5,000.00	\$5,725.00	\$9,350.00	\$12,900.00	\$5,725.00	\$9,350.00	\$12,900.00
\$6,000.00	\$6,385.00	\$10,250.00	\$14,025.00	\$6,385.00	\$10,250.00	\$14,025.00
\$7,000.00	\$7,045.00	\$11,150.00	\$15,150.00	\$7,045.00	\$11,150.00	\$15,150.00
\$8,000.00	\$7,705.00	\$12,050.00	\$16,275.00	\$7,705.00	\$12,050.00	\$16,275.00
\$9,000.00	\$8,365.00	\$12,950.00	\$17,400.00	\$8,365.00	\$12,950.00	\$17,400.00
\$10,000.00	\$9,025.00	\$13,850.00	\$18,525.00	\$9,025.00	\$13,850.00	\$18,525.00
\$11,000.00	\$9,685.00	\$14,750.00	\$19,650.00	\$9,685.00	\$14,750.00	\$19,650.00
\$12,000.00	\$10,217.50	\$15,650.00	\$20,775.00	\$10,217.50	\$15,650.00	\$20,775.00
\$13,000.00	\$10,367.50	\$16,550.00	\$21,900.00	\$10,367.50	\$16,550.00	\$21,900.00
\$14,000.00	\$10,517.50	\$17,450.00	\$23,025.00	\$10,517.50	\$17,450.00	\$23,025.00
\$15,000.00	\$10,667.50	\$18,350.00	\$24,150.00	\$10,667.50	\$18,350.00	\$24,150.00
\$16,000.00	\$10,682.50	\$18,980.00	\$24,870.00	\$10,792.50	\$19,200.00	\$25,200.00
\$17,000.00	\$10,682.50	\$19,286.00	\$25,215.00	\$10,792.50	\$19,506.00	\$25,545.00
\$18,000.00	\$10,682.50	\$19,286.00	\$25,215.00	\$10,792.50	\$19,506.00	\$25,545.00
\$19,000.00	\$10,682.50	\$19,286.00	\$25,215.00	\$10,792.50	\$19,506.00	\$25,545.00
\$20,000.00	\$10,682.50	\$19,286.00	\$25,215.00	\$10,792.50	\$19,506.00	\$25,545.00
\$21,000.00	\$10,572.50	\$19,066.00	\$24,885.00	\$10,792.50	\$19,506.00	\$25,545.00
\$22,000.00	\$10,467.03	\$18,927.00	\$24,746.00	\$10,792.50	\$19,506.00	\$25,545.00
\$23,000.00	\$10,227.33	\$18,611.10	\$24,430.10	\$10,792.50	\$19,506.00	\$25,545.00
\$24,000.00	\$9,987.63	\$18,295.20	\$24,114.20	\$10,792.50	\$19,506.00	\$25,545.00
\$25,000.00	\$9,747.93	\$17,979.30	\$23,798.30	\$10,792.50	\$19,506.00	\$25,545.00
\$26,000.00	\$8,798.23	\$16,243.40	\$21,352.40	\$10,682.50	\$19,286.00	\$25,215.00
\$27,000.00	\$8,558.53	\$15,927.50	\$21,036.50	\$10,682.50	\$19,286.00	\$25,215.00
\$28,000.00	\$8,318.83	\$15,611.60	\$20,720.60	\$10,682.50	\$19,286.00	\$25,215.00



Income	Single			Joint		
	Single/1 child	Single/2 child	Single/3 child	Joint/1 child	Joint/2 child	Joint/3 child
\$64,000.00	\$2,700.00	\$5,400.00	\$8,100.00	\$2,920.00	\$5,840.00	\$8,760.00
\$65,000.00	\$2,700.00	\$5,400.00	\$8,100.00	\$2,920.00	\$5,840.00	\$8,760.00
\$66,000.00	\$2,590.00	\$5,180.00	\$7,770.00	\$2,810.00	\$5,620.00	\$8,430.00
\$67,000.00	\$2,590.00	\$5,180.00	\$7,770.00	\$2,810.00	\$5,620.00	\$8,430.00
\$68,000.00	\$2,590.00	\$5,180.00	\$7,770.00	\$2,810.00	\$5,620.00	\$8,430.00
\$69,000.00	\$2,590.00	\$5,180.00	\$7,770.00	\$2,810.00	\$5,620.00	\$8,430.00
\$70,000.00	\$2,590.00	\$5,180.00	\$7,770.00	\$2,810.00	\$5,620.00	\$8,430.00
\$71,000.00	\$2,480.00	\$4,960.00	\$7,440.00	\$2,700.00	\$5,400.00	\$8,100.00
\$72,000.00	\$2,480.00	\$4,960.00	\$7,440.00	\$2,700.00	\$5,400.00	\$8,100.00
\$73,000.00	\$2,480.00	\$4,960.00	\$7,440.00	\$2,700.00	\$5,400.00	\$8,100.00
\$74,000.00	\$2,480.00	\$4,960.00	\$7,440.00	\$2,700.00	\$5,400.00	\$8,100.00
\$75,000.00	\$2,480.00	\$4,960.00	\$7,440.00	\$2,700.00	\$5,400.00	\$8,100.00
\$76,000.00	\$2,170.00	\$4,340.00	\$6,510.00	\$2,590.00	\$5,180.00	\$7,770.00
\$77,000.00	\$2,170.00	\$4,340.00	\$6,510.00	\$2,590.00	\$5,180.00	\$7,770.00
\$78,000.00	\$2,170.00	\$4,340.00	\$6,510.00	\$2,590.00	\$5,180.00	\$7,770.00
\$79,000.00	\$2,170.00	\$4,340.00	\$6,510.00	\$2,590.00	\$5,180.00	\$7,770.00
\$80,000.00	\$2,170.00	\$4,340.00	\$6,510.00	\$2,590.00	\$5,180.00	\$7,770.00
\$81,000.00	\$2,060.00	\$4,120.00	\$6,180.00	\$2,480.00	\$4,960.00	\$7,440.00
\$82,000.00	\$2,060.00	\$4,120.00	\$6,180.00	\$2,480.00	\$4,960.00	\$7,440.00
\$83,000.00	\$2,060.00	\$4,120.00	\$6,180.00	\$2,480.00	\$4,960.00	\$7,440.00
\$84,000.00	\$2,060.00	\$4,120.00	\$6,180.00	\$2,480.00	\$4,960.00	\$7,440.00
\$85,000.00	\$2,060.00	\$4,120.00	\$6,180.00	\$2,480.00	\$4,960.00	\$7,440.00
\$86,000.00	\$2,000.00	\$4,000.00	\$6,000.00	\$2,170.00	\$4,340.00	\$6,510.00
\$87,000.00	\$2,000.00	\$4,000.00	\$6,000.00	\$2,170.00	\$4,340.00	\$6,510.00
\$88,000.00	\$2,000.00	\$4,000.00	\$6,000.00	\$2,170.00	\$4,340.00	\$6,510.00
\$89,000.00	\$2,000.00	\$4,000.00	\$6,000.00	\$2,170.00	\$4,340.00	\$6,510.00
\$90,000.00	\$2,000.00	\$4,000.00	\$6,000.00	\$2,170.00	\$4,340.00	\$6,510.00
\$91,000.00	\$2,000.00	\$4,000.00	\$6,000.00	\$2,060.00	\$4,120.00	\$6,180.00
\$92,000.00	\$2,000.00	\$4,000.00	\$6,000.00	\$2,060.00	\$4,120.00	\$6,180.00

# Purpose of RFP: Uptake

**How might we spark awareness and grow ecosystem capacity among family-facing organizations to prioritize tax filing support & follow-on services?**

- ❖ Leverage relationship strength of existing networks to encourage creativity & innovation
- ❖ Reach BIPOC families and eligible non-filers
- ❖ Support families with subsequent financial resources and education (i.e.—coaching, credit repair, child development opportunities, debt reduction, savings, wealth management, etc.)
- ❖ Learn: what matters most to families re use of tax credits; and
- ❖ Capture high-level data to inform ongoing improvement in tax credit utilization & support

# Known Barriers

1. Trust / Awareness: Maximizing tax credit outreach & participation is deeply personal; requires community credibility and direct relationships with families.
2. Lack of Capacity / Onsite Expertise: VITA sites are stretched AND streamlined, '1-stop' process design improves successful filing rates.
3. Language: Supports and materials should be available in multiple languages that are appropriate to the community.
4. Digital literacy & Internet Access: This is essential to enabling online tax filing, as paper filing is less reliable and less accurate.
5. Immigration Status & Paperwork: Organizations should specifically prepare to support (or facilitate support) for families based on immigration / naturalization status. A plan to address W7 / ITIN documentation is critical in many communities.

# Who Are We Looking For?

Today, 50% of families self file, 45% use paid filing services, 5% use free-tax-filing sites

## → Proposals May Be Submitted By...

- ◆ For-profit organizations
- ◆ Non-profit family-facing organizations
- ◆ Associations / chambers that drive utilization / support for eligible families
- ◆ State / local gov't agencies

## → We Will Prioritize

- ◆ Organizations with potential to reach a significant number of eligible & non-filer families
- ◆ Demonstrated success / capacity to support tax filing for low-income / BIPOC fams
- ◆ Expertise in financial planning / educational support

We welcome partners and solutions from outside the state, however we are unable to consider proposals that do not serve Coloradans. Further, we do not accept proposals for capital expenditures.

## Anticipated Awards

- 8-10 organizations
- 1-time: \$40K-\$80K/each
- Span 2 tax seasons ('25-'26)

As part of award, Gary exploring:

- Tax training for staff, ITIN info sessions, and shared learning opportunities
- Tax Credit Calculator (for org websites)



## Dates

- RFP Opens: **July 29**
- RFP Closes: **August 30**
- Notification of Status: **October 18**
- Grant Period: **Nov 2024 - June 2026**

## Requirements

- Online Application
- Budget
- Current Financials

## Contact



Julie Stone  
Director, Fam Economic Mobility  
[jstone@garycommunity.org](mailto:jstone@garycommunity.org)





*Thank You*

Together we can reshape the arc of opportunity  
for Colorado kids and families.