



## **A. SUMMARY STATEMENT**

Alliance Healthcare Foundation (AHF) proposes to the people of Imperial County, regional and national funders, and any other person or organization dedicated to improving health and wellness in Imperial County the establishment of a \$25 million grantmaking fund that would be governed and administered locally. AHF has reserved \$7.5 million for a potential matching grant that would be provided once a minimum of \$17.5 million is raised from other sources. The purpose of this Request for Interest (RFI) is to stimulate and assess interest in the fund and to gather information that will be useful in finalizing the details of a Request for Proposals that AHF expects to offer later this year. *Responses to this RFI must be submitted by Monday, August 13, 2018 at 12:00 noon PST.*

## **B. ABOUT ALLIANCE HEALTHCARE FOUNDATION**

In 1982, the San Diego Community Healthcare Alliance (Alliance) created the first PPO (Preferred Provider Organization/Network) in the United States. From 1989 through 1994, the Alliance funded Alliance Healthcare Foundation (AHF) through profits from its Community Care Network (CCN) operations. In 1994, Alliance sold CCN to Value Health, a national healthcare company, and Alliance channeled all its proceeds from CCN's sale into an endowment of \$83 million for AHF. That endowment has enabled AHF to fund approximately \$50 million in grants in San Diego and Imperial Counties and to continue its important work to this day.

AHF's Board of Trustees believes that philanthropy is ripe for innovation. Using a high-engagement approach, the foundation makes strategic investments in innovation, advocacy, education, and leadership – often stepping in to support promising ideas and approaches that others consider too challenging or risky.

AHF currently operates a portfolio of five key programs:

1. Innovation Initiative (i2), a form of “venture philanthropy” – innovation capital (often high-risk, high-reward) to transform the current health and wellness paradigm and improve quality, increase capacity, and reduce costs;
2. Mission Support – core operating support for nonprofits providing essential services;
3. Responsive Grants – financial support for time-sensitive community needs and opportunities;
4. InvestUp – looking for ways to advance AHF's mission even if it means spending some or all of its endowment in order to substantively, sustainably, and positively change health/wellness dynamics; and
5. Program-Related Investments (PRIs), also referred to as “impact investments” – activating AHF's investment portfolio for more positive impact.

AHF's endowment holds approximately \$80 million in assets today, with the majority of funding for programs and operations derived from endowment investment earnings. AHF also leverages its grants and investments with other foundations, corporations, and individuals.

### **C. THE OPPORTUNITY**

Since its founding, AHF has worked with nonprofit, government, and community leaders in both San Diego and Imperial Counties to improve the health and wellness of vulnerable populations – the poor/working poor, children, elderly, and the homeless – by providing support to organizations serving these groups.

Recognizing that the needs and conditions of Imperial County are substantially different from those of San Diego County, AHF's board of trustees believes that the execution of its mission in Imperial County may be better served at this time by an entity that is locally controlled and adequately funded.

Toward this end, AHF has reserved \$7.5 million until December 31, 2019, to support an Imperial County Health & Wellness Fund<sup>1</sup> ("ICH&WF"), with the following conditions:

1. the grantee must be either
  - a. a 501(c)(3) nonprofit entity organized and operated under and in full compliance with California and federal laws and regulations, or
  - b. a local (Imperial County) governmental unit;
2. at the time of the AHF grant, the ICH&WF must have a minimum of \$17.5 million from other sources, to create a fund with at least \$25 million;
3. the ICH&WF must be domiciled in Imperial County;
4. the ICH&WF must have a mission dedicated exclusively to improving the health and wellness of vulnerable populations in Imperial County; and
5. the mission of the ICH&WF must be irrevocable.

With this Request for Interest (RFI), AHF invites residents, community leaders, regional and national funders, and other interested parties to describe a proposed process, structure, timeline, and related considerations that will help achieve AHF's vision for a locally controlled health and wellness fund in Imperial County. AHF's vision is that the ICH&WF will be governed and administered in a way that provides Imperial County with an enduring source of grant funds to advance health and wellness in the county.

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<sup>1</sup> "Imperial County Health & Wellness Fund" is a working title. It is understood and expected that Imperial County stakeholders will select their own name for the fund that is meaningful to the community.

No grant awards will be made through this RFI. AHF will review all responses and may invite respondents for oral presentations thereafter for further information or discussion. Letters of interest received from respondents are intended to be used to inform the development of a Request for Proposals (RFP), targeted for release in September 2018, through which AHF will consider awarding the matching grant for the ICH&WF to the most competitive proposer.

#### **D. LETTER OF INTEREST GUIDELINES**

NOTE: For the purpose of this Request for Interest, the term “Imperial County” does not narrowly refer to county government but, instead, to anyone and everyone with an interest and stake in improving health and wellness in the county, e.g., community residents, business executives, elected officials, nonprofit leaders and staff, county agency leaders and staff, advocates, regional and national funders, et al.

When submitting a letter of interest, respondents are asked to address the following:

1. Describe Imperial County’s current funding environment for health and wellness initiatives. (It is not necessary to describe local community health needs and challenges.)
2. Gauge the potential interest of the people of Imperial County (broadly defined) in establishing a \$25 million health and wellness fund that supports local innovation and risk taking.
3. Assess the status of readiness and level of capacity in the county to work toward raising the \$17.5 million required for AHF’s matching grant of \$7.5 million.
4. Describe potential public and private leaders for this effort and their potential contributions (nonfinancial and financial).
5. Provide some preliminary ideas for what an enduring structure, host entity, and governance arrangement might look like for the fund.
6. Describe the collaborative process that would be used to facilitate community-wide discussion to lift up ideas and propose options for the structure, host entity, governance, and fundraising.
7. Provide a proposed schedule and timeline for implementation (bearing in mind that AHF’s matching grant is available until December 31, 2019).
8. Discuss how this effort would be prioritized in relation to other projects and initiatives planned or already underway in Imperial County.
9. Identify any technical assistance, due diligence, or information resource needs.
10. Describe any unique conditions or circumstances AHF should be aware of if it opts to move forward with a Request for Proposals.

Letters of interest should be no more than ten pages in length (not including charts and graphics, if desired, which are limited to five additional pages). Letters of interest must include the respondent's complete contact information.

#### **E. TIMELINE**

1. Release of Request for Interest on July 12, 2018.
2. In-person information session for **interested parties and potential respondents** on Wednesday, July 18 at 11:00am at Catholic Charities, 250 W. Orange Avenue, El Centro. *Alliance Healthcare Foundation representatives will be present to answer questions.*
3. Webinar information session for **potential funding partners** (by invitation only) on Thursday, July 19, 2018 at 9:00am.
4. Webinar information session for **all other interested parties and potential respondents** on Thursday, July 19, 2018 at 10:00am.
5. Letters of interest **due no later than Monday, August 13, 2018 at 12:00 noon PST** to [info@alliancehf.org](mailto:info@alliancehf.org).

Please direct questions about this RFI to Gregory Hall at [greg.principia@gmail.com](mailto:greg.principia@gmail.com).

#### **F. LIMITATIONS**

The information contained in this Request for Interest is intended for information purposes only to assist interested parties in assessing whether or not to respond to the request.

AHF reserves the right to amend the scope of this RFI, to carry out discussions with one or more prospective respondents, and to proceed as it determines in its sole discretion, such as to discontinue this RFI or to proceed to issuing a Request for Proposals (RFP) at a later time. There is no legal obligation committing AHF to moving forward with the Imperial County Health & Wellness Fund in the event that the AHF board of trustees determines in its best judgment that the idea is not practicable.

Prospective respondents are advised that AHF grant funds may be used only for charitable purposes. AHF does not fund efforts to influence legislation, to intervene in political elections or campaigns, to promote propaganda, or to conduct voter registration drives.