

2027 REQUEST FOR PROPOSALS: INVESTING IN ALICE HOUSEHOLDS

STRONGER FAMILIES. STRONGER COMMUNITY.

Seeking local solutions that remove barriers and help more families make measurable progress toward stability.

GRANT AMOUNTS

\$25,000 to \$200,000

INFO SESSIONS

Oct 21 and 26

PROPOSALS DUE

Friday, Nov 13, 2026

GRANT PERIOD

Jan to Dec 2027

WHY WE'RE DOING THIS

More than 58,000 households in Greenville County are working hard and still coming up short. They are our cooks, cashiers, child care workers and home health aides, along with older neighbors who spent a lifetime working. They earn too much to qualify for most help, but not enough to cover housing, child care, food, transportation and health care. For these families, one unexpected car repair, medical bill or missed shift can set them back for months. We call these households **ALICE: Asset Limited, Income Constrained, Employed**.

23,000+

Households below the
Federal Poverty Level

58,100

ALICE Households in
Greenville County

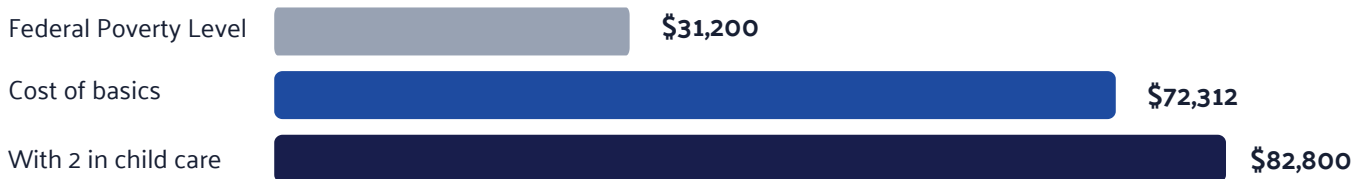
48%

Growth in ALICE
Households since 2010

These households earn above the Federal Poverty Level but still not enough to afford the basic cost of living. While the number of people experiencing poverty in Greenville County has stayed largely unchanged, the number of ALICE families has grown 48% since 2010. ALICE Households grew through recession, pandemic and recovery alike, which tells us this is not a short-term problem.

The math doesn't add up

In 2024, the Federal Poverty Level for a family of four was \$31,200, but the cost of the basics for that same family in Greenville County is \$72,312. With two children in child care, it rises to \$82,800. That budget covers only the essentials, with nothing set aside for savings, emergencies or an unexpected expense. Across the state, the cost of the basics rose 75% from 2007 to 2024. Two parents working full time as a cook and a teller, two of the most common jobs in our state, still fall \$7,336 short each year, or \$17,824 short with two children in child care.



The problem is growing

ALICE Households live in every part of our county. The share of households below the ALICE Threshold, which counts both poverty and ALICE, ranges from 22% in Simpsonville (29681) to 53% in western Greenville (29611). It is higher for Black households (54%) and Hispanic households (46%) than for other groups.

HOW OUR APPROACH IS EVOLVING

Poverty remains a significant and urgent challenge. The data show us, however, that ALICE is where the need is growing most rapidly, and where our community has a significant opportunity to make a difference. We are focusing our resources and expertise where we believe we can do the most good: helping ALICE families make sustainable, measurable improvements in their finances so they can reach stability.

FAMILIES RARELY FACE ONE PROBLEM AT A TIME

When a car breaks down, someone can lose a job. A missed shift means late rent, and late rent can mean moving again while the kids fall behind in school. Each problem pulls on the next.

And finding help is its own burden. Services and referrals are spread across many organizations, and families are often left to find their way through them alone. Fixing one issue at a time can help with one part of a family's life while the rest keeps slipping.

That is why we're changing how we invest. We are starting with ALICE Households and the results that help them become more financially stable. Many of the issues we have funded before still matter deeply to these families, and we will now fund them based on the difference they make for families. This RFP is how we will identify the organizations best positioned to deliver those results.

What we're looking for

We want to invest in solutions that help ALICE Households make measurable progress toward stability.

Strong proposals will:

1. Demonstrate how you resolve or reduce specific barriers and/or increase stability
2. Demonstrate how the dollars requested deliver positive outcomes for the number of households served (see Appendix A for sample outcomes)
3. Explain how you will identify the ALICE Households you serve and track their progress

Serve a mix of households? You are eligible to apply. United Way of Greenville County funding must be used to serve ALICE Households only. If your program also serves households that do not qualify as ALICE, show how our investment will be directed to ALICE Households and how you will track those households separately.

WHAT PARTNERSHIP LOOKS LIKE

Funded organizations will join a cohort of partners working toward shared results for ALICE Households. As a funded partner, you agree to:

- 1 Use these funds to serve ALICE Households**, check that the households you serve qualify and tell us who you reached.
- 2 Share data** with United Way of Greenville County and the cohort on an ongoing basis to track the households you serve and the results they achieve, and be able to report progress regularly.
- 3 Take part in monthly cohort meetings** with other funded partners.
- 4 Use funds as described** to serve more ALICE Households, not replace existing funding.
- 5 Tell us early if something changes**, such as staffing, program design or your ability to reach your outcomes. This is a year of learning, and we want to adjust together.

How do I know if a household is ALICE?

A household is ALICE if its income falls between the Federal Poverty Level and the ALICE Threshold for its size and makeup. In other words, the household earns more than the poverty line but less than what it takes to cover the basic cost of living in Greenville County. To determine whether a household qualifies, compare its total annual household income with the income range below for its household size and composition.

HOUSEHOLD TYPE	ALICE INCOME RANGE
1 adult	\$15,060 to \$34,847
2 adults	\$20,440 to \$48,875
2 adults, 2 children	\$31,200 to \$72,311
2 adults, 2 children in child care	\$31,200 to \$82,799

Within the range, the household is ALICE. Below it, the household is in poverty. Above it, the household is above the ALICE Threshold. For any other household, such as a single parent or a family of three, use the [ALICE Income Status Tool](#). In your proposal, explain how you will identify ALICE Households and track their progress. You can use the table, the tool or the income information you already collect, as long as the households you serve fall within the ALICE range.

WHO CAN APPLY

ELIGIBLE TO APPLY

- Legally established 501(c)(3) nonprofits in good standing with the IRS
- Faith-based organizations, when funded services are open to everyone regardless of faith and participation in any religious activity is voluntary and never a condition of receiving services
- Public, charter and private schools, including programs they run for students and families
- Organizations of any age, with no minimum years in operation
- Organizations serving Greenville County residents
- Colleges, universities and other higher education institutions, including their affiliated foundations, departments and programs
- Fiscally sponsored initiatives, programs and projects
- Organizations with at least \$125,000 in total revenue

NOT ELIGIBLE

Government agencies or entities, including city, county, state and federal offices

NEW TO UNITED WAY?

You do not need to be a current or past United Way of Greenville County partner to apply.

TERMS OF FUNDING

- **One-year grants** beginning in January and concluding in December 2027. Funds will be available starting January 2027, once the grant agreement is signed.
- **\$25,000 to \$200,000.** Grant awards cannot exceed 20% of your total revenue.
- **Supplement, not supplant.** We want our investment to help more families, which means funding more of your solution or a better version of it, not replacing money you already have to do the same work.
- **Partial funding.** If you are not funded at the full amount, we'll ask what a smaller version of your program could deliver.
- **What grants can't pay for:** uncollected accounts or write-offs, past operating deficits, interest or financing costs, endowments or reserves, capital campaigns or major construction, general equipment not directly tied to serving ALICE Households, political campaigns, lobbying, alcohol or entertainment, personal expenses, fines or penalties, re-granting to other organizations or individuals, replacing existing funding for the same services or expenses incurred before the grant start date.
- **Awards are tied to solutions.** Grant awards are tied to the households you serve, the results you achieve and your reporting. This is a year of learning, and you won't be doing it alone. Every grantee joins a cohort that meets monthly to share what's working, solve problems together and track progress toward outcomes.

WHAT YOU'LL TELL US

Your proposal will cover:

ABOUT YOUR PROGRAM

- A brief overview of your program
- The household costs or challenges your program addresses: housing; child care; transportation; health care; food; technology and internet access; employment, job skills or wages; savings, credit, debt or financial coaching; other
- Any additional detail on those costs or challenges

HOW YOU DELIVER

- How you resolve or reduce these barriers to help ALICE Households improve or achieve stability
- How your program is designed for people who work, such as hours, locations, transportation, child care or remote options
- Who will lead and deliver the program, including their qualifications, time with your organization and any hiring timeline for open positions

HOW YOU MEASURE

- How you track the services you provide to ALICE Households, including the output metrics you use
- How you measure what changes for ALICE Households because of your work, including the outcome metrics you use
- The number of unduplicated ALICE Households you currently serve each year (if applicable)
- Your most recent output and outcome data, including the time period it covers (if applicable)

FUNDING

- The amount you're requesting
- How many additional unduplicated ALICE Households that amount will let you serve each year
- The smallest grant that would still allow a meaningful version of your program, what you'd reduce or eliminate at that level and how it would affect households served and results, or why the program can't operate below the full amount
- Anything else you'd like us to know about your organization or this work

HOW WE'LL REVIEW PROPOSALS

Proposals will be reviewed by United Way of Greenville County staff, community experts and members of the Community Impact Committee of our Board of Directors. The committee recommends which grants to fund, and our full Board of Directors gives final approval. We will evaluate:

- Financial and organizational health and capacity
- How you will track outcomes for the households you serve
- What it costs you to do this work very well
- How your services will reduce barriers and move ALICE Households toward stability
- What your recent results show, if applicable

TIMELINE



OCTOBER 19, 2026: RFP RELEASED

The full RFP is posted and Submittable opens.

Find the application details at unitedwaygc.org/impact/apply-funding.



OCTOBER 21 AND 26, 2026: INFORMATION SESSIONS (OPTIONAL)

Join a free webinar to learn more and ask questions directly. Choose Wednesday, October 21 at 9:00 AM or Monday, October 26 at 12:00 PM. Registration is required to attend.



NOVEMBER 13, 2026: PROPOSALS DUE

Submit your proposal in Submittable by 11:59 PM EST on Friday, November 13.

Late proposals won't be accepted.



NOVEMBER TO DECEMBER 2026: REVIEW AND FOLLOW-UP CONVERSATIONS

Our staff, community experts and members of our Board's Community Impact Committee will review every proposal. The committee recommends grants to our full Board, which gives final approval. We may reach out with further questions.



JANUARY 2027: AWARDS ANNOUNCED

One-year grants begin in January and conclude in December 2027. Awards are final once a grant agreement is signed, and funds will be available starting January 2027. Funded partners then join the cohort and begin monthly meetings in February 2027.

HOW TO APPLY

Submit your proposal through Submittable by Friday, November 13, 2026, at 11:59 PM EST.

Submittable opens October 19, 2026, at unitedwaygc.org/impact/apply-funding.

INFORMATION SESSIONS

We will host two information sessions by webinar so you can learn more and ask questions directly. Recorded webinars will also be available.

Wednesday, October 21

9:00 AM · [Register](#)

Monday, October 26

12:00 PM · [Register](#)

Information sessions are optional, so you don't need to attend one to apply.

QUESTIONS?

Call (864) 467-3333 or email RFP@unitedwaygc.org.

APPENDIX A: EXAMPLE OUTCOMES FOR ALICE HOUSEHOLDS

These examples show what financial stability can look like for ALICE Households. Progress toward these outcomes often depends on other household needs, such as child care, transportation, health care and food.

EARNINGS

A household member increases household earnings

CREDENTIALS

A household member attains a credential or training that leads to increased earnings

HOUSING STABILITY

A household at risk of eviction or foreclosure becomes stable in its housing

HOMEOWNERSHIP

A household qualifies for home ownership

FULL-TIME WORK

A household member gets full-time work or its equivalent

LESS DEBT

A household reduces its debt, especially high-cost debt like payday or title loans

SAVINGS

A household opens and grows a savings account and saves a regular share of its income each month

CREDIT

A household establishes and builds credit

TRANSPORTATION

A household has reliable transportation to get to work, child care and other daily needs

ABOVE THE THRESHOLD

A household's earnings rise above the ALICE Threshold

HELP FAMILIES GET STABLE AND STAY THAT WAY.

Proposals are due in [Submittable](#) by Friday, November 13, 2026, at 11:59 PM EST.