

Targeted Impact Scoring Matrix Glossary

Term	Definition
Activities	The activities or actions carried out on behalf of a program.
Admin Rate	Also known as indirect rate. Administrative rates are defined in this RFP as general administrative and/or facility costs that are anticipated by the agency to support the proposed services that cannot be readily identified [specifically with a particular project or program]. For example, depreciations on equipment, costs associated with an accounting or personnel department, rent, utilities, or services not otherwise identified [specifically with the particular project or program] would be captured in an admin rate.
Assets	The people, physical structures, places, community services, organizations and businesses that can play a role in improving a community's quality of life. Other commonly used term: Resources, Strengths.
Capacity Building	The process of developing and strengthening the skills, instincts, abilities, processes and resources that individuals, organizations, and communities need to survive, adapt, and thrive in a fast-changing world.
Collective Impact	An approach to achieving social change through the collaboration of multiple people or agencies. Elements of collective impact include a common agenda, shared measurements, mutually reinforcing activities, continuous communication, and backbone support organization. Other commonly used term: Movement Building.
Community Indicators	A specific quality or state that can be measured across a population group, community, or geographic area (rather than an individual). For example: "Percentage of Santa Cruz County children with a dental visit in the last 12 months;" "Number of afterschool programs in the county for children under 12."
CORE Conditions	Elements of a thriving, healthy community. Every CORE Investments application must designate one primary CORE Condition the program seeks to achieve from among eight options: 1. Health and Wellness 2. Lifelong Learning and Education 3. Economic Security & Mobility 4. Thriving Families 5. Community Connectedness 6. Healthy Environments 7. Safe & Just Community 8. Stable, Affordable Housing & Shelter
Direct Services	Direct services are activities or actions that directly benefit the target population. The intention of the RFP to support direct services includes the work required by an organization to effectively achieve the desired outcomes of the proposal, and the specific budget expenses needed to do so.
Equity	Fairness or justice in the way people are treated, specifically: freedom from bias or favoritism. A program built on equity will address the needs of specific populations most likely to be affected by inequities by providing

	resources and opportunities such that they may thrive alongside other residents in the county.
Financial Statements	Financial statements normally include: (1) a Statement of Financial Position or Balance Sheet; (2) a Statement of Activities or Statement of Revenues and Expenses; (3) a Cash Flow Statement; and (4) a Statement of Functional Expenses.
Infrastructure	The basic physical and organizational structures, services, and facilities needed for the agency to function properly.
Intersectionality	Intersectionality references the intersecting categorizations of people such as race, gender, age, and more. It acknowledges that individuals can hold multiple identities at the same time. For example, someone may identify as Black, a woman, and non-abled bodied. When identities intersect, unique experiences and needs should be considered when developing program strategies and services.
Outcomes	The measurable changes expected as a direct result of a program’s strategies and implementation. Different outcomes may be expected in the short-, medium- or long-term phases of a program.
Participants	Individuals who engage in services or receive benefits from an agency or program. Other commonly used terms: Clients, Consumers, Constituents, Beneficiaries, Individuals
Qualitative Data	Data that can be observed and recorded that is not numerical in nature. Written documents, interviews, and various forms of in-field observation are all sources of qualitative data.
Quantitative Data	Data that can be quantified (counted or measured and given a numerical value). Examples include the number of people served, the percentage of change in behaviors anticipated, and the number of new skills built.
Root Causes	The fundamental reason for the occurrence of a problem. A root cause is the deepest cause in a causal chain that can be resolved.
Strategies	A rationale or plan that explains how a program’s resources will be allocated and its services will be implemented that is likely to achieve the desired program outcomes and community impacts. Additional resources can be found at datasharescc.org . Other commonly used terms: Approach, Plan
Strengths-Based Language	Focuses on the innate strengths of individuals and communities rather than a problem or concern.
Target Population	A group of people that an agency’s services will focus on.
Valid and Reliable Sources	Information or sources of data whose origins and methods can be verified; or is produced by an entity with a history of producing accurate information related to social services and policy.