Your Community Foundation is planting the seeds of collaboration and engagement. Applications begin December 2, 2019.

CORE Grants 2020
For 40 years, the Community Foundation for Southern Arizona (CFSA) has been a trusted philanthropic partner helping hundreds of individuals, families, businesses and nonprofits create a stronger community.

As we prepare for the decade ahead and sharpen our focus, CFSA will continue to make general operating support grants to high-impact nonprofits. We know from experience — our own and that of other forward-looking foundations — that such gifts can quicken the arc of change, creating greater results in less time and at lower cost.

Building on Best Practices
Since 1980, the Community Foundation for Southern Arizona has distributed nearly $200 million to regional nonprofits and educational institutions. Dollars have been directed toward programs spanning animal welfare, arts and culture, community development, education, environment, health and human services, and other areas of community need.

CFSA developed CORE Grants in 2016 to achieve greater impact through our grantmaking. We knew from experience — our own and that of other forward-looking foundations — that providing general operating support can quicken the arc of change, creating better results in less time.

Through CORE Grants, CFSA provides nonprofits with the flexible working capital necessary to maximize their impact and improve the quality of life in southern Arizona.

Characteristics of the high-impact nonprofit organizations that will receive funding are ones that meet our CORE values of:

- **Community**: Are continually evolving and growing, meeting the needs of the clients they serve. They are well networked and utilize the strengths of relationships and collaboration.

- **Organizational Sustainability**: Have business models that provide ongoing financial sustainability for their organization as well as the ability to leverage different forms of capital. A robust and balanced fundraising plan is in place and volunteers and staff are balanced in their roles. They have boards and staff that are skilled, diverse, and knowledgeable and have shown longevity and a desire to move the organization forward to achieve the best results.

- **Results**: Demonstrate results and outcomes which help them improve over time as well as develop appropriate services to their clients. High-impact nonprofits should be able to demonstrate methods for collecting and evaluating effectiveness.

- **Effective Programs**: Clearly articulate why their programs and mission are important; high impact nonprofits strategically align their programmatic work with the larger good of the clients that they serve.

Partnering with Donors
CFSA believes in the power of collaboration and engagement of our donor community. Donors who have an interest in CORE grant support can participate with CFSA to select grantees according to their charitable budget and personal choice.
CORE Funding Explained

General operating and CORE funding can be used interchangeably to describe support that is not awarded for specific projects or programs. As the name suggests, CORE grants can support fundamental needs, including administrative costs, program expenses or salaries. Grant requests from $10,000 to $30,000 will be accepted from qualified nonprofit organizations.

Why Do It?

• Gives nonprofit organizations the flexibility to direct their spending where it is needed.
• Enables nonprofits to build a strong and sustainable infrastructure to run effective programs.
• Eases fundraising pressures on nonprofit executives, reducing burnout and allowing them to focus on the mission.
• Fosters innovation and risk-taking, providing nonprofits with resources to take advantage of new opportunities as they arise.
• Reduces the power imbalance between grantmaker and grantee, bringing new transparency and trust to the relationship.

What are CORE’s goals?

• Increase capacity for nonprofits
• Build community
• Evaluate effectively
• Connecting and convening

Application Guidelines

In addition to meeting the CORE values, organizations applying for these grants must meet all the criteria below:

Structure and Finances

• Applicant must be a 501(c)3 in good standing and have been in operation for at least 3 years
• The grant period is for 1 year in duration. An agency must be current in all reporting to CFSA.
• Organization must have a total gross income between $200K and $2M
• Organization may receive up to 3 consecutive CORE grants. Any organization that receives 3 consecutive grants must wait for at least 1 year before reapplying and must meet all other eligibility requirements
• Organization should not have had an operating deficit in the past 3 years. If your organization has experienced one, it will be necessary in the application to explain the circumstances surrounding this operating deficit

CFSA honors the rich diversity of our community and promotes equal opportunities for all people.

Leadership and Staff

• Applicant’s CEO, ED or equivalent must have been with the organization at least 2 years as of the application deadline and management must work in the communities they serve

Southern Arizona Presence

• Applicant organization must have local leadership in the form of a board of directors or advisory committee, local financial support and local program management and accountability
• Applicant organization must be conducting charitable work in Southern Arizona

We welcome applicants from Cochise, Graham, Greenlee, Pima, Pinal, Santa Cruz, and Yuma counties

Diversity and Principles

• Awards made by CFSA’s various grant panels support organizations that do not discriminate in their employment practices, volunteer opportunities or delivery of programs and services on the basis of age, ancestry, citizenship, color, disability, ethnicity, familial status, gender, gender identity, marital status, national origin, race, religion, sexual orientation, socioeconomic status, veteran status. Organization will be required to submit their diversity policy
• Have a clear commitment to diversity, equity, and inclusion and encourage board and staff to reflect the communities they serve
• Must be able to demonstrate and clearly articulate CORE values

Required Documents

• Balance Sheets for the three most recently completed fiscal years (include dates)
• Profit and Loss Statements for the three most recently completed fiscal years (include dates)
• Current year-to-date financials including profit and loss statement against approved operating budget.
• List of Board of Directors, profession, zip code and number of years served
• List of Executive Staff, home zip code, and number of years employed
• Organization’s diversity policy

Important Dates

December 2, 2019  Application Open
January 15, 2020  Applications Due
February–March, 2020  Applications Review
March 2020  Applicant Presentations
April 15, 2020  Award Notifications
May 8, 2020  Awards Celebration

For More Information

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December 2, 2019  Application Open  
RFP announced and released

January 15, 2020  Applications Due  
CFSA staff and committees review eligible proposals

March 2020  Applicant Presentations  
Eligible applicants will present to review panel

April 15, 2020  Award Notifications  
Organizations notified about awards and funds disseminated

May 8, 2020  Awards Celebration  
Convenings/ Evaluations  
During funding period Grantees will participate in convenings, evaluations and reporting