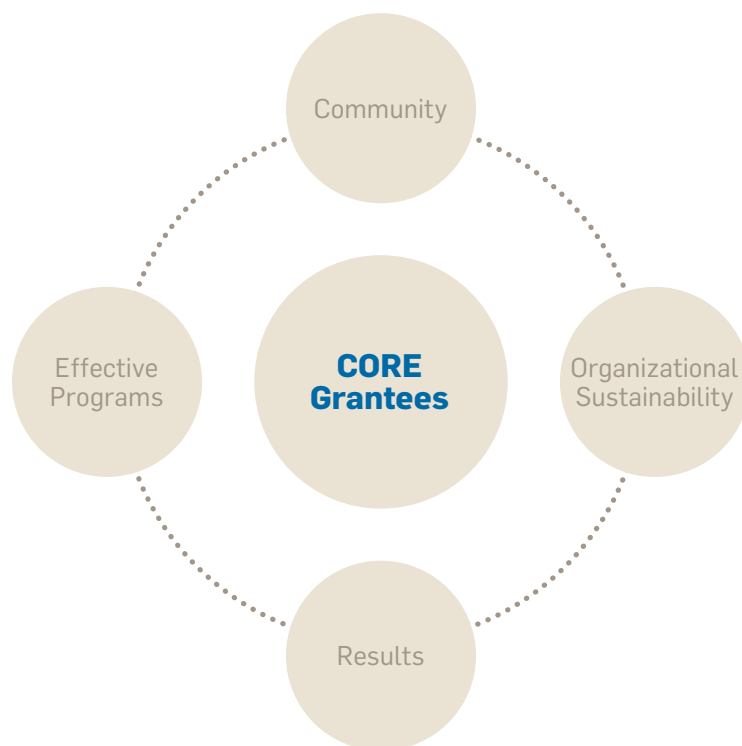




CORE Grants 2021

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

Four decades and two name changes later, CFSA continues to connect donors who want to make a difference to the causes they care about. Hundreds of individuals, families, and businesses have established funds at the Community Foundation, creating a group of funds that have granted more than \$200 million since 1980.

Today, we continue to improve the quality of life in our region and address a broad spectrum of issues, applying our collective funds to life-changing philanthropic efforts. One of these efforts is to support the growth capacity of a diverse set of nonprofits through general operating support grants. Since 2017, CFSA has granted \$1,520,000 to nonprofits in southern Arizona through its CORE Grants program.

CORE Grants provide nonprofits with the working capital necessary to maximize their impact and improve the quality of life in Southern Arizona. These grants provide flexibility for organizations to use dollars as they see fit to address emerging issues, boost salaries and benefits, invest in technology and infrastructure, build communication and fundraising strategies, all leading to a healthier, innovative and robust organization. Lastly and most importantly CORE grants are rooted in mutual trust with the philosophy that organizations understand their unique needs and can demonstrate and achieve impact.

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 on-going 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 \$100k 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
- Organizations must have strong financial oversight and governance
- Grants are not made to individuals, for profit organizations, government entities, capital fund drives, construction, or renovation (minor capital improvements required to implement programs are allowable), agency endowments, debt reduction, individual schools, religious organization for sectarian purposes, or sports teams.

* From *General Operating Support, Grantmakers for Effective Organizations Action Guide*, July 2007

- Please note, schools with 501c3 status and individual colleges within universities using their foundation as the agent may apply.

Leadership and Staff

- Applicant's CEO, ED or equivalent must have been with the organization at least 1 year 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
- We welcome applicants from Cochise, Graham, Greenlee, Pima, Pinal, Santa Cruz, and Yuma Counties
- Applicant organization must be conducting charitable work in Southern Arizona directly benefiting people and communities located south of the Gila River

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 race, religion, gender or gender identity (including gender nonconformity and status as a transgender individual), gender expression, sexual orientation, age, ancestry, citizenship, ethnicity, familial status, socioeconomic status (economic circumstances), color, creed, sex (including pregnancy), phases of parenthood, national origin, marital status, veteran status (past, current, or prospective service in the armed forces), genetic information, physical characteristics or appearance, mental or physical disability, or any other status prohibited by applicable law. Organizations 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

Documents Required

- Balance Sheets for the most recently completed fiscal year (include dates)
- Profit and Loss Statements for the most recently completed fiscal year (include dates)
- Current year-to-date financials including profit and loss statement against approved operating budget and current year-to-date balance sheet (include dates)
- List of Board of Directors, profession, email, city, and number of years served
- List of Executive Staff, title, email, city, and number of years employed.
- Diversity policy

Giving nonprofit organizations the flexibility to direct spending where it is needed.

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

Important Dates

December 7, 2020 Application Open
January 15, 2021 Applications Due
February-March, 2021 Applications Review
March 2021 Applicant Presentations
April 16, 2021 Award Notifications
May 7, 2021 Awards Celebration

For More Information

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December 7, 2020

Application Open

RFP announced and released

January 15, 2021

Applications Due

January-February-March

Applications Review

CFSA staff and committees review eligible proposals

March 2021

Applicant Presentations

Eligible applicants will present to review panel

April 16, 2021

Award Notifications

Organizations notified about awards and funds disseminated

May 7, 2021

Awards Celebration

through 2021-22

Convenings/Evaluations

During funding period Grantees will participate in convenings, evaluations and reporting