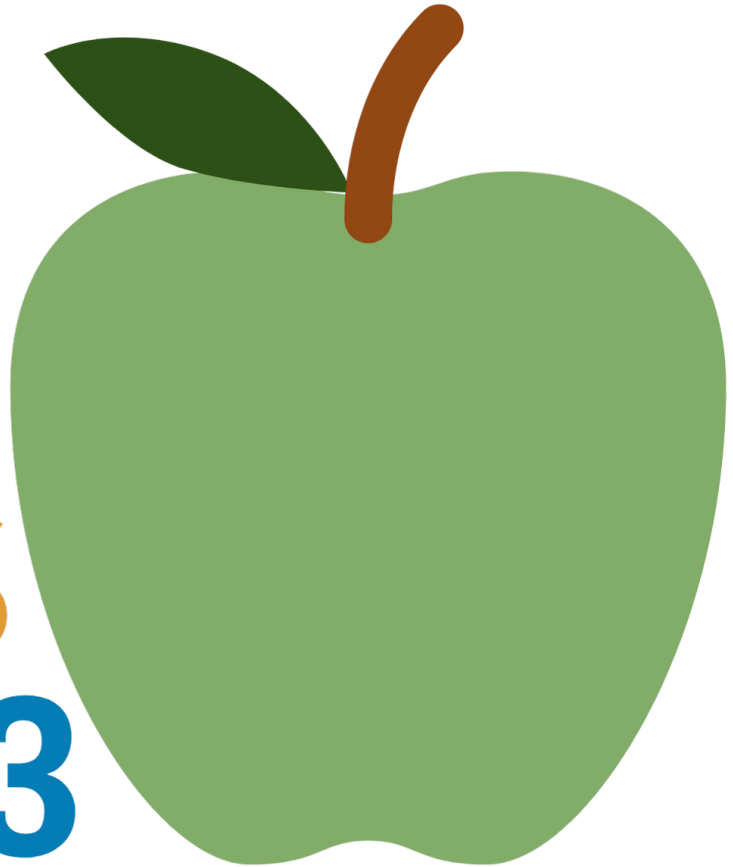
CORE GRANTS 2023



2023 CORE Grants Webinar

Recorded: October 12, 2022

Community Foundation for Southern Arizona

Community Investments Staff

Our team is comprised of 4 staff members:

Jeaiza Quiñones Ivory
Director, Community Investments

Enedina Miller
Program Manager
- *Awards*
- *Supporting Organizations*
- *Geographic Affiliates*

David Gardner
Program Manager
- *LGBTQ+ Alliance Fund*
- *PAAW*
- *Nonprofit Solar Project*
- *End of Life Partnership*

Natalia Gabrielsen
Program Manager
- *Scholarships*
- *African American Legacy Fund*
- *Catchafire Grants*

About Us: Community Foundation for Southern Arizona

The Community Foundation for Southern Arizona is a hub for individuals, families, and nonprofit organizations that care about Southern Arizona.

Service Area

We help to operate several grant programs and other initiatives in multiple counties south of the Gila River including Pima, Santa Cruz, Graham, Greenlee, Yuma, Cochise and some of Pinal County.

Campus

We are headquartered at the Community Foundation Campus, a nonprofit coworking space that provides a platform for collaboration. Our campus allows the nonprofit community to share their resources and ideas more efficiently and effectively, thereby maximizing their impact in the community.

We invite you to meet our staff and community and learn more about our office and meeting spaces available to nonprofits.

IN THIS PRESENTATION:

1. Program Overview
2. What We've Learned – 2022 Feedback
3. 2023 Application Criteria
4. 2023 Application Process & Timeline
5. Common Grant Application
6. Other Upcoming CFSA Opportunities
7. Questions

CORE Grant Program

- The purpose of our CORE Grant program is to provide unrestricted operating support for nonprofits.

- Since 2017, CFSA has granted $3.5 million to nonprofits in Southern Arizona through this program. CORE Grants provide nonprofits with the flexible working capital necessary to maximize their impact and improve the quality of life in Southern Arizona.

- Grounded in mutual trust and respect, CORE Grants provide flexible funding for organizations to use as they see fit to address emerging issues, boost salaries and benefits, invest in technology, or implement new communication and fundraising strategies, all leading to a healthier, innovative, and robust organization.

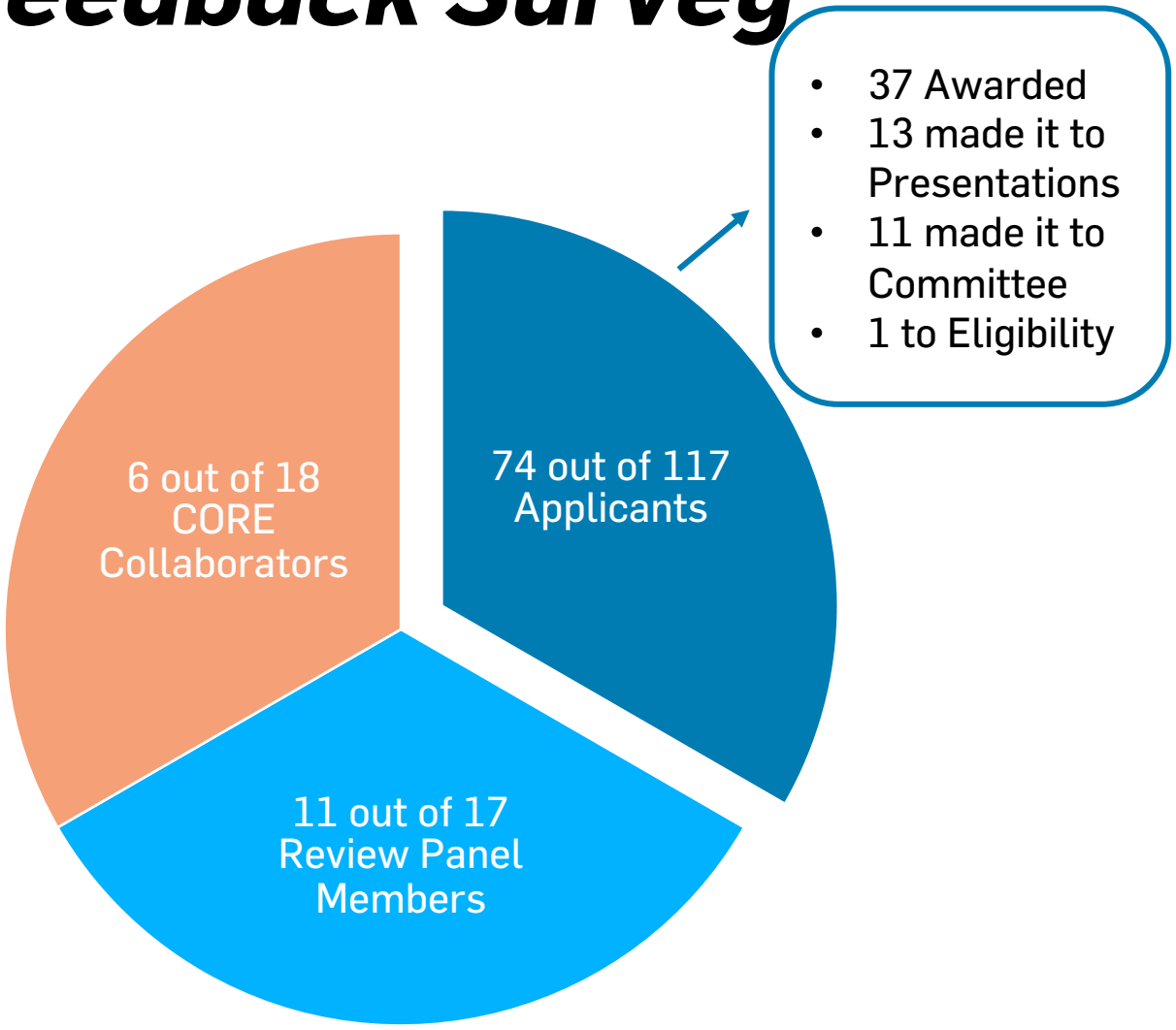
CORE Grantee Highlight

BICAS participates in affordable bicycle transportation, education, and creative recycling with our greater Tucson community.

“Thanks to CORE funding, BICAS is able to expand accessibility to affordable bicycle transportation through education and bicycle salvage to reach Tucsonans of all ages and backgrounds. BICAS strives to make bicycling available to as many people as possible and to break down barriers such as cost, tool access, and experience. Thank you CFSA donors and partners!” – ***Kristin McRay, BICAS***

CORE 2022 Process Feedback Survey

- CI Team developed a survey for CORE applicants, review panel members, and CORE collaborators
- This survey aimed to help us better understand the perspective of nonprofits applying for CORE & plan for CORE 2023
- 92 survey respondents overall



Feedback Findings

Applicants asked us for more clarity on criteria and guidelines as well as for more opportunity to speak to their own missions and journeys.

Applicants asked us to work harder toward a more diverse CORE Grants Review committee.

Applicants asked us to take focus areas into consideration and make our process more considerate of nontraditional groups.

Applicants asked us for changes to the presentation process that would be more considerate of power disparities, availability, and the opportunity to prepare.

While we have more work to do on this program, we've taken a step forward this year to make the CORE grants program more trust-based and ease the heavy lift that grant application processes have often been for nonprofits.

CORE Grant Guidelines

- CORE grant requests must range between ***$10,000*** and ***$30,000***.
- We welcome applicants from Cochise, Graham, Greenlee, Pima, Pinal, Santa Cruz, and Yuma counties (***statewide organizations should have headquarter/location/charter conducting charitable work in one of the aforementioned counties***)
- CORE grant periods are for ***one year in duration***.
- Organizations may receive (be awarded) a CORE grant for ***up to 3 consecutive years***. Any organization that receives 3 consecutive grants must wait for at least 1 year before reapplying and must meet all other eligibility requirements at the time of reapplication.
- Awards made by the foundation'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, Any other status prohibited by applicable law.

What are we looking for?

- Because CORE grants are unrestricted, a specific project or program proposal is ***not required***.
- Applicants will have opportunities to tell us how CORE funding can help the ***organization better accomplish its mission*** overall.
- These grants are meant to help organizations ***think big and innovate***.

Grant Criteria:

- Applicant must be a 501(c)3 in good standing and have been operating for at least 2 years
- The applicant must be current in all reporting to CFSA
- Organization must have an annual operating budget between $100K and $2M
- Grants are generally not made to individuals, for profit organizations, government entities, capital fund drives, agency endowments, debt reduction, individual schools, religious organizations for sectarian purposes, pure sports teams.
- Please note schools with 501c3 status and individual colleges within universities using their foundation as the agent may apply.
- Organizations may apply utilizing a fiscal agent but must be able to provide required documents relevant to applicant organization.
- Must be able to demonstrate and clearly articulate CORE values.
- Have a clear commitment to inclusion, diversity, equity, and access and encourage board and staff to reflect the communities they serve.

Application Materials

This year's applicants will have access to a "CORE Grants 101" application guide. This guide will break down application criteria in detail, outline what we'd like to see in your documents and give examples of what your CORE Grant financials should look like.

Your application must include:

Balance Sheet for most recently completed fiscal year.

- Example: If your fiscal year ends on June 30th, we'd like to see a balance sheet reflecting ***assets and liabilities*** from July 1, 2021 to June 30, 2022.

Profit & Loss Statement for most recently completed fiscal year.

- Example: If your fiscal year ends on June 30th, we'd like to see a balance sheet reflecting ***income and expenses*** from July 1, 2021 to June 30th, 2022.

Current Profit & Loss AGAINST Approved Operating Budget (Budget to Actual)

- Example: If your fiscal year ends on June 30, we'd like to see your income and expenses ***against*** your approved operating budget from July 1, 2022 through your last closed month.

Application Changes for 2023:

CORE 2022	CORE 2023 (Current Year)
• Organization must be 501c3 for 3 years. • 1 year tenure requirement for executive director/CEO. • Required to submit diversity policy, staff lists, and board lists • Presentations with committee and donor collaborators • Unscored “Data & Demographics” section within application • Application pages not structured by C.O.R.E rubric	• Requirement reduced to at least 2 years. • 1 year requirement for executive director/CEO removed. • Diversity policy, staff lists, and board lists no longer required. • Round 2 interviews recorded with CFSA staff only • Data & Demographics section removed from application (will be gathered elsewhere) • Application restructured to reflect “C.O.R.E” rubric more clearly

How are CORE grants scored?

CORE grants are scored according to a rubric representative of these CORE characteristics.

Community: Nonprofits play an integral role in their local community, have a keen awareness of its needs, and are continuously evolving and growing to meet those needs.

Organizational Sustainability: Nonprofits have a business model that provides ongoing financial support for their organization. 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: Nonprofits utilize different methods of evaluation and information-gathering to inform decision-making and organizational improvement as well as develop appropriate services to the community OR expand organizational knowledge of advocacy issues (if relevant.)

Effective Programs: Nonprofits can clearly speak to the importance of their missions and programs and strategically align their programmatic or advocacy work with the larger good of the communities that they serve.

Community

- How do you evolve to meet ever-changing community needs?
- How do you ensure that your organizational makeup is representative of the local community?
- In what ways has your organization been working toward ensuring that it is inclusive, diverse, equitable and accessible for both your internal and external stakeholders?
- ***We've removed staff and board list requirements to allow you to tell us in your own words how your organization impacts the Southern Arizona community.***

Organizational Sustainability

- How do staff and/or volunteers and board members contribute to your overall mission?
- What systems does your organization have in place to ensure good governance, stable leadership, and organizational sustainability?
- How does your organization work to retain and support employees and develop their skills?
- Financials will be a part of this section of the application and rubric.

Results

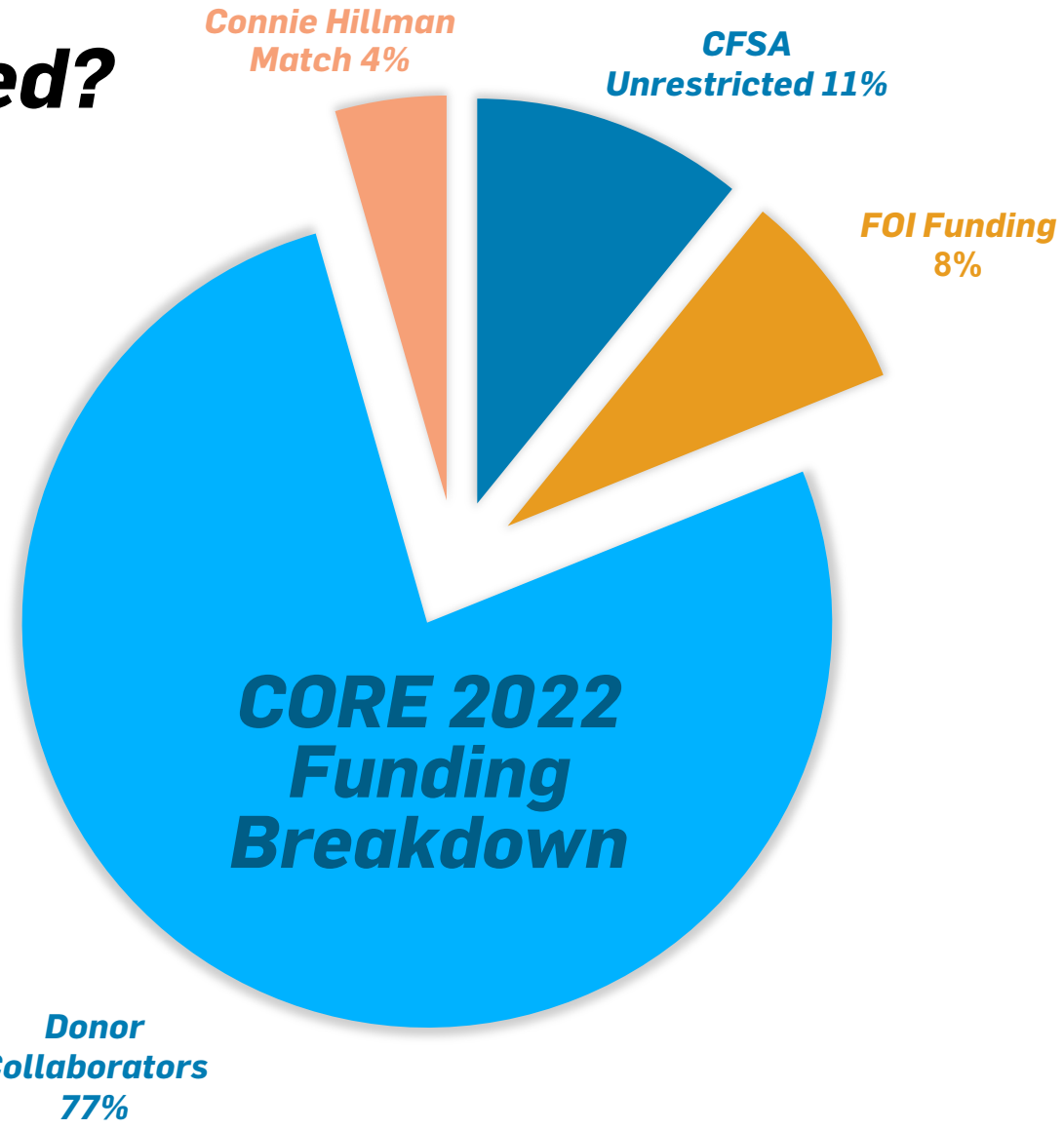
- In what ways do you conduct evaluations?
- How does data inform your organization's mission?
- How do you utilize evaluations, metrics, collected data or other information to influence decision-making?

Effective Programs

- How does your organization conduct its work?
- How does this work impact the larger good of the communities you serve?

Overview: How is CORE funded?

- CFSA's 2022 CORE Grants were made possible with support from CFSA's Unrestricted Funds, CFSA's Field of Interest Funds, our generous CORE Donor Collaborators, and a match from the Connie Hillman Family Foundation.
- Based on the results of committee scoring, this funding is distributed to our finalist organizations based on the availability of unrestricted and field of interest funding as well as donor decision-making.
- CFSA is committed to seeing this grant program continue to grow, evolve, and reach even more deserving organizations for years to come.



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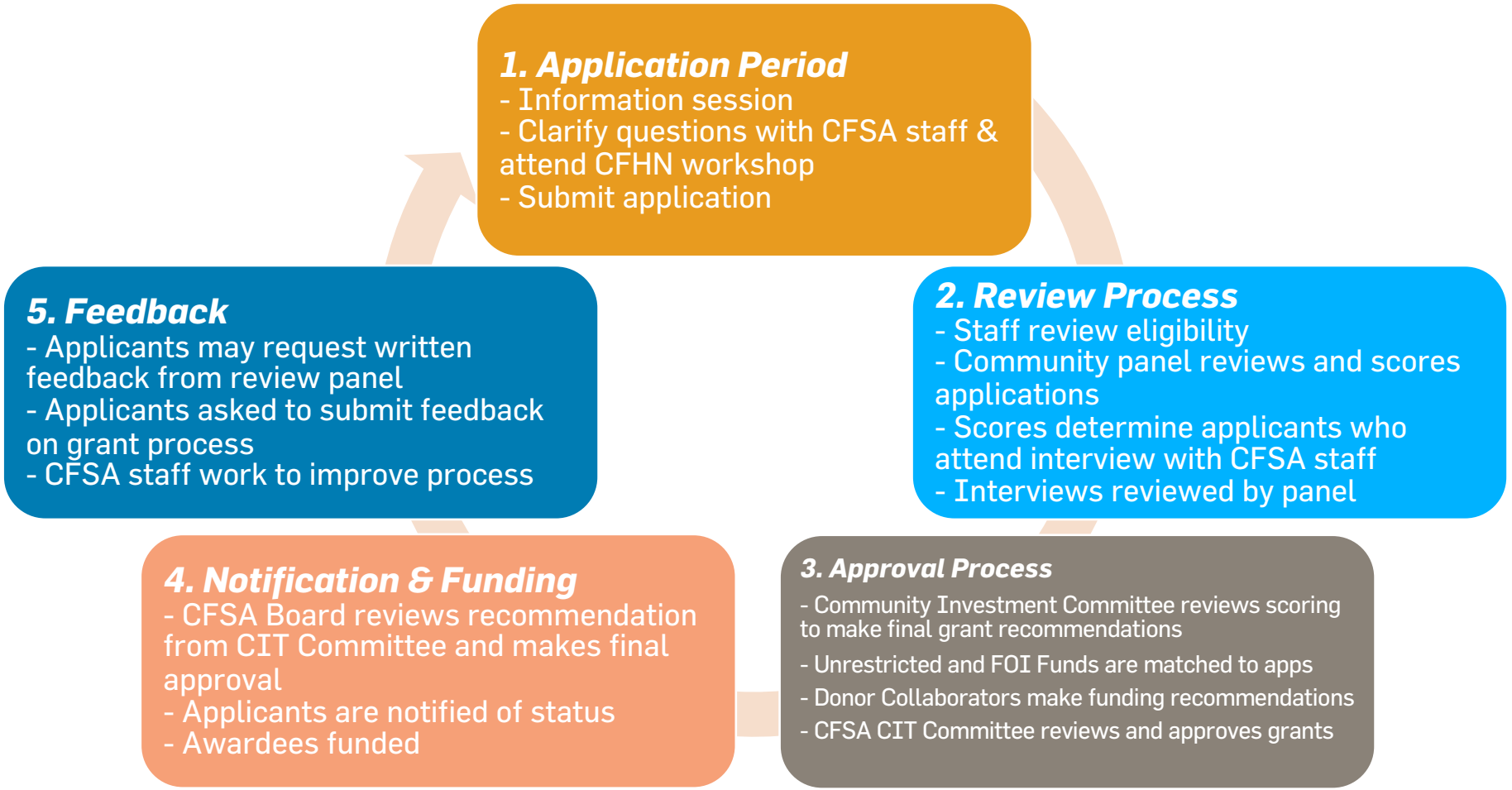
Overview: How are CORE decisions made?



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How are decisions made? Review Committee

CORE Grants Review Committee: To ensure that CORE funding reflects community priorities and the annual pool of applicants, CFSA grants committees are structured to reflect the region they serve. We seek volunteers from many different backgrounds including nonprofit, for-profit, government, and nontraditional backgrounds who show a clear commitment to our grants process as well as inclusion, diversity, equity, and access.

Our CORE grants committee assists with the evaluation and scoring of eligible CORE grant applications. Additionally, this committee participates in several selection meetings along with CORE grant presentations to assist with determining our final list of CORE grantees.

This year, CFSA will make a public call for volunteers to expand our recruitment for committee members and ensure better overall representation of the Southern Arizona community. Please reach out if you are interested in serving on a review panel!

How are decisions made? Rubric + Guiding Factors

The CORE Grants Review Committee scores according to the “C.O.R.E.” rubric ***and*** additionally takes other factors into consideration for decision making in order to ensure that the pool of grantees accurately reflects the pool of applicants.

These factors include:

- ***Geographic area served by the nonprofit***
- ***Nonprofit budget size***
- ***Nonprofit focus area***

Process & Timeline: Round 1 – Staff Screening

December 2022: After the application deadline, CFSA staff will review all submitted applications for eligibility to ensure all applicants meet the criteria and that applications are complete.

Keep in mind:

- You ***may*** be asked for clarifications on your application or financial documents during this round.
- At the end of this round applicants who ***do not*** meet criteria or ***failed to respond with clarifications*** will be declined – all other applicants will be advanced to the next round.

Process & Timeline: Round 2 – Application Scoring

January-February 2023: In this round, the applications are released to our CORE Grants Review Committee for scoring according to the CORE rubric.

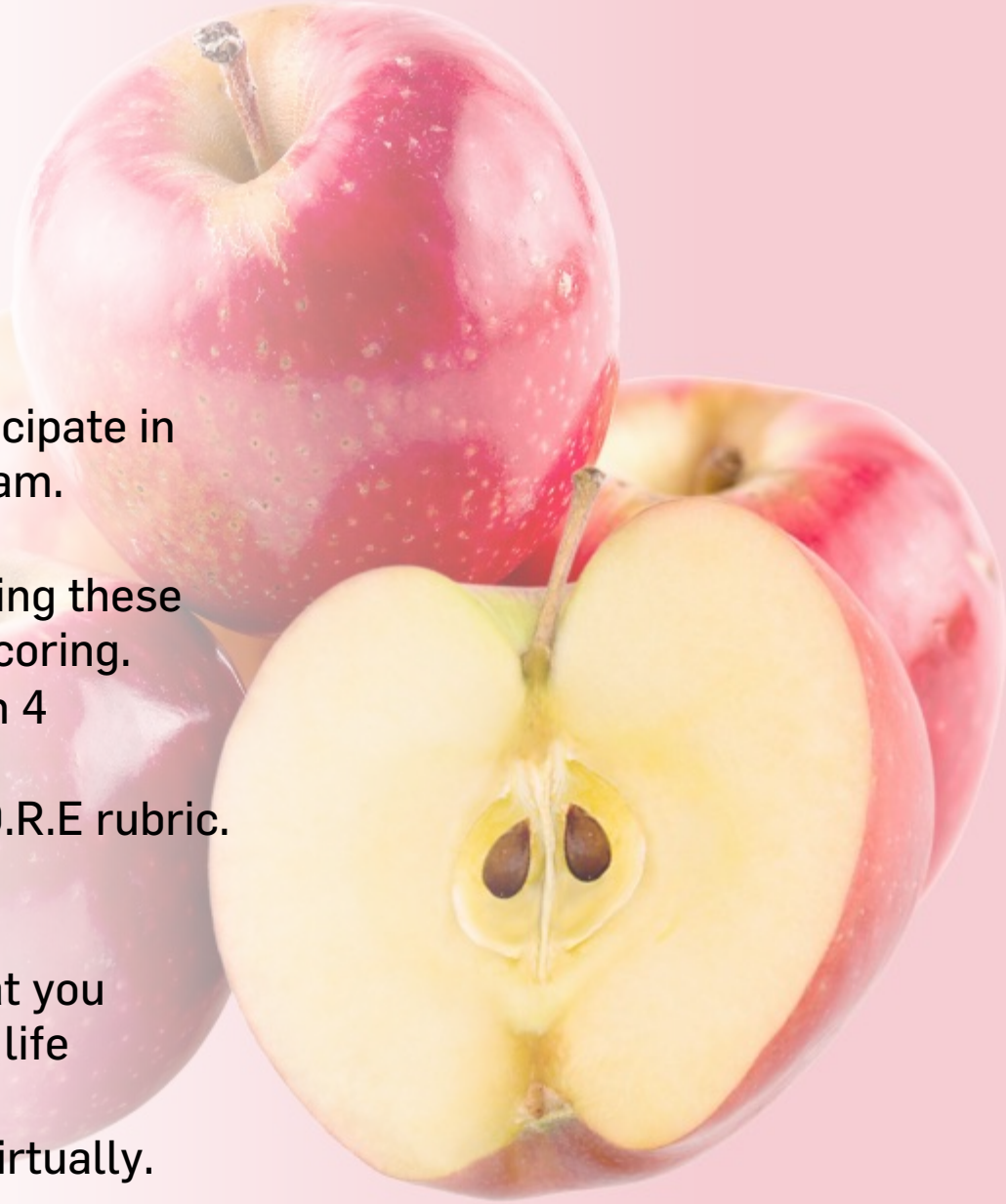
Scores are then averaged together from multiple reviewers to determine a composite score. At the end of this round, the committee will meet to discuss the results of this scoring and decide on finalists for Round 3.

Applicants will be notified of their status by ***February 13, 2023.***

Process & Timeline: Round 3 – Applicant Interviews

March 2nd, 3rd, 6th, and 7th: Finalists in this round will participate in 15-minute interviews with the Community Investments Team.

- Committee members and donors will not be present during these interviews, but they will be recorded and contribute to scoring.
- Round 3 finalists will have the opportunity to select from 4 available interview dates this year.
- The team will ask additional questions related to the C.O.R.E rubric.
- These are conversations, ***not*** presentations and powerpoints/external materials are not necessary.
- This is your opportunity to share your big visions for what you envision with CORE funding & bring your organization to life beyond the application.
- For ease of access, these interviews will be conducted virtually.



Process & Timeline: Round 4 – Final Selections & Funding

At the end of Round 3, the review committee will meet once again to discuss the overall results of their scoring, make final recommendations, and assist CFSA with distributing its unrestricted funds.

From the list of finalists presented by the CORE Grants Review committee, donor collaborators and our field of interest funds will also make their funding selections.

Final notifications will be sent out on April 7th and the final list of 2023 CORE Grantees will be made public on May 4th.

Date	Time	Event
November 3, 2022	4:30 PM – 6:00 PM	The Reviewer's Perspective: What Makes A Great Grant Proposal | REGISTER HERE
November 7, 2022	***12:00 AM MST***	***CORE Application Open***
December 2, 2022	***5:00 PM MST***	***CORE Application Closes***
December 21, 2022	N/A	1st Round Finalists Notified
January 2022	N/A	Committee Begins Application Scoring
February 13, 2023	N/A	2nd Round Finalists Notified
February 15, 2023	9:00 AM	Calendly Scheduling Opens
March 2, 3, 6, & 7	Times TBD	Applicant Interviews
April 7, 2023	N/A	CORE Grantees Notified/Final Notifications
May 4, 2023	9:00 AM – 11:00 AM MST	CORE Grants Celebration
May 4, 2023	N/A	CORE Grantee List Publicized

Community Foundation for Southern Arizona

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Common Grant Application

Links to the application and tutorial video are available on the CFSA website: www.cfsaz.org/grants/core-grants/

First time users of the Common Grant Application will need to create an account. Returning users can sign in using the login information they previously used.

1. From your Common Grant Application dashboard, click ***"Start Draft Application"***
2. Next to "Community Foundation for Southern Arizona" on the funders list, click ***"Select Program"***
3. Next to "CORE Grants" click ***"Start Draft App"***

Tutorial Video

CORE Grant Tips:

- Save and exit any other application drafts that you may have open in ***Common Grant Application*** before trying to edit your CORE Grant application.
- On deadline day, double check to make sure you hit “Submit” and be sure to submit ***before*** the 5:00 PM deadline - have someone on staff to double check!
- Sometimes it helps to work on your application offline/using a word document and then add your wording to your application once you’re ready to submit.
- Utilize the CORE 101 guide as a helper for your application.
- If you need the CORE application or CORE 101 guide translated in Spanish, there is a version available on our website.
- Please convert all documents to PDF before uploading them to your application to ensure formatting doesn’t change.
- If you need help or have any questions during this process, please call or email staff.

Upcoming and Current CFSA Opportunities:

Opportunity	Description	Status	Deadline
Santa Cruz Community Foundation	Program grants to organizations serving Santa Cruz County	***Open***	November 1, 2022
Buddy Amos Founder's Award Nominations	Awards individuals, couples, or families that helped found a nonprofit and have demonstrated inspirational leadership in the areas of community service, philanthropy, mentoring, collaboration and/or systemic community change on behalf of the organization, its mission AND beyond the organization itself	***Open***	November 9, 2022
Civic Leadership Award Nominations	Awards members of our community who have gone above and beyond to make Southern Arizona a more welcoming and inclusive place to live	***Open***	November 9, 2022
CFSA General Scholarship	Scholarships for graduating high school seniors in Southern Arizona	Opens January 9, 2023	February 17, 2023
African American Legacy Fund	Grants to organizations whose work and missions impact African Americans living in Southern Arizona	Opens January 16, 2023	February 24, 2023

Connect with us!

The best way to stay up to date on all things CFSA is through email. All news related to grants, scholarships, programs, events and other opportunities are sent to our email subscribers on a weekly basis.

Visit www.cfsaz.org and scroll to the very bottom of our website to sign up for emails.

CFSA will send an email to its newsletter subscribers when the CORE Grant application opens AND in advance of the application deadline.

Find Us On: Instagram | Facebook | LinkedIn

Questions?

If you have any questions, please reach out to a member of our team!

CFSA Main Phone: 520-770-0800

Community Investments Team Email: community@cfsaz.org