

Trust-Based Philanthropy: Strategies To Increase Impact In Your Giving



October 18, 2022 | 5:30 - 7:30 PM
Community Foundation Campus

What Is Trust-Based Philanthropy?

Trust-Based Philanthropy

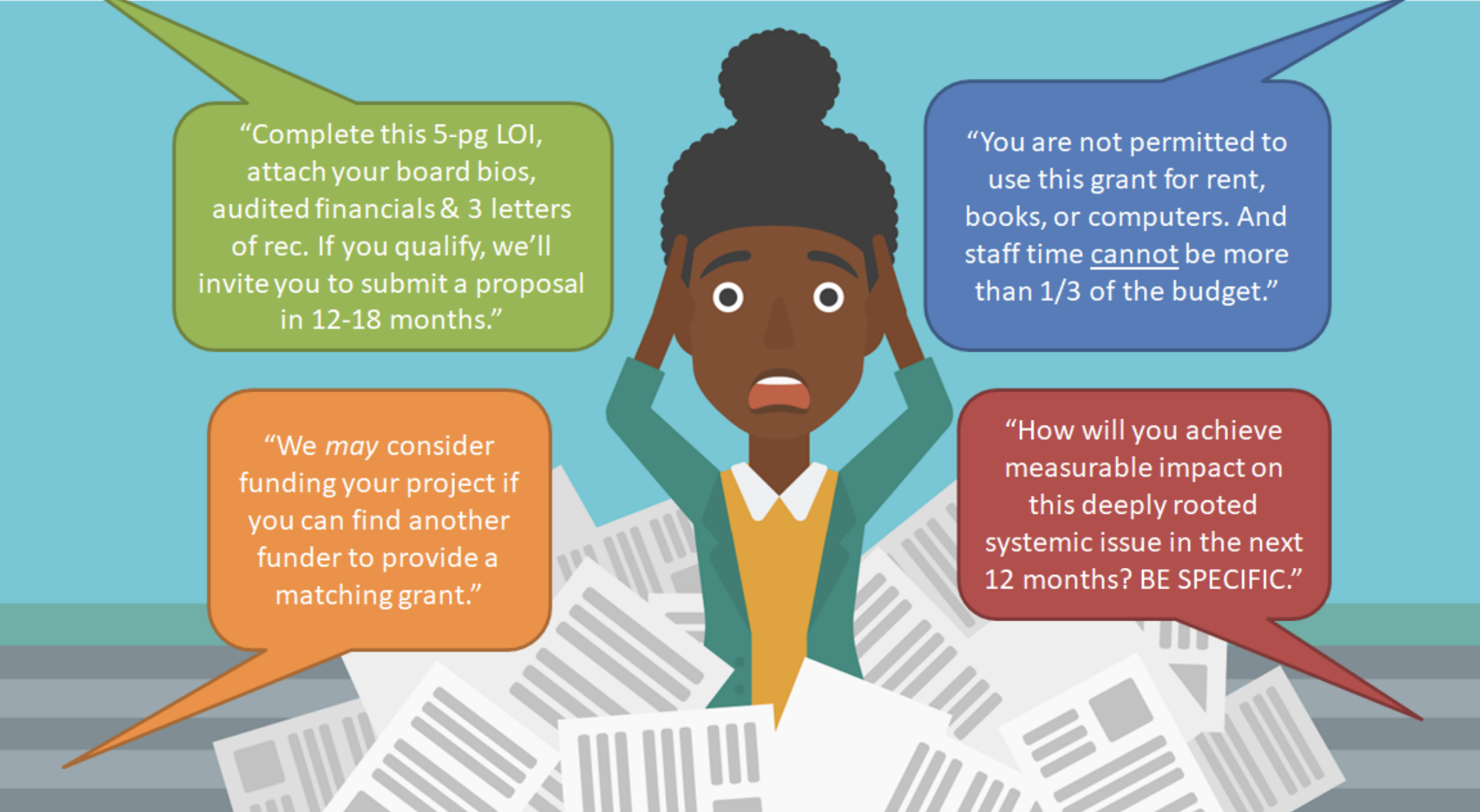
(truhst bāst fi'lan'thruh'pē) n.

An approach to giving and grantmaking that aims to reduce barriers and power imbalances between funders, nonprofits, and the communities they serve.

Trust-based philanthropy embraces practices and principles that reduce administrative burden, increase efficiencies, and support a healthier, sustainable, and more effective nonprofit ecosystem.

Why Trust-Based Philanthropy?





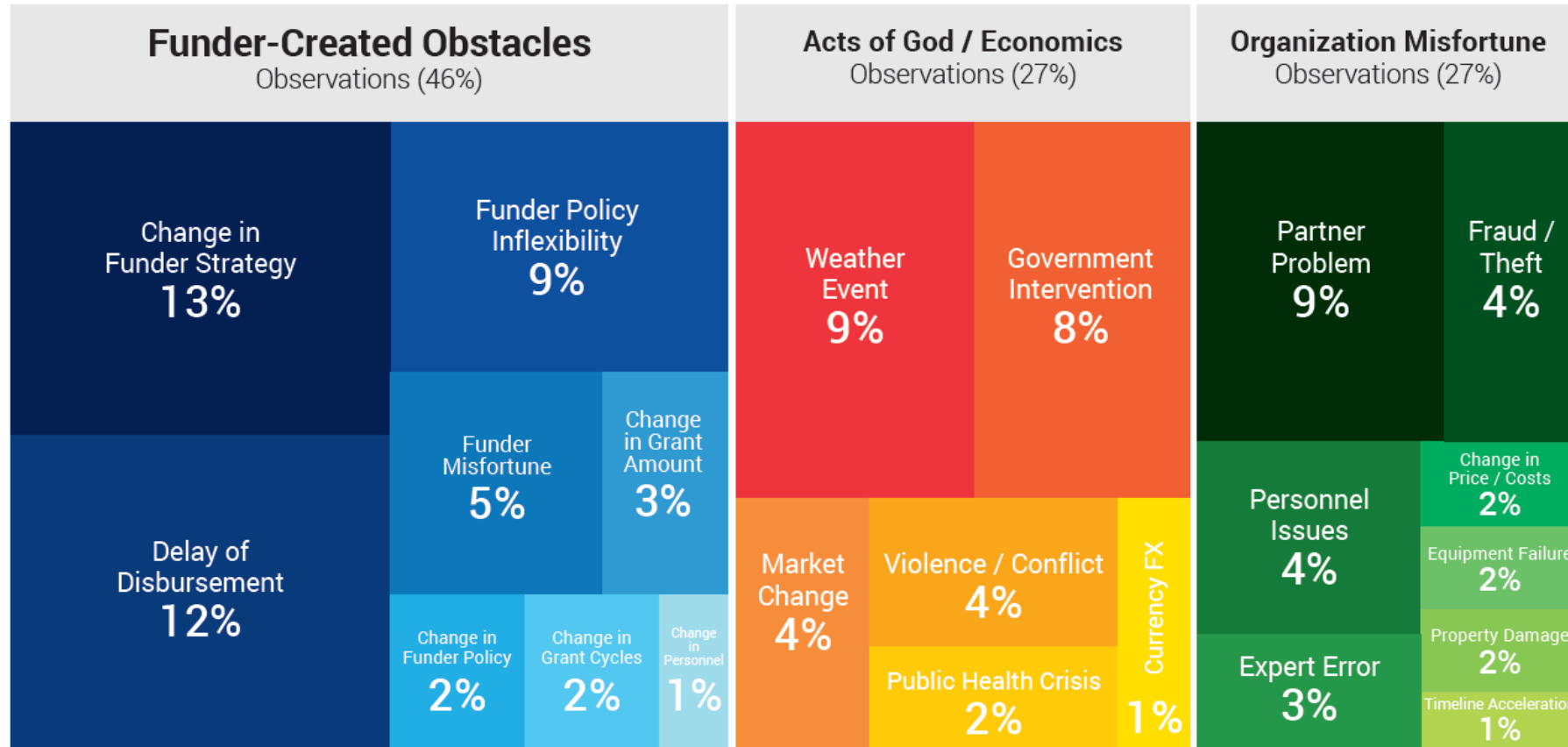
"Complete this 5-pg LOI, attach your board bios, audited financials & 3 letters of rec. If you qualify, we'll invite you to submit a proposal in 12-18 months."

"You are not permitted to use this grant for rent, books, or computers. And staff time cannot be more than 1/3 of the budget."

"We *may* consider funding your project if you can find another funder to provide a matching grant."

"How will you achieve measurable impact on this deeply rooted systemic issue in the next 12 months? BE SPECIFIC."

ROADBLOCKS FACED BY CATEGORY



² Only 9 out of 102 projects encountered problems related to a Weather Event; however, 56% of the time (5 projects) this roadblock occurred in the Agriculture sector.

³ Only 9 projects encountered Partner Problems; however, 44% of the time (4 projects) this roadblock occurred in the Health sector.

Benefits To Nonprofits

- Supports organizational stability and sustainability
- Reduced administrative burden allows for less time on paperwork and more time serving the community
- Offers flexibility to pursue new opportunities, invest in more robust infrastructure, pilot innovative new programs, or pivot service delivery to meet changing community needs
- Opportunities to connect and share impact with funders in ways that build stronger relationships and outcomes

Benefits To Donors/Grantmakers

- Increased organizational stability and sustainability allows for increased efficiencies and greater return on investment
- Improved relationships with funded organizations
- Deeper understanding of needs and challenges within the organization/sector/community
- Reduced funder risk related to project specific funding

CFSA's Journey To Trust-Based Philanthropy

Six Principles of Trust-Based Philanthropy

1 Give Multi-Year Unrestricted Funding

Multi-year, general operating support gives grantees the flexibility to assess and determine where grant dollars are most needed and allows for innovation, emergent action, and sustainability.

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- Moved towards general operating support in 2016 with the launch of our CORE Grants Program
- Introduced formalized, multi-year funding in 2017 with three-year End Of Life Care Grants
- Expanded multi-year funding in 2022 with our Alliance Fund grant round

2 Do The Homework

All too often, nonprofits must jump through multiple hoops just to be invited to submit a proposal. In trust-based philanthropy, it is the funder's responsibility to get to know prospective grantees, saving nonprofits time and preserving valuable resources.

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- Staff research and learn about nonprofits and share with other staff and donors
- Get out of your circle, visit organizations or attend events
- Be clear with expectations and guidelines to nonprofits. Staff is honest about fit and the time required
- Schedule time to meet with them and have an authentic conversation
- One step applications, informational webinars, time available for questions

3 Simplify & Streamline Paperwork

Implementing streamlined applications and reporting practices decreases the administrative burden on nonprofits, increases time spent delivering and improving services, and allows for a more accurate and comprehensive assessment of the organization's impact.

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- Continuous reflection and revision of grant applications and the application process (reduced length, removed extra support documents and questions)
- Ask "what is the purpose" and "what are we trying to learn" for each application question
- Reduced reporting requirements - interviews & surveys instead
- Removed questions that are easily answered by staff



Be Transparent & Responsive

Open, honest, and transparent communication supports relationships rooted in trust and mutual accountability.

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- Be available and open
- CFSA schedules meetings either by zoom or in person
- Provide feedback
- Provide clear timeline and funding date expectations - and stick to them
- Webinar or meetings to help people apply or learn about you

5 Solicit & Act On Feedback

Philanthropy doesn't have all the answers. Grantees and communities provide valuable perspectives that can inform our funding strategy and approach, inherently making our work more successful in the long run.

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Solicit

- CORE Feedback
- CEP Grantee Survey
- Ongoing 1:1 meetings

Act

- Changes to Applications and Reporting Processes
- Additional opportunities for multi-year funding through CFSA's LGBTQ+ Alliance Fund Grants
- Communicate back!

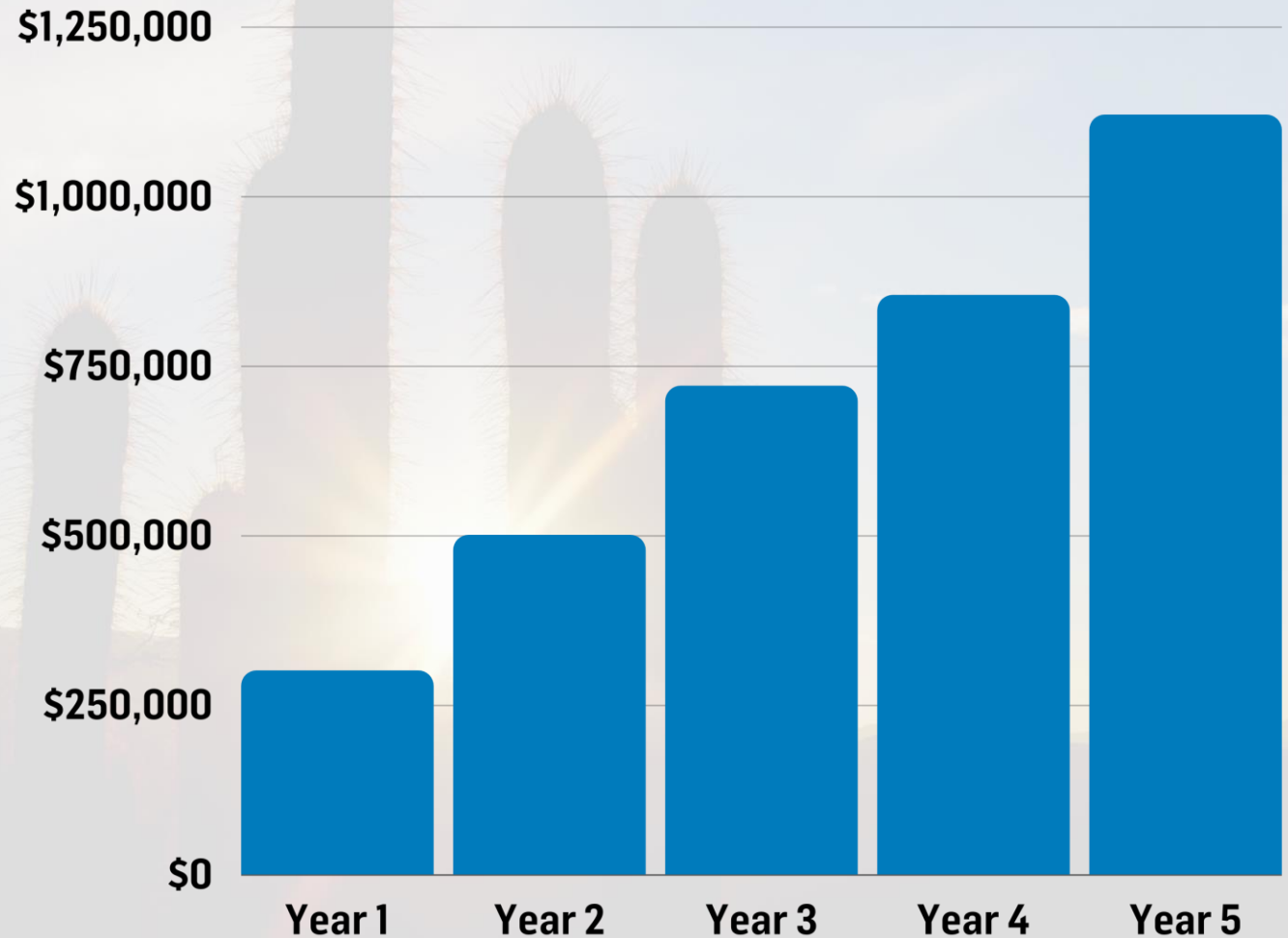
6 Offer Support Beyond The Check

Responsive, adaptive, non-monetary support bolsters leadership, capacity, and organizational health. This is especially critical for organizations that have historically gone without expansive professional networks and received less support than their more established peers.

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- Center for Healthy Nonprofits (200+ hours of free nonprofit professional development and training provided each year by subject matter professionals)
- Eller Certificate Program
- Catchafire
- TeamUp
- Board Connect (our Fall 2022 event is next Tuesday, October 25!)

CORE Grants



CORE Grants: Donor Collaborators

All new contributions for CORE Grants 2023 will be matched!

As a CORE Donor Collaborator, you'll have the opportunity to leverage your charitable giving to make an even more significant impact. The Connie Hillman Family Foundation has generously agreed to match any new and increased contributions to the 2023 CORE Grants program.

Want to learn more? Please contact Kelly Huber, CFSA's Vice President for Philanthropy, at khuber@cfsaz.org.



Nonprofit Panel



Emma Torres



Ed Sakwa



Michael Martinez



Questions?