Investing in The Grassroots:
Real People, Real Places, Real Results
Our Approach:

• Provided GOS & Project Support: “Small Grants Pool & TA Dollars

• Critical Partnerships:
  • Resourceful Communities: Triple-Bottom-Line & Community Assets
    • Leverage Investments
    • Layered Support: Technical Assistance
    • Broader effective Reach
    • Investment Pipeline

• Dual Strategy—“Racial & Gender Wealth Gap: Tie Food/Health Movement & Social Enterprise Development
  • New/Emerging
  • New leadership of color

• Convening & Thought-Partner Role:
  • Rural Funders Collaborative: Realigning & Leveraging Resources
  • Thought Partner & Space
WHY: Value Proposition:

- Innovation, Re-Alignment Infrastructure, & New Models/Partners
- New Voices and Leadership
- New Thinking and Non-Traditional Partners
- Alignment with other Funders-locally, regionally, nationally
- More impactful and grounded: Tension
  - Question: What is needed now; and
  - Question: What do we seed for the future
- Deeper systemic change
- Support next generation and succession planning
Challenges:

• It is a heavy lift: Internal & External Sea-Change-Scale
• Adoption and Integration into existing Framework: Local & Regional Economies
• Capacity of Leaders and Technical Assistance
• Finding experts of color to lead this work
• Justifying ROI
• Helping Board/Staff/Grantees: “live in the gray”
Opportunities:

• Greater systemic impact
• New funder/grantee relationship
• New Allies: Internally & Externally
• New Culture and Change Agenda: ROI Investment Scenario-
• Move the needle and overlay context of place
• Place-Based Opportunities
• Explore “Disruptive Investment” Strategy as a new tool
• Take Risk & Explore
• Greater relevance and credibility: State & Regional Impact (South)
Role of Funders: Tipping The Scales

• Providing Patient Capital: General Operating & Project Support
• Convening & Dialogue
• Thought-Partner
• Provide layered support
• Leverage Resources
• Be Flexible & Nimble
• Be willing to challenge “How Change Happens”
• Be willing to let go: “Creating Space”