



IMPACT100 SOUTH JERSEY

Collective Philanthropy Powered By Women

2020 Grant Information Session

IMPACT100
SOUTH JERSEY

Philanthropy Powered By South Jersey Women

Impact100SJ.org

Impact 100 South Jersey

Who We Are

- Local women pooling resources to make an impactful grant
- Volunteering our time to learn about and support local non-profit organizations
- Part of international movement

How Impact100SJ Works

- At least 100 women
- Each contributes \$1,150*
- Raising enough funds for \$100,000 grant
- Non-profits apply; proposals reviewed; finalists selected
- All members vote on finalists and award grant(s)

Our 2020 grant process:

- Informed by feedback from non-profits
- First step: Eligibility Review by Finance Review Committee
- Second step: Proposal Review by Focus Area Committees
- Site visits to “Semi-finalists”
- Focus Area Finalists determined
- Finalists present at Annual Meeting followed by voting and awards

4 Applicant “MUSTS”

- 1) Must be located in and serve Burlington, Camden, Cumberland or Gloucester Counties
- 2) Have a mission and/or programs and services that focus on:
 - Arts and Culture
 - Education
 - Women, Children and Family

4 Applicant “MUSTS”

3) Have annual operating budget above \$300,000 and below \$5,000,000

4) Have 3 full years of audited financial statements

\$100,000 Core Mission Grant

- Core mission grant's focus: improving an organization's functionality
- Core mission grant's goal: improving the organization's effectiveness and efficiency

Core Mission is Not Operating Support

- It is for a project of significance
- It will take organization to next level
- It will be **transformative**

Examples of Core Mission Grants

- Capital improvements
- Service expansion
- Increasing organizational capacity
- Program development

Examples from previous grant proposals

- Improve and expand service delivery with addition of a special technology platform
- Fit out and develop new space with furniture and equipment that will double amount of clients served
- Restructuring of volunteer program in order to meet community demand

First Step

- **Apply for Eligibility Review**
 - Application on our website November 22
 - Deadline January 3, 2020
- **What is Eligibility Review**
 - General information about organization in order to determine fit for our grant
 - Financial Information
- **Why an Eligibility Review**

What Are three things that Finance Review Committee looks for?

- Overall financial health of the organization
- Ability to pay off debts, have a cushion for emergencies, etc.
- Growth over time of assets and ability to pay expenses

Financial Benchmarks

Benchmark	Minimum	Average
Current Ratio Current Assets/Current Liabilities	1	5.9
Increase in Net Assets Change in Net Assets/Prior Year Net Assets	Greater than 3%	15%
Equity Ratio Total Net Assets/Total Assets	Greater than 50%	77%
Debt Ratio Total Liabilities/Unrestricted Net Assets	Less than 50% (moved to 60%)	43%
Operating Margin Increase in UR Net Assets/Total UR Net Assets	Greater than 0	6%
Unrestricted Surplus/Deficit Ratio Total UR Net Assets/Total UR Revenue	Greater than 0	58%

Second Step

- Applicants who meet eligibility and financial criteria are invited to submit project proposal
- All applicants will be notified of status by Friday, January 24, 2020
- Project proposal application available on website on Monday, January 27

What are three things that Grant Review Committee members look for?

First: Attention to Detail

- Clearly answer every question
- Project budget matches project activities
- Project timetable matches period of grant award (July 1, 2020 – June 30, 2022)

What are 3 things our Grant Review Committee members look for?

Second: Organizational Strength

- Best practices in governance
- Strategic Planning

What are three things our Grant Review Committee members look for?

Third: Project has specific outcomes, is sustainable, and timely

- Why this project needs to happen now
- How success will be measured
- What happens after grant runs out

Site visits to “semi-finalists”

- All proposal applicants will be contacted as to whether we are requesting a site visit
- Focus Area Committee members will visit organization and meet with senior staff
- Purpose is to have questions answered, and to better understand the need and results of proposed project

Finalists Selected

- Each Focus Area selects one finalist
- Finalists will be announced by May 22, 2020
- Finalists invited to make a timed presentation at our Annual Meeting on June 10, 2020
- Members vote at Annual Meeting and grant(s) are awarded

How is \$100,000 grant distributed?

- Timetable for payments and for reporting on benchmarks is established.
- Agreement between Impact 100SJ and grant awardee is signed.

Communication

Email contact: grants@impact100sj.org

Questions about the grant process only



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Headline

✦ Bullets

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