

IMPACT100 SOUTH JERSEY

Collective Philanthropy Powered By Women

2026 Grant Information Session

December 4, 2025

Mission Statement

Impact100 South Jersey is a community of dedicated and inspired women seeking to change lives through collective giving that results in high-impact grants to local non-profit organizations.

Geographic Service Area

- Burlington County
- Camden County
- Cumberland County
- Gloucester County

Two Grant Programs

- **Core Mission Grant**

- One \$100,000 grant
- One or more General Operating Grants based on 2026 membership dues collected
- **Application opened 12/1/25**

- **Community Heroes Grant**

- Small grant program
- Award(s) based on 2026 membership dues collected
- **Application opens March 9, 2026**

CORE MISSION GRANT PROGRAM

Impact100 South Jersey Core Mission Grant 2025 Awardees

Over \$1.4 Million Awarded Since 2018



Joseph's House of Camden
(\$100,000)



The Father
Center of
New Jersey
(\$30,500)



Symphony In C
(\$30,500)

Core Mission Grant Purpose

- Supports an organization's Strategic Plan for growth
- Advances mission by funding an impactfully significant project
- Potential to be transformative

Core Mission Grant Organization Eligibility Requirements

- Stand-alone 501(c)3
- Headquartered or satellite office in Burlington, Camden, Cumberland, or Gloucester counties
- Annual Revenue > \$300,000 and < \$5,000,000
- 3 years of audited financial statements & 3 years of corresponding 990s
- Did not receive Core Mission grant in last 3 years
- Did not receive General Operating grant last year

Core Mission Grant Project Eligibility Requirements

- Project serves people in Burlington, Camden, Cumberland, and/or Gloucester counties
- Project has budget of at least \$100,000
- Project Timeline: July 1, 2026 to June 30, 2028
- Fits within one of 5 Focus Areas:
 - Arts and Culture
 - Children & Families
 - Education
 - Environment & Sustainability
 - Health & Wellness

Grants Not Provided For

- Debt reduction, operating deficits, interim or bridge funding or endowment funding
- Individuals or private foundations
- Projects which require participation in activities of a particular faith, denomination or religion
- Fund drives, annual appeals, fundraising events, or general capital campaigns

Core Mission Grant 2026 Grant Review Process

- **Step 1:** Complete Grant Eligibility Application
- **Step 2:** Complete Full Proposal Application (by Invitation only)
- **Step 3:** Site visits conducted for selected applicants
- **Step 4:** Finalists give brief presentation to membership at Annual Meeting

CORE MISSION GRANT ELIGIBILITY APPLICATION

Step 1: Core Mission Grant Eligibility

- **Submit Grant Eligibility Application (LOI)**
 - Application opened Dec. 1, 2025
 - Deadline December 19, 2025, at 5:00 pm
- **What is Grant Eligibility Review**
 - General information about organization to determine fit for our grant
 - Financial Information

4 Applicant “MUSTS”

1) Have annual revenues above \$300,000 and below \$5,000,000

2) Have 3 full years of 990s

3) Have 3 full years of audited financial statements

4) Successfully complete the 3 Year Financial Review Spreadsheet Template

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	Avg Organization Ratios
Current Ratio Current Assets/Current Liabilities	1	6.50
Increase in Net Assets Change in Net Assets/Prior Year Net Assets	Greater than 3%	8%
Equity Ratio Total Net Assets/Total Assets	Greater than 50%	51%
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	3%
Unrestricted Surplus/Deficit Ratio Total UR Net Assets/Total UR Revenue	Greater than 0	89%

Information	Information Source	Year 1	Audit Pg/Ln Item Yr 1	Year 2	Audit Pg/Ln Item Yr 2	Year 3	Audit Pg/Ln Item Yr 3
Input Year:	Form 990						
Number of board members:	Form 990 line 3						
Number of employees:	Form 990 line 5						
Number of volunteers:	Form 990 line 6						
Unqualified Opinion per audit report?	Financial Audit						
Known significant diversion of org's assets?	Form 990, page 6, question 5						
Written conflict of interest policy?	Form 990, page 6, question 12a						
Written whistleblower policy?	Form 990, page 6, question 13						
Written retention/destruction of documents policy?	Form 990, page 6, question 14						
From Balance Sheet:							
Current Assets (not including property & equip)	Financial Audit, Balance Sheet						
Total Assets (end of year)	Form 990, Page 1, line 20 (Current year column)						
Current Liabilities (does not include loans)	Financial Audit, Balance Sheet						
Total Debt (loans)	Financial Audit, Balance Sheet						
Total Liabilities (use end of year)	Form 990, Page 1, line 21 (Current year column)						
Total Net Assets Ending Balance	Form 990, Page 1, line 22 (Current year column)						
Net assets w/o donor restrictions (end of year)	Form 990, Page 11, line 27 (Column B)						
Net assets with donor restrictions (end of year)	Form 990, Page 11, line 28 (Column B)						
Total Net Assets Beginning Balance	Form 990, Page 11, Line 32 (Column A)						
From Statement of Activities:							
Contributions and grants	Form 990, Page 1, line 8 (Current year column)						
Total Revenue	Form 990, Page 1, line 12 (Current year column)						
Total Unrestricted Revenue	Financial Audit, Statement of Activities						
Total Program Expenses	Form 990, Page 10, line 25 (Column B)						
Total Mgmt & Gen Expenses	Form 990, Page 10, line 25 (Column C)						
Total Fundraising Expenses	Form 990, Page 10, line 25 (Column D)						
Total Expenses	Form 990, Page 1, line 18 (Current year column)						
Net Revenue Less Expenses (current year)	Form 990, Page 1, line 19 (Current year column)						
From Grantee Budget Information:							
Total Operating Budget Expenses	From Grantee application (Total expenses)						
Total Grant request Budget	From Grantee application						

Financial Ratio Calculations

		Year 1	Year 2	Year 3
Current Ratio	Current Assets/Current Liabilities	#DIV/0!	#DIV/0!	#DIV/0!
Increase in Net Assets	Change in Net Assets/Prior year Net Assets	#DIV/0!	#DIV/0!	#DIV/0!
Equity Ratio	Total Net Assets/Total Assets	#DIV/0!	#DIV/0!	#DIV/0!
Debt Ratio	Total Liabilities/Unrestricted Net Assets	#DIV/0!	#DIV/0!	#DIV/0!
Operating Margin	Incr in UR Net Assets/Total UR Revenues		#DIV/0!	#DIV/0!
Unrestricted (UR) Surplus/Deficit Ratio	Total UR Net Assets/Total UR Revenue		#DIV/0!	#DIV/0!
Expense Ratios				
Program Expense	Total Program Expense/Total Expenses	#DIV/0!	#DIV/0!	#DIV/0!
Mgmt & General expense	Total M&G Expense/Total Expenses	#DIV/0!	#DIV/0!	#DIV/0!
Fundraising expense	Total Fundraising Expense/Total Expenses	#DIV/0!	#DIV/0!	#DIV/0!
% Grant request of Total Budget	Total grant request/Total expense budget		#DIV/0!	#DIV/0!
Contributions Ratio	Total Contributions & Grants/Total Revenue	#DIV/0!	#DIV/0!	#DIV/0!

Step 2: Complete Full Proposal Application Core Mission Grant

Applicants who pass eligibility and financial review are invited to submit full application

- Jan. 26, 2026: Invited applicants will receive link to portal to complete on-line application
- Feb. 13, 2026: Application Deadline

Step 2: Complete Full Proposal Application Core Mission Grant

Primary Application Questions

- Project Summary
- Impact on Core Mission
- Target Population
- Need Statement
- Project Outcomes
- Tasks
- Timeline
- Budget
- Tell Us Your Story
- Be Concise
- Provide Facts & Figures
- Why Now
- Line-Items for Tasks, Timeline & Budget match

Core Mission Grant

Step 3: Grant Committees Review Applications

3 Committees review applications:

- Select applicants for site visits
 - Meet with senior staff, Board members & clients to address questions & better understand proposal
- Choose one finalist from each committee to advance to full membership for vote

Core Mission Grant

Step 4 : Finalists Presentations

- Finalists from each Grant Review Committee provide brief presentations to membership at Annual Meeting
- Membership votes & chooses one Core Mission grantee (\$100,00)
- “Runner Ups” will receive General Operating Grant
- June 10, 2026: Annual Meeting

Core Mission Grant Timeline

Step	Key Dates
Grant Eligibility & Financial Review Application Opens	December 1, 2025
Grant Eligibility & Financial Review Application Deadline	December 19, 2025
Applicants Invited to Submit Full Proposal	January 26, 2026
Virtual Office Hours for Applicant Questions	Feb. 4, 2026; 11:30 am - 1:00 pm via Zoom
Full Proposal Deadline	February 13, 2026
Site Visits Conducted	April 2026
Finalists Notified	May 2026
Finalists Present at Annual Meeting; Members Vote; Grantees Announced	June 10, 2026



Q & A

Core Mission Grant

COMMUNITY HEROES GRANT

Community Heroes Grant

- Impact100 South Jersey wants to expand its impact on the communities we serve by assisting smaller organizations
- General operating grants
- Identification of a focus area not be required
- We want to hear about the work you do everyday to support your organization's mission

Community Heroes Grant

Organization Eligibility Requirements

- Stand-alone 501(c)3
- Headquartered or satellite office in Burlington, Camden, Cumberland, or Gloucester counties
- Annual Revenue < \$500,000
- Have 2 years of 990's (subject to change)
- Previous Core Mission and/or General Operating recipients are ineligible
- Not a current applicant for our 2026 Core Mission Grant

Community Heroes Grants Not Provided For

- Debt reduction, operating deficits, interim or bridge funding or endowment funding
- Individuals or private foundations
- Projects which require participation in activities of a particular faith, denomination or religion
- Fund drives, annual appeals, fundraising events, or general capital campaigns

Community Heroes Grant 2026 Grant Process

- Nonprofits complete online application March 9, 2026 to March 27, 2026
- Community Heroes Grant Review Committee will review all applications during April
- Top applications will be voted on by general membership in May
- Awardees will be notified by May 30th and invited to attend Annual Meeting on June 10th

Grant Application Portal


- Link accessible via www.Impact100SJ.org
- If applied previously, use same username (email) and password; Organization info. will autofill
- There is a Forgot Password Option
- **Keep email addresses current in the portal**
- Questions/Issues: contact grants@Impact100SJ.org


Applicant Dashboard [NEW] - x


Gemini

grantinterface.com/Dashboard/ApplicantNew

Impact100SJ EmailLIVE GRANT CYCLESandbox Log onSign In | ZoomGoogle MapsHome - Google Dri...TD Bank Online Ba...TEAMSSign In - ZoomAll Bookmarks

IMPACT100
SOUTH JERSEY
A Women's Collective Giving Circle


 APPLY ORGANIZATION HISTORY

 DAWN SUMMER ▾

SEE OPPORTUNITIES

ASSIGNED TO YOU (0)UPCOMING (0)

Test Organization (Not Real)


 Search

Action Needed (0)⌵

No Action (1)⌵

Completed (0) | ⌵

2025 FAC Conflict of Interest Form

 Submitted 02/10/2025 Application ▶

Grant Management Software provided by Foundant Technologies © 2025



Collective Philanthropy Powered By Women

2026 CORE MISSION GRANT

2026 Core Mission Grant Application

The grant application consists of two steps:

See More



Closes
12/19/2025



Contact Information:

- Ronda Urkowitz, Chair, Core Mission Grant Review Committee
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- Pam Brant, Co-Chair, Grant Finance Committee
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- Jaime Desman, Co-Chair, Grant Finance Committee
Jaime.Desman@Holman.com
- Nancy Sullivan, Chair, Community Heroes Grant Committee
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For more information, including FAQs, visit grant information page at www.Impact100SJ.org



Q & A

Thank You