Welcome!
Philanthropy’s Impact on Under-Resources Communities

#ForumCon17
Relationships for Real Change

July 19, 2017
= “As the South Grows”
The Goal:

To increase the **size and sustainability** of funding to the **South**

... from **Southern AND national** philanthropy

... for strategies that strengthen the **power** and **quality of life** of **Southern marginalized communities**

... in ways that are **accountable** to and informed by these same communities.
As The South Grows
5-part series . . .

. . . April, June, & September 2017 + January & April 2018
The key to any lasting equitable vision for the country?

*It’s the South.*
Why Does the South Matter?

• What starts here, goes national

• The communities most threatened by injustice are largely in the South

• It’s the birthplace of the resistance – and that expertise is sharper now than ever
TOTAL
Per Capita Grantmaking, 2010-2014

Alabama Black Belt  $28

<table>
<thead>
<tr>
<th>State</th>
<th>Per Capita Grantmaking</th>
</tr>
</thead>
<tbody>
<tr>
<td>AL</td>
<td>$130</td>
</tr>
<tr>
<td>MS</td>
<td>$204</td>
</tr>
<tr>
<td>GA</td>
<td>$329</td>
</tr>
<tr>
<td>Atlanta</td>
<td>$453</td>
</tr>
<tr>
<td>United States</td>
<td>$451</td>
</tr>
<tr>
<td>NY</td>
<td>$995</td>
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New York City: $1,966

GRANTMAKERS FOR SOUTHERN PROGRESS
National Committee for Responsive Philanthropy
ORGANIZING, ADVOCACY, & CIVIC ENGAGEMENT
Per Capita Grantmaking, 2010-2014

Alabama Black Belt AL
MS
GA
Atlanta
United States NY
New York City

$0.51
$4
$20
$14
$19
$39
$92
$203
Powerful Work
How We’ve Changed
### DOs and DON'Ts

Nonprofit leaders, advocates, and funders across the South offer some insights that will lead to greater and more sustainable impact for Southern philanthropic investments.

<table>
<thead>
<tr>
<th>DO</th>
<th>DON'T</th>
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<tbody>
<tr>
<td><strong>search for and fund Southern organizational leaders who represent the communities they serve.</strong></td>
<td><strong>assume formal education and nonprofit management capacity are necessary to engage one's community in an inclusive vision for a more just and sustainable future.</strong></td>
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<tr>
<td><strong>prioritize leaders and organizations that have the trust of their communities as represented in relationships and the influence to get people to show up and speak out.</strong></td>
<td><strong>burden your grantees with unreasonable goals and reporting requirements.</strong></td>
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<tr>
<td><strong>support Southern community leaders and organizations that are able to articulate how identity, history, and politics combine to suppress the power and prosperity of their communities.</strong></td>
<td><strong>assume the community leaders and organizations are well-adapted to affecting systemic change in a given community are those already well connected to political, economic, and philanthropic power.</strong></td>
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<td><strong>look for networks of collaboration, resource-sharing, and co-advocating that already exist.</strong></td>
<td><strong>rely only on established 501(c)(3) organizations to leverage your Southern investments.</strong></td>
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<tr>
<td><strong>provide flexible, multi-year funding and capacity-building support.</strong></td>
<td><strong>trust your grantees like contractors.</strong></td>
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As the South Grows on Fertile Soil

By Ryan Schlegel and Stephanie Peng
Sarah Eagle Heart
CEO
Native Americans in Philanthropy
@Ms_EagleHeart
Standing Rock Sioux Tribe & Dakota Access Pipeline

Pipeline proposes to carry almost 500,000 barrels of crude oil underground.

Original route was rejected by Bismarck residents and the alternate route threatens sacred lands and water of the Standing Rock Sioux.

The Fort Laramie Treaty 1851 & 1868 supported peace and guaranteed land rights.
Water Protectors

Spring 2016 - peaceful water protectors and allies gathered adjacent to the Missouri River, and set up a prayer camp

Limited news coverage & often inaccurate
“Native Ferguson”

Historic moment for Native American movement building, but raising visibility for ongoing issues.

Native Youth led one of the most urgent civil rights and racial justice issues of our time, not just for Indigenous peoples but for all.
Lessons Learned from Standing Rock

GIGANTIC GAP OF UNDERSTANDING – Funders need to understand sovereign nations, history and landscape of complex challenges including explaining the concept of tribes being treated like states for purposes of federal income, estate, and gift tax deductions for charitable contributions.

NOT A PRETTY BOX - The decentralized nature of the movement presented a hurdle for traditional philanthropy as Standing Rock involved a flurry of nonprofits, tribes, and individuals working within a landscape that was in constant shift.
Lessons Learned from Standing Rock

CROSS SECTION OF ISSUES - environmental justice, climate change, indigenous rights, poverty - pushed funders to resist philanthropic silos.

RELATIONSHIP KEY - Foundations who made the greatest impact had existing relationships with native-led organizations to move money fast, or those willing to suspend logic.
Lessons Learned from Standing Rock

NAP built a large tent to inspire actions across multiple communities for a movement of movements: Dreamers, BLM, LGBTQ, API, #GenIndigenous, #StandRockisEverywhere, Boys & Men of Color, #IndigenousWomenRise

Leveraged existing partner networks igniting coordinated social media campaigns.
Lessons Learned from Standing Rock

#GenIndigenous Response Fund - A grantmaking collaborative with The Minneapolis Foundation supporting youth organizing and activism, bridging funders and organizers with a collective commitment to systemic change and social justice in Indigenous communities.

Native Voices Rising - A grantmaking collaborative by Common Counsel Foundation supporting organizing, advocacy and civic engagement in American Indian, Alaska Native & Native Hawaiian communities.
Thank You!

Enjoy your Heart, Mind and Body Break

Miniconcurrents start at 11:45 am

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