Best Practices for Top-Rated Programming
<table>
<thead>
<tr>
<th>Elisabeth Hyleck: Association of Baltimore Area Grantmakers</th>
</tr>
</thead>
</table>
About the Association of Baltimore Area Grantmakers (ABAG)

• For more than 30 years, ABAG has served members by providing a valuable forum to share ideas, issues and address community problems with fellow funders.

• The majority of our convenings are educational programs which are at the heart of our mission of maximizing the impact of philanthropic giving through a growing network of diverse, informed and effective philanthropists.

• We follow our Guidelines about ABAG Programs, Guidelines for ABAG’s Role in Supporting Member Convenings as well as our Diversity, Equity and Inclusion Policy in planning our programs.

• In 2016, we are striving to decrease the number of Funder Education Programs allowing for more Funder Action and Funder/Partner Strategy meetings; use technology solutions to enhance remote participation; formalize learning-to-action discussions; among other goals.

#ForumCon16 • @GivingForum
Busy program calendar!

- Held 63 programs by June 30
- On track to do 120 programs in 2016
- Most programs are generated by our Affinity Groups (Aging, Basic Human Needs, Behavioral Health, Community Investment, Education, Green, Health, & Workforce Development)
- We also do programming around grantmaking practice and for grantseekers

Welcome Reception for Dr. Sonja Santellises, Baltimore City Public Schools CEO
6/8/2016
Location: Baltimore, Maryland  Time: From 4:00 PM - 6:00 PM

TUESDAY, JUNE 07, 2016

Grantmaking Fundamentals Workshop
6/7/2016
Location: Baltimore, Maryland  Time: 8:00AM - 4:00PM

FRIDAY, JUNE 03, 2016

Anchor Institutions & Community Development Peer Exchange
6/3/2016
Location: Baltimore, Maryland  Time: From 12:00 - 1:30 PM

THURSDAY, JUNE 02, 2016

Making the Grade? For-Profit Colleges & Financial Education & Capability: a MD Legislative Briefing
6/2/2016
Location: Baltimore, Maryland  Time: From 12:30 - 2:00 PM

WEDNESDAY, JUNE 01, 2016

Site Visit: Lakeland Elementary/Middle School: A Green, Community School
6/1/2016
Location: Baltimore, Maryland  Time: 10:00 - 11:30 AM

TUESDAY, MAY 31, 2016

Dialogue with Aging2.0, Baltimore Chapter
5/31/2016
Location: Baltimore, Maryland  Time: From 12:00 - 1:30 PM

THURSDAY, MAY 26, 2016

Housing First and the Implications for Homeless Services Providers
5/26/2016

#ForumCon16 • @GivingForum
Innovative Aging Series

Join the Affinity Group on Aging as we launch a series of programs on new approaches to aging services. Through the use of Skype technology, we will be bringing innovators in the aging field from across the country into ABAG’s conference room.

Our first program will feature:

• **Leo M. Asen, Chief Innovation Officer, Selfhelp Community Services, Inc.** located in New York City speaking about Selfhelp’s groundbreaking use of information technology to serve older adults, including their new virtual senior center program.

• **Deborah Martin, Chief Executive Officer/Executive Director, of ElderHelp of San Diego, California,** speaking about ElderHelp’s evolving network of services that include a Village-type model, volunteer programs, information and referral, home-sharing, case management and in-home services.

Following the presentations, attendees will discuss the potential for developing programs in the Baltimore area similar to those provided by Selfhelp and ElderHelp.

*This program is for ABAG members and invited guests only.*
1. November 8, 2013: First Innovative Aging Program (18 attendees)
2. December 2, 2013: Innovative Aging #2 (16 attendees)
4. February 26, 2014: Innovative Aging #3 (21 attendees)
7. April 21, 2016: Innovative Aging: Hospital Community Partnerships 2016 (28 attendees)
8. May 31, 2016: Dialogue with Baltimore Aging2.0 (23 attendees)
Results of the Innovative Aging Group to Date

- Provided opportunities for ABAG members and their community partners to increase their knowledge about relevant topics (housing and healthcare)
- Launched the Seniors and Housing Collaborative of about 45 orgs
- Coalitions of organizations that normally work apart from each other have launched two collaborative projects
- Generated ideas of initiatives for the Stulman Foundation to fund
- Synergies, fresh ideas and new resources have resulted from both groups
- Working on building relationships between community-based organizations, funders, city agency staff, and hospital systems staff.
- Provided several organizations with the connections and access to information they needed to initiate such relationships.
Ingredients of Success

• Passionate ABAG members
• Trusting relationships built over time
• Learning about innovative practices with practitioners & agency staff
• Access to national models/experts
• Steady, knowledgeable ABAG staff consultant
• Support from three ABAG members to fund the consultant’s time
• Using technology
• The role of research
• A galvanizing event
• Patience
Challenges/Lessons Learned

- Progress in building partnerships between aging and health services organizations is slow.
- Community non-profits find that hospitals have been slow and ponderous in their efforts to form connections beyond their walls.
- Developing relationships requires a willingness to listen, the ability to learn from disparate partners, and above all, patience.
- People are reluctant to change so you have to bear with them.
- You have to really listen to what the whole group is saying.
- Understanding that people/orgs have limitations to what they can do and can’t do.
- See all the pieces together. You can’t be what you aren’t.
Kristina Wertz:
Funders for LGBTQ Issues
For every $100 foundations award, LGBTQ communities receive 28 cents.
For every dollar of LGBT funding, the South only sees 6 cents.
3 in 10 LGBT Adults Live in the South

More than 3 in 10 LGBT adults live in the South. As such, it is home to more LGBT adults than any other region of the country.

#ForumCon16 • @GivingForum
What is the Out in the South Initiative?

- A 5 year initiative to increase philanthropic resources for LGBTQ communities throughout the South.

- Began as a conversation among funders concerned about the lack of support for the South compared to other regions of the US.
Informed by Research and Planning

#ForumCon16 • @GivingForum
Our goal

To increase Southern funding to $60 million over the next 5 years
Our Theory of Change

- **Funder Network**
  - Increase knowledge of LGBT community needs in the region
  - Increase coordination of funding

- **Increase Grantmaking**
  - Increase number of funders aware and engaged on LGBT issues
  - Build diverse set of funders responding to diverse range of needs

- **Out in the South Fund**
  - Strengthen local LGBT philanthropy
  - Increase capacity of local LGBT organizations

- **Sustainable Funding for Strong Southern LGBT Communities**
Lyn Hunter:
Philanthropy Northwest
Creating Opportunities for Behavior Change in Grantmaking

Local Matters 2015
ALASKA + INDIGENOUS COMMUNITIES

#ForumCon16 • @GivingForum
Philanthropy is... Indigenous Ways of Knowing

#ForumCon16  •  @GivingForum
“I’ve been to a lot of cross-cultural trainings in the last 20-30 years of work here in Alaska and this was the one that probably brought more of a realistic flavor to my understanding of how I act and how my actions are perceived by Native people and organizations....”

R. Michaelson, Mat-Su Health Foundation
Current program officer, former parole officer
We still have a long way to go.
40,000 feet – Why?

• Communities are at the center of our strategic framework.
• Local Matters series instead of our annual conference.
• Alaska Native and Native American communities are our 7th state.
• Strength of community, self-determination, giving and reciprocity
A Gathering within a Gathering

- Invited into their Indigenous space as guests
  - 32nd Annual First Alaskans Institute’s Elders & Youth
  - 4th Annual National Congress of American Indians

#ForumCon16  •  @GivingForum
Key: Trusted advisors hold the primary relationships in community
What We Are Still Learning

What scares us/me:

• How are we serving our funders?

• What are the learning objectives?

• We are running out of time.

What our advisors offered:

• It’s about community; not philanthropy.

• Let go of controlling your learning; what you need to know will present itself

• Our worldview doesn’t prioritize time; people and relationships take precedence

#ForumCon16 • @GivingForum
What happens when (not if) we screw up?
Continue talking with us

Keep coming back