



Partnership & Investment Opportunities

Black-Led Organizations (BLOs) Capacity Building Initiative

Background:

According to a report issued in February of 2015 by the Bay Area Black United Fund - [Black-Led Organizations \(BLOs\) in the Bay Area: From Crisis to Change](#) - BLOs serving as lifelines to low-income Black communities are vulnerable due to a historic lack of revenue to support growth, best-in-class systems and training and leadership development. Connections to resources such as mentors, coaches and experienced consultants to assist with succession planning, board recruitment and the implementation of earned income strategies have also been identified as keys to improving the sustainability of BLOs and the communities they serve. Leaders from The East Bay Community Foundation, The San Francisco Foundation, The Kapor Center for Social Impact, The Y & H Soda Foundation and The California Endowment have developed a fresh and dynamic collaborative capacity building initiative designed to further develop the nonprofit sector by innovatively supporting the growth, sustainability and impact of BLOs in four Bay Area Counties: Alameda, Contra Costa, San Francisco and San Mateo.

The Initiative:

An innovative capacity-building initiative has been designed for a cohort of up to 15 emerging and mature BLOs:

BLO Accelerator – an intensive six-month program designed to bolster the growth and sustainability of emerging, innovative community anchors that have a vision for growth, promising ideas and a willingness to work in new ways to catalyze personal, organizational and community change. This program includes class room and on-line training focused on business planning, management, marketing, finance and innovation; access to mentors, coaches, technical supports; and a pitch opportunity. Successful participants will receive a three-year investment with on-going technical support and training.

BLO Stabilizer – a three-year program for mature community anchors designed to minimize risk and guide organizations through transition by providing leadership development, board recruitment, advanced training and succession planning.

Cross-Cutting Programs and Services - Key elements, such as an online community for peer networking and learning and access to certain workshops and speakers – including a conference – will be open to all BLOs in the four-county service area (current database includes 125 BLOs).

Budget/Timeline:

As illustrated in the following chart, the initiative will be capitalized at \$10 million over seven years including two rounds of the *BLO Accelerator* in 2017 and 2020, and one round of the *BLO Stabilizer* in 2017.

| BLO Budget | Accelerator (2 Rounds) | Stabilizer (1 Round) | TOTAL: |
|---------------|------------------------|---|----------------------|
| 2017 | \$500,000 | \$1,000,000 | \$1,500,000 |
| 2018 | \$1,000,000 | \$1,000,000 | \$2,000,000 |
| 2019 | \$1,000,000 | \$1,000,000 | \$2,000,000 |
| 2020 | \$1,500,000 | <i>Round I Stabilizer BLOs begin Accelerator Round II in 2020</i> | \$1,500,000 |
| 2021 | \$1,000,000 | | \$1,000,000 |
| 2022 | \$1,000,000 | | \$1,000,000 |
| 2023 | \$1,000,000 | | \$1,000,000 |
| TOTAL: | \$7,000,000 | \$3,000,000 | \$10,000,000* |

Investment Opportunities:

The East Bay Community Foundation (EBCF) has primary responsibility for management and administration including receiving and disbursing funds on behalf of participating funders. Current investors have made multi-year lead commitments to provide a minimum of \$1,500,000. To fully fund the Initiative, other philanthropic leaders are encouraged to leverage their resources and expertise to ensure deeper, longer-term investments and an opportunity to encourage innovation, diffuse risk and more effectively support field-wide learning. All participating funders are entitled to one seat per funder on a Steering Committee charged with identifying, planning, and funding carefully chosen strategies including the selection of grantees, evaluators, trainers, coaches and other technical assistance providers.

To support the implementation of the BLO Accelerator and BLO Stabilizer, the leading investors are actively seeking support from foundations, corporate contribution programs, government agencies and individual donors:

PARTNERSHIP GRANTS

Partners are encouraged to award Multi-Year Grants to the fund, administered by The East Bay Community Foundation, by February 28, 2017.

To invite a proposal or request additional information, contact:

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