Doing More with Private Foundations

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Who are we talking about?

• Family Foundations
• Corporate Foundations
• Government Initiatives
• Legal Settlements
What are we talking about?

Co-Funder Establishes a Fund

Fee for Service
Buffalo | Importance

• 600 private foundations in eight county region
• Significant philanthropic capital
• Potential impact on 1.5 million people
• Relationships open doors of opportunities
Buffalo | Strategies

• Multiple Strategies
• Four Strategic Foci
  • Revenue
  • Relationship
  • Influence
  • Capacity
Buffalo | Services

• Customized Services for Diverse Clients
  • External Funds vs. In-House Funds
  • Family Foundations vs. Government Entities

• Cross-Functional Teams
  • Relationship Manager
  • Project Manager
Buffalo | Onward

• Nurturing relationships
• Creating larger impact in the community
• Opportunities to involve “now” and “next” generations
• Extending philanthropic history, ideals and ideas
Cincinnati | Services

• Strategic Design and Focus
• Grant Management and Administration
• Board Meeting Coordination and Support
• Recordkeeping and Reporting
• Accounting and Tax Preparation Coordination
• Communication and Marketing
Cincinnati | Approach

• Client-focused approach to create a scope of work
• Source the best GCF talent to deliver on the scope
• Regular check ins to ensure alignment
• Pricing short-term and long-term
Cincinnati | Lessons Learned

• Engage all departments of the foundation
• Don’t assume clients’ needs or expectations
• Systematize the relationship management process
• Embrace a growth mindset