

Today's Speakers



Philip Li
Robert Sterling Clark
Foundation



Hanh Le
Weissberg Foundation



John Brothers
T. Rowe Price Foundation



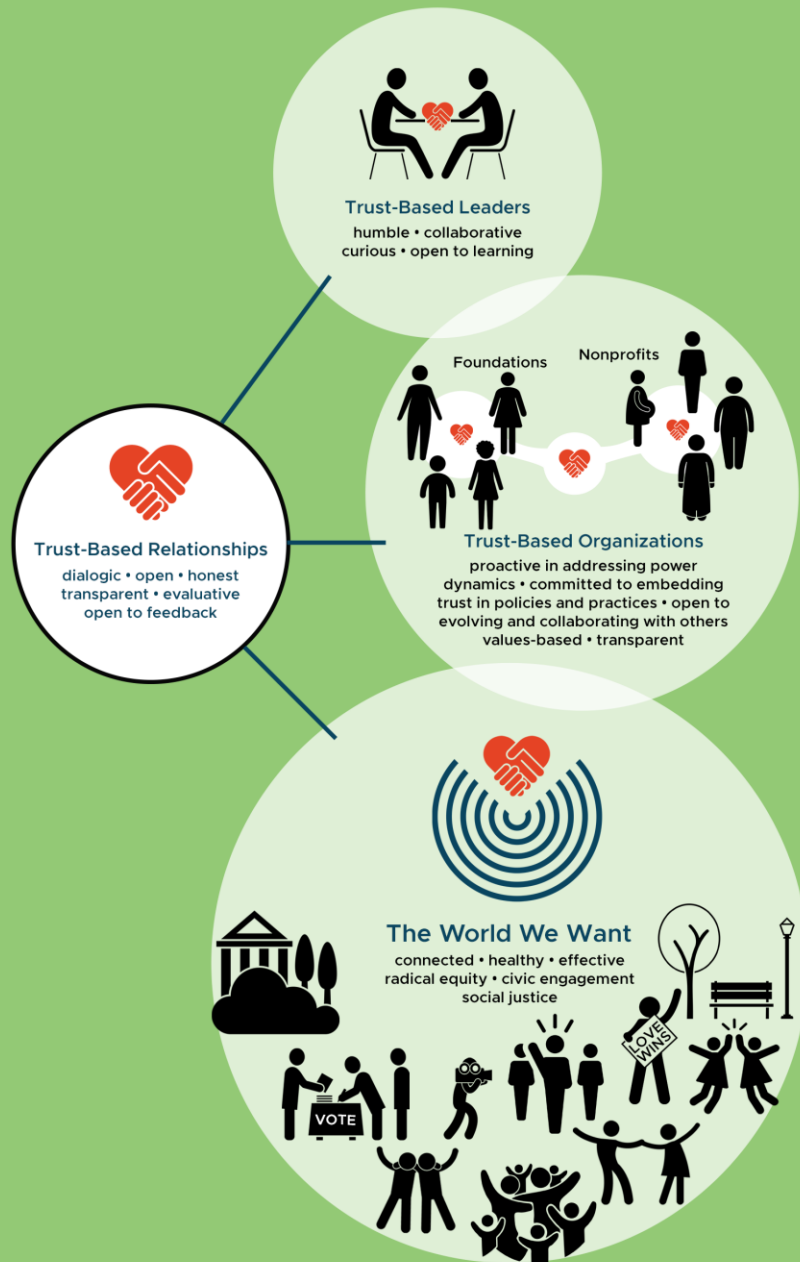
**Maryland
Philanthropy**
NETWORK
Advancing Impact



Agenda

- 10:00am** Welcome and Introductions
- 10:15am** Storytelling: Three foundations' trust-based journeys
- 10:35am** The 6 principles of trust-based philanthropy
- 11:05am** Q&A
- 11:25am** Key Takeaways & Next Steps
- 11:30am** Adjourn

Trust-Based Ecosystem



A Values-Based Approach

Power-Sharing

Equity

Humility

Transparency

Curiosity

Collaboration

trust-based
philanthropy
project

6 Principles of Trust-Based Philanthropy

- 1 Give Multi-Year Unrestricted Funding
- 2 Do the Homework
- 3 Simplify & Streamline Paperwork
- 4 Be Transparent & Responsive
- 5 Solicit & Act on Feedback
- 6 Offer Support Beyond the Check

TRP Foundation's Movement To Trust-Based Philanthropy



- Organizational Structure – Theory of Philanthropy, Human Capital (Governance & Staff Structure, Learning Culture)
- Impact Giving Addition – West Baltimore & Citywide
- Five Strategic Areas
- Focus on a Stronger Sector



Give Multi-Year, Unrestricted Funding

Unrestricted funding over time is essential for creating healthy, adaptive, effective organizations.

- 2016 – General Operating Support
- 2017-2021 – Multi-Year



Do the Homework

Before entering into a grantmaking relationship, the onus of due diligence should be on the grantmaker, not the grantseeker.

- 2016 – 3 Connections
- 2016 – Fund Pipeline
 - (New, Citizenship, Capital, Impact)
- 2016 – Organizational Assessment



Simplify & Streamline Paperwork

Nonprofit staff spend an inordinate amount of time on funder-imposed paperwork; they will be more effective if they are freed up to concentrate on mission.

- Updated Donor Platform – Concierge Approach
 - Impact Genome
 - Proposal Upload / 5 Questions



Be Transparent & Responsive

Open, honest, and transparent communication minimizes power imbalances and helps move the work forward.

- Partnership & Collaboration
- Strategic Leadership Placement
- Sun-setting Strategy



Solicit & Act on Feedback

Grantees provide valuable perspective that can help inform a funder's support and services.

- Center on Effective Philanthropy
- Portfolio Evaluation & Nonprofit Research
- Staff Reviews, Board Feedback



Offer Support Beyond the Check

Responsive, adaptive non-monetary support can help foster healthier organizations by bolstering leadership and capacity.

- 2016 – Capacity Building
 - 2017 – Cohort & Peer-to-Peer
 - 2018 – Shared Value

Key Takeaways

- Trust-based philanthropy starts with your organizational culture and values
- This is not just about what you do in policy and practice, but *how you show up*
- Alleviating burdens on nonprofits benefits foundations too
- Trust-based philanthropy is a journey not a checklist

www.trustbasedphilanthropy.org



Steps You Can Take Right Now

- Ask yourself: Are you willing to unrestrict any dollars in this moment?
- Download the Trust-Based Philanthropy 2-pager and start a conversation with colleagues
- Fill out our follow-up survey
- Let MPN know if you're interested in more programming or peer learning
- Contact shaady@trustbasedphilanthropy.org with specific questions about adopting TBP

www.trustbasedphilanthropy.org

