

# WEINGART FOUNDATION

## A CONVERSATION WITH FRED ALI – JANUARY 22, 2015

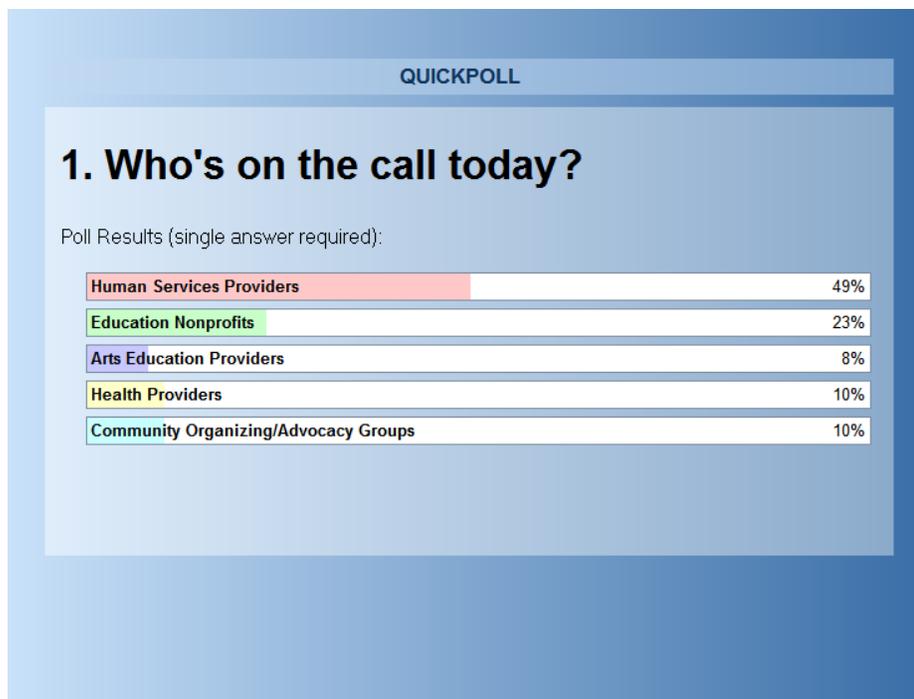
### SUMMARY

*On January 22, 2015, Weingart held a conference call with over 200 current grantees and President and CEO Fred Ali. The following highlights key points from the conversation.*

#### INTRODUCTION

Fred Ali welcomed the group and shared the Foundation's belief in the importance of soliciting two-way feedback from grantees. He stated that this is the first conference call of its kind for the Foundation, and added that planning has begun for the FY 2016 Program Plan — for which grantee feedback is a key component.

Fred started with two quick polls to get a sense of who was on the call and why.



## QUICKPOLL

### 2. Why did you decide to join in on today's call?

Poll Results (single answer required):

To inform Weingart's 2016 Program Plan	29%
To share your organization's experience	6%
To hear from other nonprofits	15%
Fear that otherwise your next grant will be declined	1%
All of the above	49%

#### SELECTED COMMENTS FROM GRANTEES

##### ***Nonprofit are still facing high demand and uncertain/inadequate funding***

“My organization is a free clinic in Coachella Family, and there is little dental support for this population. The clinic has had to build infrastructure that we thought volunteers would take on – but didn't.”

“At my charter schools, we are anticipating an increase in demands for services for our students. The preschool is losing funding from LAUP (Los Angeles Universal Preschool), and in response we are looking at new funding from individuals, foundations, and also federal dollars through Head Start.”

“My organization serves the Inland Empire and faces difficulties in finding partners to work with, as well as difficulties finding federal funding.”

“The myth is that the ACA (Affordable Care Act) will help solve all problems. Many of our long-term funders have cut back health funding because of ACA.”

“My organization is turning hundreds of low- income kids away from our programs each year. Our greatest challenge is facilities and expanding our facilities in the geographic area we are located in.”

“We have a desire to capture corporate dollars. We also need infrastructure to actively capture volunteerism. Also, nonprofits in Southern California don’t get the opportunity to work with national funders. How could we all be more aggressive in this area?”

“My organization is always looking for more funding. We are facing challenges getting corporate support, and also getting to other foundations where you need an invitation to apply, or to family foundations that don’t have a formal application process.”

***Many funders do not cover the full costs of running effective organizations and programs***

“We feel pressure to reduce administrative costs. As a mental health provider, there is an increased partitioning for specific programs that neglect organizational capacity.”

***Unrestricted core support remains vital***

“Our ability to adapt to change has been incredible thanks to core support.”

“I’m grateful to Weingart for prioritizing core operating support. It has enabled my organization to be more efficient and creative.”

“There is an increased demand for better data on our impact. My team is entering data into 12-15 areas to meet data requests on grants. I too want better data about our impact, but this is a time consuming activity, and it is expensive to invest in the necessary software.”

“To receive resources for R & D is very unusual.”

“I would ask that the Weingart Foundation please advocate with funder peers on the importance of core support.”

***In addition to core support, there are other ways Weingart Foundation supports grantees that are also important.***

“The PRI (program-related investment) tool Weingart provided was very powerful to my organization, allowing us to get in better position financially.”

“My organization is acquiring – not merging with – financially troubled organizations, and the needs and missions of the participants are being honored. Weingart could be a catalyst in this area.”

“I also support funding advocacy – an extremely important issue – as well as facilities.”

## **CONCLUSION**

Fred concluded by sharing information about the recent reforms to federal Office of Management and Budget guidelines that will better support indirect costs for nonprofit grants and contracts. CalNonprofits, the state’s nonprofit membership organization, will be providing opportunities to hear more about this issue in the coming months.

Fred thanked everyone and shared that Weingart Foundation will continue to bring grantee feedback to its Board and use it to develop its FY 2016 Program Plan, which will be available on the Foundation website in summer 2015.

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