A S C E N D
BLO

Thank you for your interest in being part of the first ASCEND:BLO Accelerator!

ASCEND is a nonprofit sustainability initiative *Accelerating and Stabilizing Communities through Equitable Nonprofit Development.* Under this framework, ASCEND:BLO was designed to specifically support Black-led Organizations (BLOs: registered, tax-exempt 501(c)(3) nonprofit organizations that have Black staff and/or Board leadership at the highest level). The ASCEND:BLO Accelerator is a unique opportunity for 5 Black-Led Organizations in Alameda, Contra Costa, San Francisco or San Mateo Counties to learn and build together via 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 focuses on providing support in key areas including strategy, feasibility, fundraising and sustainability, as well as access to coaching and technical supports. Participants will receive a $25,000 stipend for the six-month program and will have the opportunity to develop and pitch a bold idea for growth that will receive investment of up to $300,000 over three years.

Please note the following important information about this application below:

Key Dates:

- All applications are due by **5:00 p.m. on Friday, March 30, 2018** and will be reviewed by a committee of the ASCEND:BLO Funders' Collaborative
- By April 6, 2018, the committee will select a group of finalists to invite to in-person conversations that will be conducted by April 20, 2018
- The full Funders' Collaborative will affirm the committee's recommendations and the 5 BLOs selected to the cohort will be announced by May 1, 2018

Instructions: This application contains 6 sections totaling 35 questions:

I. Applicant/Primary Contact
II. Organization Profile
III. Organization Financials
IV. Leadership Profile
V. Capacity & Fit for the Initiative
VI. Participation Commitments

A PDF of all questions has been provided so that you can prepare your answers offline before online submission. If you want to save your application as a draft before submission, be sure to complete all questions on the page you leave off on and click "Next" before closing the application. It should take approximately 45 minutes to fill in all of your responses.

Questions?

- Visit www.ebcf.org/ascendblo for more information about the initiative
- Chat with us live at the ASCEND:BLO Kickoff Reception on February 23, 2018 at 6:30 p.m. (registered attendees only)
- Join us for a webinar at 1:00 p.m. on March 7, 2018 (stay tuned for information on how to join the webinar)
- Email us at eastbaycommunityfoundation@walkeraac.com by 5:00 p.m. on Friday, March 23, 2018

I. Applicant/Primary Contact

* 1. Insert the following information for your organization's primary contact for this application:

Primary Contact's Full Name:

Primary Contact's Title:

Primary Contact's Email Address:

Primary Contact's Phone Number:

II. Organization Profile

* 2. Enter the following information about your organization:

Name of Organization:

Tax ID Number:

Year Established:

Number of Full-Time Staff:

Number of Board Members:

Street Address:

City:

Zip Code:

* 3. Which of the following 4 Counties is your organization located/headquartered in?

( ) Alameda County ( ) Contra Costa County ( ) San Francisco County ( ) San Mateo County

* 4. What core neighborhood(s) or community(ies) does your organization serve most closely? Also list all geographies that your organization serves.

* 5. Approximately what percentage of your clients and/or constituents is Black?

○ Less than 10%

○ 10 to 24%

○ 25 to 49%

○ 50 to 74%

○ 75% or more

* 6. What is the primary age range of your clients and/or constituents?

○ 0 to 5

○ 6 to 18

○ 19 to 24

○ 25 to 55

○ 55+

Please clarify your primary age range, if different than the options above:

* 7. Describe your organization's Mission, Vision and Values?

Mission:

Vision:

Values:

* 8. Programs or Services: Describe (in 1,000 characters or less) your organization's primary programs and/or services highlighting who these programs and services benefit and how.

* 9. Strategy: Provide a brief (500 characters or less) outline/overview of your organization's top strategic priorities over the next 3 years?

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* 10. Provide a brief (500 characters or less) description of your organization's current system and staffing for collecting, analyzing, and reporting data on both program performance and community-level outcomes.

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III. Organization Financials

* 11. What is your organization's total annual revenue and expenses?

2017 Actual Revenue:

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2018 Projected Revenue:

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2017 Actual Expenses:

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2018 Projected Expenses:

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12. Briefly (in 500 characters or less) describe key reasons behind any significant changes in your revenue or expenses for 2018 vs. 2017, if applicable.

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* 13. List your organization's top 5 funders including the amount received by each source in 2017.
If your organization has less than 5 funders, provide a full list of your donors.

Top Funder Name & Amount:

#2 Funder Name & Amount:

#3 Funder Name & Amount:

#4 Funder Name & Amount:

#5 Funder Name & Amount:

* 14. Provide the time period covered and date issued of your organization's most recent financial audit and briefly (in 500 characters or less) summarize the key findings, including any issues that were raised.

* 15. Does your organization have financial reserves (savings to cover expenses in an emergency) and/or an endowment (assets set aside to promote growth over time as a result of income earned from interest)?

☐ Yes

☐ No

If "Yes," what is the size of your organization's reserves and/or endowment?

IV. Leadership Profile

* 16. Does your organization have Black leadership at the highest staff level (i.e. ED/President/CEO)?

☐ Yes

☐ No

17. If "Yes," please provide the leader's information below:

Full Name:

[   ]

Title:

[   ]

Email Address:

[   ]

Phone Number:

[   ]

Length of Tenure in this Position:

[   ]

18. Provide a brief (no more than 500 characters) biography highlighting the leader's experience, relationship with your community, areas of expertise and networks.

[   ]

* 19. Does your organization have Black leadership at the highest board position (i.e. Board Chair/President)?

☐ Yes

☐ No

20. If "Yes," please provide the leader's information below:

Full Name:

[   ]

Title:

[   ]

Email Address:

[   ]

Phone Number:

[   ]

Length of Tenure in this Position:

[   ]

21. Provide a brief (no more than 500 characters) biography highlighting the leader's experience, relationship with your community, areas of expertise and networks.

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V. Capacity & Fit for the Initiative

* 22. Briefly describe (in 500 characters or less) what benefits you've experienced or assets you see in being a Black-Led Organization.

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* 23. Briefly describe (in 500 characters or less) what challenges you have faced in being a Black-Led Organization.

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* 24. Briefly identify (in 500 characters or less) the 2-3 things you would most like to focus on or gain from this initiative and what supports you might need to meet your goals?

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* 25. The 6-month Accelerator will culminate in the pitch of a bold idea for investment and growth to a group of funders and/or donors. Although you will receive support to select, refine and develop your pitch, if selected to be part of the Accelerator, we'd like your early thinking on what ideas your organization has that would benefit from greater time or investment to execute.

Describe (in 2,000 characters or less) 2 or 3 potentially bold ideas that could expand your community impact, enhance your growth and sustainability and benefit from a three-year grant to assist with development costs, ongoing technical support and/or training. Be sure to include some ballpark thinking about the potential financial need/cost to support these ideas as well as potential areas of technical assistance or training that your organization might need to ensure flawless execution.

* 26. The ASCEND:BLO Accelerator strives to promote innovative thinking and practices for philanthropy and BLOs with an intentional focus on race and equity. Briefly (in 1,000 characters) describe how your team is willing to work in new ways to catalyze personal, organizational and community change to ensure equitable nonprofit development during the Accelerator and beyond.

* 27. It is important for evaluation to be accessible and meaningful to Accelerator participants and the broader BLO network. It is also important for our funders and supporters to capture how their investment benefits participating organizations and the communities they serve. Briefly (in 500 characters or less) describe what ideas you have to ensure the evaluation process and reporting work well for all parties.

* 28. Are you currently participating in any capacity building programs or initiatives or engaged in networks of collaboration, resource-sharing or co-strategizing?

☐ Yes

☐ No

If "Yes," briefly (in 500 characters or less) describe what program(s), what is the scope/length of the time commitment required and how would this program complement the other(s)?

[ ]

VI. Participation Commitments

This initiative will require a team of 3 representatives from your organization to participate in 5 in-person Learning Sessions as well as Organizational/Team Coaching Sessions over 6 months. Your team of 3 must include the Executive Director/CEO, should have at least 1 representative of Black staff or board leadership and should include other members with the organizational knowledge, capacity, desire and skills to meaningfully contribute to the development of your bold idea (e.g. senior staff, board members or volunteers). This structure is designed to ensure your entire organization, not just 1 leader, benefits from this experience and that the work load and learnings are shared.

Please provide the following information for each team member that you would tap to participate in the Accelerator:

* 29. Insert the following information for your Team Lead:

Team Lead's Full Name:

[ ]

Team Lead's Organization:

[ ]

Team Lead's Title:

[ ]

Team Lead's Relationship to the Organization (if not a staff or board member):

[ ]

Team Lead's Email Address:

[ ]

Team Lead's Phone Number:

[ ]

* 30. What is the Team Lead's Main Benefit to the Team (in 500 characters or less; e.g. Key Areas of Expertise, Institutional Knowledge, Time/Capacity to Participate, etc.)?

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* 31. Insert the following information for Team Member 2:

Team Member's Full Name:

Team Member's Organization:

Team Member's Title:

Team Member's Relationship to the Organization (if not a staff or board member):

Team Member's Email Address:

Team Member's Phone Number:

* 32. What is Team Member 2's Main Benefit to the Team (in 500 characters or less; e.g. Key Areas of Expertise, Institutional Knowledge, Time/Capacity to Participate, etc.)?

* 33. Insert the following information for Team Member 3:

Team Member's Full Name:

Team Member's Organization:

Team Member's Title:

Team Member's Relationship to the Organization (if not a staff or board member):

Team Member's Email Address:

Team Member's Phone Number:

* 34. What is Team Member 3's Main Benefit to the Team (in 500 characters or less; e.g. Key Areas of Expertise, Institutional Knowledge, Time/Capacity to Participate, etc.)?

* 35. We understand that full participation in ASCEND:BLO is required. If selected, to ensure a positive experience for our team and other participants, we commit to actively participate in (select all that apply):

○ All 5 in-person Learning Sessions

○ Organizational/Team Coaching between in-person Learning Sessions

○ Online and in-person BLO-wide Networking and Learning through the ASCEND:BLO Network, as available