

# Community Issues 2021

RFP Workshop



## Horizons' Mission

The world's first community foundation of, by, and for LGBTQ people, Horizons invests in LGBTQ nonprofits, strengthens a culture of LGBTQ giving, and builds a permanent endowment to secure our community's future for generations to come.



## COVID-19 Response

- Over \$1.25 million dollars of emergency response funding and recovery grants
- G/O/D made adjustments to the program
  - 2020 – \$1.64 MM
  - 2021 – \$1.92 MM
- COVID-19 Dorian Loan Program
- Horizons strategy update implementation delayed



## CI Strategy Update

- Increase grant size and duration
- Improve grantmaking process
- Reaffirm “open door” approach
- Nine counties of SF Bay Area
- Invest in LGBTQ grassroots organizations and programs
- Set clear priorities



## CI Strategy Update – Grant Size and Duration

- Increase grant size
  - For 2021 - increase maximum size of grants from \$10,000 to \$15,000
  - By 2025 – increase maximum size of grants to \$25,000
- Increase number of multi-year grants
  - Move progressively toward multi-year grant outcome above (40% by 2025)



## CI Strategy Update –

### Reaffirm “open door” approach

- Keep “open RFP” process
- Open door policy: four funding areas
  - Advocacy & Civil Right
  - Arts & Culture
  - Community Building & Leadership
  - Health & Human Services



## CI Strategy Update –

### Reaffirm CI eligibility

- Be a nonprofit, 501(c)(3) organization, or fiscally sponsored
- Organizations must be within one or more of the nine counties of SF Bay Area:
  - Alameda, Contra Costa, Marin, Napa, San Francisco, San Mateo, Santa Clara, Solano, and Sonoma
- Invest in– smaller and mid-sized LGBTQ primary organizations/programs (annual budget under \$1 million)
  - LGBTQ primary organizations with annual budget over \$1 million can apply for sponsorship support/donor engagement



## CI Strategy Update – Reaffirm CI eligibility

- LGBTQ-primary organization/program defined as:
  - an organization whose mission includes the LGBTQ population as the primary focus of the work;
  - whose staff and board predominantly reflect the LGBTQ community;
  - and which primarily serves LGBTQ people (65% or more)
- Exceptions in CI grantmaking may be made for non-LGBTQ primary organizations with LGBTQ-focused programs if:
  - Program budgets under \$1 million annually
  - such programs serve an area in the nine-county SF Bay Area without sufficient LGBTQ-primary organizations providing comparable services or reach to a specific LGBTQ population





## CI Strategy Update –

### Reaffirm funding approach

- General operating continues to be preferred funding
- Horizons will continue to use a Community Review Panel as part of the grantmaking process
- Performance Arts grants: priority will be given to organizations/artists or programs/projects
  - with annual budgets of \$150,000 or less
  - within one or more of nine SF Bay Area counties, **but priority will be given to applicants outside of San Francisco, Oakland, or Berkeley**
  - cannot have concurrent Hewlett Foundation's performance arts support/grant



## CI Strategy Update – Population priorities

- Horizons is committed to supporting the whole eco-system of the LGBTQ community
  - Balanced grant portfolios across the multiple demographics and identities within our tremendously diverse community
- Horizons seeks to deepen investments in specific populations within the LGBTQ community:
  - Based on both available data – Horizons Community Needs Assessment and multiple other sources
  - What our scores of nonprofit partners tell us are areas of the greatest need
  - Horizons strategic plan process – included assessing historical and current grant portfolios



## CI Strategy Update – Population priorities

- The foundation will prioritize the following organizations/programs while aiming to fund all parts of the LGBTQ community
- LGBTQ organizations whose missions focus on, are led by, and primarily serve (65% or more):
  - Transgender - primary organization
  - LGBTQ people of color - primary organization
  - Bisexuals - primary organization
- Organizations/programs that primarily serve (65% or more):
  - LGBTQ youth age 24 and younger
  - LGBTQ elders age 55 and older
  - LGBTQ asylees and/or refugees



## Trust Based Philanthropy Changes to CI application

- Demographic Data – organizations submit/update data every three years
- Budget Data – organizations submit/update data with application for new funding – not continuation
- Staff to determine eligibility based on above data points





## Application Process and Dates

1. RFP released (October 6, 2021) →
2. Office hours (starting October 11, 2021) →
3. Deadline for electronic application submission is Friday, November 5, 2021
4. Funding Panel (December 2021) →
5. Board Approval & Funding Notification  
(January, 2022)



## Application Update

### Improve grantmaking process

- Move to cloud-based grants management solution - Foundant
- Go green – paperless process
  - RFP notification & RFP →
  - application submission and review →
  - funding notification →
  - contract and wire transfer →
  - intermediate and final report



## Application Process

### 1. REGISTER AN ACCOUNT

- Create a user and organization account on our [grantmaking portal](#).
- Questions about using the portal? Please access review this [handy guide](#) - written and videos tutorials
- Still need help? Email us at grants [at] horizonsfoundation.org





## Logon Page

Email Address\*

Password\*

[Forgot your Password?](#)

Welcome to the Horizons Foundation's Grants Online Portal.

New Users: Please click on "Create New Account" to complete the registration process and create your logon credentials.

Existing Users: Please enter your credentials and log in. If you forgot your password, please use the "Forgot your Password?" link to the left to reset your password.

Not Sure? If you think that you or someone at your organization has already registered in the system, do not create a new account. Please contact [Nikole Pagan](#) to receive your username.



# Application Process - continued

## 2. COMPLETE PROPOSAL

- Address all sections of the proposal and submit application online through our grantmaking portal by **Friday, November 5, 2021.**
- You will receive a confirmation email when your application is received.



## Application Process - continued

### 3. REVIEW AND NOTIFICATION

- Proposals are reviewed by staff and a community panel
- Funding decisions will be announced in late January after board approval.



## Narrative Section

- Two sets of narrative questions
  - Arts and Culture
  - All other proposals
- You will only see the questions applicable to your organization type
- Each section of the narrative questions are their own text box with a character limit



# Arts & Culture Applications

## Work Sample (ARTS PROJECTS ONLY)

### Visual or Audio works:

- Upload a three to five minute work sample(s) to your YouTube or Vimeo channel
- Include the link and password if applicable to the YouTube or Vimeo channel

### Written works:

- Upload samples under 10 pages (typewritten) where indicated in the application

We do not accept hard-copies of CDs/ DVDs or projector slides



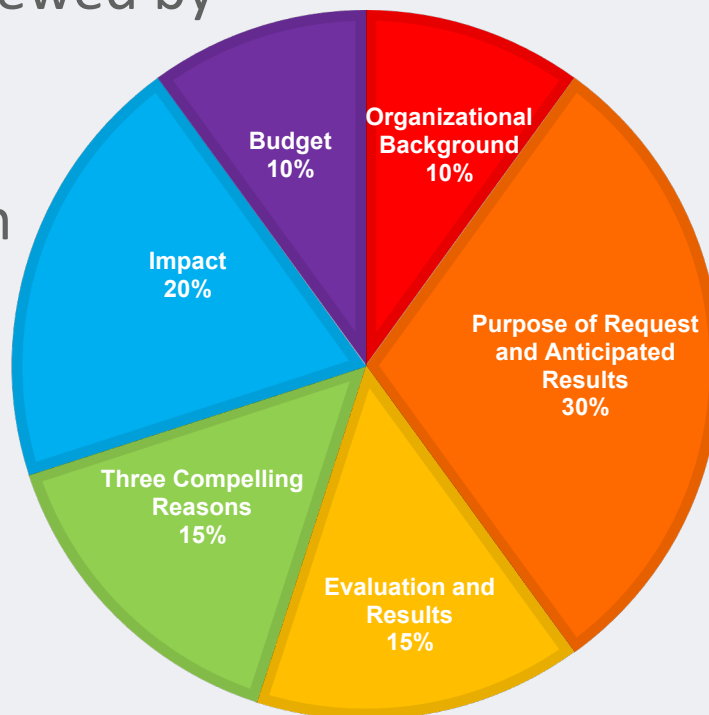
## Budget and Demographic Forms

- Download both forms and save to your computer (do not fill them out online)
  - Links to forms are embedded in the application.
- When complete, upload to your application in the required areas.



# Application Scoring

- Applications are reviewed by a community panel.
- Panelists assign a score to each section
- Total = 100 Points





## Tips

- Fill out the entire application
- Enter the data as requested, especially in demographic or budget forms
- Be careful with abbreviations
- Don't assume reviewers know about your program





## Tips - Continued

- Don't be shy, but be accurate
- Spelling and grammar
- Make a good case – competitive environment
- Fairness doctrine – adhere to deadlines



## Last but not least

- You are not alone – we are here to help you
- Don't be shy, send us an email to schedule an appointment to chat with us – or join our office hours
  - Our job is to facilitate you submitting a competitive application

**[Grants@horizonsfoundation.org](mailto:Grants@horizonsfoundation.org)**

**Q & A**

**Contact us at  
[grants@horizonsfoundation.org](mailto:grants@horizonsfoundation.org)**