

SA2020[®]

RECOMMENDATIONS FOR **COORDINATED PHILANTHROPIC GIVING** DURING COVID-19



The significance of nonprofit organizations in the midst of the COVID-19 crisis is two-fold: 1) they are delivering critical services to San Antonians most in need and 2) they are employing thousands of San Antonians through operations large and small.

In 2019, 144 SA2020 Nonprofit Partners employed 11,276 people and brought in \$1.2 billion in revenue, moving the needle on every Community Result and improving outcomes for people in every City Council District in San Antonio. Based on IRS data from 2017, SA2020's 144 Nonprofit Partners make up just under 3% of the total number of nonprofit organizations in Bexar County.

By partnering with multi-sector organizations, tracking progress towards shared goals, and researching best practices in civic engagement over the last decade, SA2020 is uniquely positioned to make recommendations for coordinated philanthropic giving in order to meet the needs of San Antonians during COVID-19.

The purpose of coordinated philanthropic giving is three-fold:

1. **Protect** the delivery of critical services (i.e. food, housing, and healthcare) to San Antonians most in need
2. **Support** the financial sustainability of San Antonio's nonprofit sector
3. **Model** philanthropic giving informed by the needs of San Antonians

RECOMMENDATIONS

Funders—including foundations, local government, and corporations—have existing relationships with nonprofit organizations that they currently fund or plan to fund this fiscal year. SA2020 recommends that funders shift their policies and procedures to provide nonprofit organizations with increased flexibility to respond to the current crisis. This involves trusting nonprofit leaders to shift their work to meet the needs of their staff and the people they serve.

1. Continue funding and providing ongoing support for organizations with whom you already have established relationships.
2. Convert restricted funding to general operating support.
3. Allow organizations to retain and re-purpose funding originally made for activities that are now cancelled.
4. Suspend grantee reporting requirements and site visits for the foreseeable future.
5. Expedite grant approvals and amendments and remove cumbersome grant application requirements where possible.
6. Be flexible and supportive if and when proposed programs or projects change scope given the current unknown.
7. Transparently communicate shifts in policies and resources allocations to current and prospective nonprofit organizations and be available by phone and email to answer questions and troubleshoot.
8. Collaborate with other funders to align funding streams. See [Guiding Questions](#) for help. SA2020 is maintaining a [list of funding responsive to the COVID-19 crisis](#).

These recommendations have been informed by SA2020's work with multi-sector Partners, as well as communications from other foundations, including: [The Kresge Foundation](#) and [The Roddenberry Foundation](#).

GUIDING QUESTIONS FOR FOUNDATIONS, GOVERNMENT, AND CORPORATE FUNDERS

1. What are your current priority areas for funding?
 2. Which nonprofit organizations have you funded in your most recently completed fiscal year?
 - Where is there overlap among funders?
- Of the nonprofit organizations you already support, which deliver critical need services, including food, housing, and healthcare, to San Antonians?
- What are the challenges they're facing in delivering these services?
 - Who is most impacted by their services?
 - Who is already supporting/preparing to support them in strengthening their service delivery during this crisis? SA2020 is maintaining [a list of funding responsive to the COVID-19 crisis](#).
 - Who do we need to be in conversation with to better answer these questions?
3. Of the nonprofit organizations you already support, which are at risk of staff reductions due to lack of funding? What nonprofit organizations are at risk of closing their doors?
 - What are the challenges they're facing in keeping the doors open?
 - If a nonprofit organization closes its doors, who will be most affected?
 - Who is already supporting/preparing to support them in remaining in operation?
 - Who do we need to be in conversation with to better answer these questions?
 4. Beyond supporting the nonprofit organizations you already support, what additional funds do you have available to support the nonprofit sector as a whole?
 - Where are other local funders focusing their efforts?
 - Where are the current gaps in support for nonprofits? Who might be a partner in gathering this information?
 - Where might we anticipate gaps in the coming months? Who might be a partner in gathering this information?
 - How might you better partner with other local funders?

Need help? SA2020 leads capacity-building work for multi-sector organizations. In the midst of COVID-19, SA2020 is in constant communication with Partners to understand their needs. Ongoing partnership engagement, research on national best practices in philanthropic giving, and our bird's eye view of San Antonio's progress, allows us to support funders in developing policies, processes, and grants that are responsive and adaptive to the community's needs. Email us at partner@sa2020.org.