

CNJG 2016 SPRING COLLOQUIUM

THE CHANGING PUBLIC CONTRACT

=

CHANGING EXPECTATIONS

A Conversation for the Social Sector



TUESDAY, MAY 24, 2016 • GEORGE STREET PLAYHOUSE • NEW BRUNSWICK, NEW JERSEY

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AGENDA

WELCOME AND OPENING REMARKS

OPENING PERFORMANCE

Ruby Annette Evans

A CONVERSATION ON THE SOCIAL SECTOR

The Changing Public Contract = Changing Expectations

GROUP DISCUSSIONS OVER BOXED LUNCH

MODERATOR

Robert S. Collier

President and CEO

Council of Michigan Foundations

FEATURED GUESTS

Elizabeth T. Boris

Founding Director

Center on Nonprofits and Philanthropy at the Urban Institute

Emily Tow Jackson

Executive Director and President

The Tow Foundation

Michael McAfee

Vice President for Programs

PolicyLink

So What Exactly Does “No Solicitation” Mean?

Many have asked recently what “no solicitation” – a longstanding rule of business at Council of New Jersey Grantmakers’ meetings – means.

While it may be self-evident to some, revisiting a few “do’s” and “don’t’s” is a valuable exercise for preserving the meeting ground for everyone.



“THERE WAS SO MUCH ILLEGAL CONTACT BETWEEN GRANT SEEKERS AND FUNDERS THEY BROUGHT IN A TEAM OF COLLEGE FOOTBALL REFEREES.”

FOR PUBLIC CHARITIES:

DO bring your business cards.

DON’T bring proposals.

DO tell grantmakers about your organization’s work.

DON’T ask on the spot if they want to fund your organization.

DO follow up on leads when you get home, as appropriate.

DON’T send everyone you meet a request for funding.

FOR GRANTMAKERS:

DO invite a charity to follow up with you after the program, if appropriate.

DON’T accept proposals on the spot.

DO say, “Sorry, this program isn’t the place,” if you’re faced with a request for funding.

DON’T mistake enthusiasm from nonprofit leaders about their programs for a request for funding.

FOR EVERYONE:

DO respect the spirit of the “no solicitation” rule – beyond the obvious “do’s” and “don’t’s” mentioned above.

Thank you for protecting and enhancing the valuable “meeting ground” provided by CNJG’s 2016 Spring Colloquium and other forums.

COURTESY OF INDEPENDENT SECTOR

MODERATOR



Robert S. Collier

President and CEO

Council of Michigan Foundations

Rob Collier has served as President of the Council of Michigan Foundations (CMF) since 2000, however has been involved with CMF as a volunteer throughout his career in philanthropy, which includes: Founding Director of the Grand Traverse Regional Community Foundation, Executive Director of Rotary Charities of Traverse City, Grants Director of the Gannett Foundation and Program Officer at the Charles Stewart Mott Foundation. His 33 years of experience covers every type of organized philanthropy and help to Michiganders in creating family and corporate foundations as well as many donor advised funds at community foundations.

The Council of Michigan Foundations is a 43 year old statewide nonprofit membership association of more than 330 community foundations and private family, independent and corporate foundations and corporate giving programs with a shared mission to grow the impact of Michigan philanthropy.

Collier continues to be involved in leadership positions with the state and national organizations that serve the charitable nonprofit sector and philanthropy, such as being a Board Member for the Michigan Nonprofit Association and a member of the Public Policy Committees for the Council on Foundations and the Forum of Regional Associations of Grantmakers.

Collier serves on many special task forces and Boards and has received appointments by the Governor to the Michigan Community Service Commission and the Executive Committee of the Michigan Economic Development Corporation. He was the Chief Administrative Officer for the City of Flint from 1983 to 1987 and holds a Masters of Public Administration from Central Michigan University. Collier came to Michigan as a VISTA Volunteer having graduated with a Bachelor of Arts from Hobart College.

FEATURED GUESTS



Elizabeth T. Boris

Founding Director

Center on Nonprofits and Philanthropy
at the Urban Institute

Elizabeth T. Boris is an Institute Fellow of the Urban Institute and in August 2015, she became the Waldemar A. Nielsen Chair in Philanthropy at the McCourt School of Public Policy at Georgetown University, where she is a visiting professor of practice.

In September of 1996, Boris became the Founding Director of the Center on Nonprofits and Philanthropy at the Urban Institute in Washington, D.C. The Center conducts research on the role and impact of nonprofit organizations and the policy issues that affect them. The Center also hosts the National Center for Charitable Statistics, which builds and maintains the nation's largest research database on nonprofit organizations.

From 1991 to 1996, Boris was Founding Director of the Aspen Institute's Nonprofit Sector Research Fund, the first grant making program devoted to supporting research on the nonprofit sector and philanthropy. She holds a Ph.D. and MA in political science from Rutgers University and a BA from Douglass College, Rutgers University, with honors and Phi Beta Kappa.

The author of many research publications on nonprofits and philanthropy, she edited *Nonprofits and Government: Collaboration and Conflict*, with C. Eugene Steuerle, and is an author of *Working in Foundations: Career Patterns of Women and Men*, with Teresa Odendahl and Arlene Kaplan Daniels. Boris is actively involved as an advisor and board member for a variety of organizations in the nonprofit sector. In 2006 she received the Distinguished Achievement and Leadership Award from the Association for Research on Nonprofits and Voluntary Action. She was named a member of *NPT Power & Influence Top 50* nonprofit leaders nine times.



Emily Tow Jackson

Executive Director and President

The Tow Foundation

Emily Tow Jackson has been involved in philanthropy since joining the Board of Trustees of her family foundation, The Tow Foundation, in 1988. She has been The Foundation's Executive Director since 1994.

Jackson served on the Board of Directors of Philanthropy New York from 1997 to 2004 where she was chair from 2002 to 2004. She is the recipient of the Filer Award for Creative Leadership in Philanthropy from the Connecticut Council for Philanthropy, where she currently serves on the Board of Directors. She is also a Trustee of Barnard College of Columbia University and New York Public Radio.

Jackson regularly speaks about The Tow Foundation's work, its commitment to advocacy and collective impact as keys to achieving social change, and the value of family philanthropy. The Tow Foundation received the Critical Impact Award from the Council on Foundations for its Juvenile Justice Initiative. Jackson was appointed by Governor Andrew Cuomo to serve on the New York State Commission for Youth, Public Safety and Justice and the New York State Juvenile Justice Advisory Group.

The Tow Foundation, established in 1988 by Leonard and Claire Tow, funds projects and collaborative ventures in fields where there are opportunities for breakthroughs, reform and benefits for underserved populations. Investments focus on the support of innovative programs in the areas of justice reform, groundbreaking medical research, cultural institutions, and higher education. For more information, visit www.towfoundation.org.



Michael McAfee

Vice President for Programs

PolicyLink

Michael McAfee, Vice President for Programs, began his service at PolicyLink in 2011. Under his leadership, PolicyLink has emerged as a national leader in building cradle-to-career systems that are ensuring that all children and youth in America have a pathway into the middle class. Central to this equitable systems-change are communities of opportunity, where all children can grow up with access to great schools and strong systems of family and community supports that prepare them to attain an excellent education and successfully transition to college and/or a career. As a result of his partnership with leaders across America, more than \$700 million has been invested in our nation's most distressed communities; and nearly 300,000 children are being positively impacted. Congress recently recognized the leaders' ability to get results by making Promise Neighborhoods a permanent federal program through the authorization of the Every Student Succeeds Act in 2015.

As Vice President for Programs, McAfee joins the Executive Team and Program Teams in strategic planning, policy development, policy campaign strategy, and programmatic design and implementation at the local, state, and national levels. Prior to joining PolicyLink, McAfee served as Senior Community Planning and Development Representative in the Chicago Regional Office of The U.S. Department of Housing and Urban Development (HUD). His partnership with the White House and HUD's Center for Faith-Based and Neighborhood Partnerships has resulted in nonprofit organizations accessing more than \$1 billion in federal resources. While serving as Director of Community Leadership for The Greater Kansas City Community Foundation and Affiliated Trusts, he was instrumental in helping build the organization's capacity to raise \$121 million from individual donors.

McAfee is an Annie E. Casey Foundation Children and Family Fellow, Aspen Institute Ideas Scholar, and Leap of Reason Ambassador. He served in the United States Army and completed Harvard University's Executive Program in Public Management. He earned his Doctor of Education in Human and Organizational Learning from The George Washington University.

FEATURED ARTIST



Ruby Annette Evans *Gospel Performing Artist*

One of New Jersey's most acknowledged gospel music performers, Evans has set trends with her bold style of performing that has brought vibrant life to stages across the country. Born and raised in Newark, New Jersey, Evans attended the Oklahoma City University School of Music and the Essex County College Business School. She began performing at an early age at church, singing in the choirs and acting in short plays.

Today, Evans is a licensed ordained minister and sought-after gospel artist as a soloist and member of the performance ensemble Provenance Music Group and Just Sopranos. She formed her production company, Monday Night At Church Productions, through which she has written, produced, and directed her work as well as other writers throughout the metropolitan area. Monday Night At Church Productions has already produced two of her plays: *SILVER: A Gospel Musical Experience* and *Anybody Can Have It, Have What... Salvation*. Plans are also in the works for three new productions... *And It Came To Pass*, *Sound the Alarm* and *Hey Girl, What's Your Issue*. Whether performing as a solo artist or with one of her groups in the United States or abroad, Evans' standard remains undying: "To God Be The Glory."

Resource Marketplace



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The Center for Non-Profits is New Jersey's only statewide umbrella organization for the charitable community. For more than 30 years, the Center has been the champion and first-stop resource for and about New Jersey's non-profits. Through advocacy and public policy, education, workshops and webinars, expert guidance, conferences, strategic convenings, and cost-saving member services, the Center gives non-profits the knowledge and tools to pursue their missions more effectively, strengthening non-profits as individual organizations and as a community.

www.njnonprofits.org

LUNCHEON CONVERSATION STARTERS

As we continue to explore how grantmakers and nonprofits can strengthen communities, we ask that you consider:

- In this time of changing expectations, how is your foundation or nonprofit adjusting to how government is changing the way it does business? Does your organization consider how you are making an impact beyond providing funds or beyond your immediate mission? Is your organization involved in systems reform?
- Do you see a correlation between the issues of tax reform, the role of government and the growing inequity? Do these issues pertain to your organization and, if so, how?
- How is your foundation or nonprofit using data and evidenced-based outcomes to address or make the case for changing protocols given the changing public contract? How can your organization be smarter in using the information that is available?
- What role is technology and social media playing in changing expectations within your organization? With your grantees or clients/customers?
- What roles do Millennials and Generation Z play in your organization? What expectations are changing because of their involvement?
- Is your organization's board of directors considering this changing environment when thinking about your mission? Who your partners are? How you structure your work?
- Are we ready for the next economic slowdown? What can we do to help the social sector be prepared for this potential disaster, and what do we tell our partners in government?
- What could or should your foundation or nonprofit be doing to respond to changing expectations? Do you have a success story to illustrate how your organization has helped to relieve the burden of government?

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Notes

Coming October 19, 2016



For private foundations and endowed nonprofits

Details available in August at

WWW.CNJG.ORG/EVENTS/INVESTMENTFORUM

About CNJG

The Council of New Jersey Grantmakers is the center for philanthropy in New Jersey, serving the leading independent, corporate, family and community foundations as well as public grantmakers of our state. We support our members by strengthening their capacity to address New Jersey's and society's most difficult problems. We also access the resources of the philanthropic community — funding, expertise, leverage — to provide leadership on statewide issues. Our mission is to strengthen and promote effective philanthropy throughout New Jersey.

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