

Conversation strengtheners for leaders within the not-for-profit (NFP) community

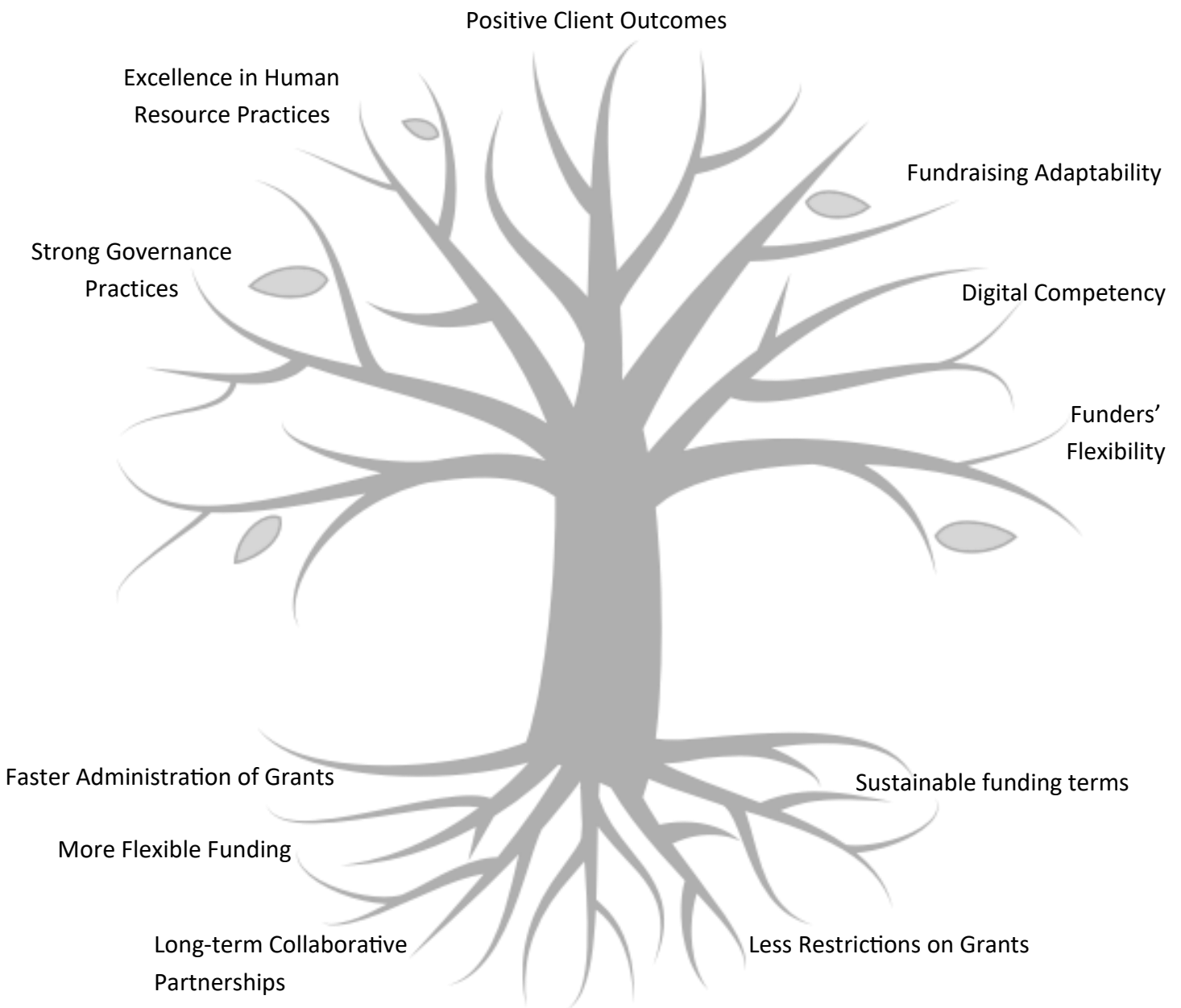
The purpose of this document is to provide community leaders with key statements that will support conversations within the Not-For-Profit (NFP) community related to funding needs and shifting towards a culture of trust. These statements will provide leaders with the language to unapologetically ask for core funding and articulate the value of NFPs within the Funding Community.

- Funders need to trust that NFPs are spending their money responsibly and loosen controls. This is about relationships and values. NFPs exist because of what we value as a society.
- Responsible NFPs benefit from good governance. Good governance requires an investment.
- Resilient NFPs must be digitally literate and flexible. Flexibility and resiliency require fewer controls.
- Trust is about shared values. Building trust requires cultivating relationships. This requires investment.
- Alignment of shared community values is achievable only through mutual investment (of funding and of trust).
- Changing funders' expectations, will require a coordinated, sector-wide effort. Communities need NFPs. Governments rely on NFPs to solve social problems and support social concerns.
- We can no longer judge the worth of a NFP by how much or how little they spend on overhead. We must move to ensure that essential organizational elements are adequately supported so organizations can build strong roots and withstand future storms.
- It is good civic engagement for us to understand where NFPs are using funding. However, Funders must balance this vigilance of organizational spending and reporting with an appreciation of the NFP's innovation and drive to contribute to communities with such limited resources.

Growing a relationship of trust

The benefits of funding administration costs in not-for-profits

Strong roots lead to branches that can weather any storm



Trusting relationships grow strong roots