Day One: Friday, September 30, 2016

8:00 AM - 6:30 PM  Registration

8:30 AM - 11:30 AM  Special Session: Community Foundations

10:00 AM - 11:30 AM  Giving Circles 101

The focus of this session will be to discuss the different phases of Giving Circle formation as well as review the different cycles and types of grant making. In addition to presenting an overview of the history of philanthropy, this session will provide a broader context of how collective giving fits into the landscape of strategic philanthropy. This workshop will offer attendees different strategies and tools and working with a host organization, and explore various options of financial management and Giving Circle organization.

Important Note: designed for newly established giving circles

Advanced Giving Circles

Leveraging the 3Ts (Time, Talent, and Treasure): The Ripple Effect of Collective Giving

We share the lessons learned from over 11 years of following the NGAAP Giving 360° formula of philanthropy. We will discuss how learning and using a strategic giving model of time, talent, and treasure has impacted our community, our circle, and members individually. Internalizing this philosophy of giving has caused a ripple effect throughout our circle influencing and impacting our families, careers, businesses, and individual philanthropy. We will also examine:

⇒ Are You Leaving Money on the Table? – Maximizing Matching Gifts: Developing a Successful Matching Gift Program

⇒ Social Entrepreneurship – Doing Good and Doing Well

Important Note: designed for Advanced Giving Circles

12:00 PM - 3:00 PM  Atlanta Community Learning Tour (Off-site Activity)

1:30 PM - 3:00 PM  Special Presentation on Focused Community Strategies by Dr. Robert Lupton

Bob Lupton has invested over 40 years of his life in inner-city Atlanta. In response to a call that he first felt while serving in Vietnam, he left a budding business career to work with delinquent urban youth. Bob is a Christian community developer, an entrepreneur who brings together communities of resource with communities of need. Through FCS Urban Ministries – a non-profit organization which he founded – he has developed two mixed income subdivisions, organized a multi-racial congregation, started a number of businesses, created housing for hundreds of families and initiated a wide range of human services in his community. He is the author of several books including the widely read, Toxic Charity, Theirs is the Kingdom, Renewing the City, and the widely circulated “Urban Perspectives.”
3:00 PM - 3:30 PM  Afternoon Break
3:30 PM - 4:30 PM  CIN Annual Membership Meeting

The CIN annual meeting provides our members, supporters and friends with an update on the organization’s current vision, activities and overall health.

4:30 PM - 6:30 PM  Extended Break

6:30 PM - 9:00 PM  Atlanta Hometown Social (Off-site Special Event)
**We Have the Power, But Where’s the Purse? Funding Social Change in the South**

What’s the truth when it comes to support for combating inequity in the South? Why does funding for social change consistently fall short of what’s needed by the people on the ground fighting for it? And what can giving circles and new philanthropists do about this? This plenary will explore how to respond to the latest findings from the Southern Progress Grantmaking project, an initiative from the National Committee for Responsive Philanthropy and Grantmakers for Southern Progress designed to increase the amount and sustainability of funding from Southern and national funders to the South for strategies that 1) improve the quality of life and increase the power of Southern marginalized communities and 2) are accountable to and informed by those communities. The panel will feature representatives from a national foundation, Southern giving circle, and grassroots nonprofit intimately involved with the project. Bring your questions and your ideas!

**Gender Norms Reconnecting Racial, Economic & Gender Justice Funding**

Decades of research has found that when young people internalized rigid gender norms, they have markedly lower life outcomes. Young Black men and women in particular face special barriers related to both race and gender, which can have immense effects on health, education, and economic security -- especially for low-income youth, who have the added challenges associated with poverty. Yet US social justice funding tends to address race and class while overlooking or ignoring. Reconnecting racial, economic, and gender justice has long been the standard for best practice among major international donor institutions such as CARE, USAID, UNFPA, WHO, and the World Bank. Now a growing core of leading US funders like the Ford Foundation, California Endowment, and Heinz Endowments have begun moving forward key investments that address gender norms. Join this open, engaging discussion about intersectional approaches that improve life and philanthropic outcomes by teaching young people to think critically about gender norms. Examples will draw on work with HBCUs for the Office on Women’s Health, a new paper with ABFE, and model curriculum and accompanying trauma guide developed for the Endowments. Participants will leave with concrete suggestions on integrating gender norms into their own practice. Leave behinds will be provided.

**Presenter:**

Riki Wilchins  
Executive Director  
TrueChild
Philanthropy in the Digital Age: Using Data to Understand and Optimize Performance

Technology is changing the practice of giving, rising to meet a new generation of philanthropists in their natural habitat: online. From newsfeed ads and “Donate” functions on Facebook, to hashtagging causes on Twitter, to board matchmaking services such as Boardnet, the importance of digital media to building awareness, engagement and acquisition of charitable prospects is at an unprecedented high, and growing. This workshop will explore the role that digital media play in modern day philanthropy, and the opportunity that charitable organizations, funders, and research institutions have to leverage digital metrics. We will discuss specific best practices used by digitally sophisticated organizations as well as methods for measuring impacts and effectively using information to differentiate and optimize approaches. Finally, we will discuss the far-reaching benefits of digitally robust approaches and the role of data in helping stakeholders achieve their missions. Non-profits with good data save time and money by executing efficient outreach programs; they are also better-positioned to improve fundraising by showing data-supported impacts. Funders equipped with digital metrics are better-positioned to gain transparency around program performance. And researchers with an understanding of digital analytics gain exposure to standardized Key Performance Indicators (KPIs) that allow for apples-to-apples measurement.

Presenter:
Kimberly Webb Palacios
Executive Director
The Give Black Foundation

Increasing Philanthropic Performance Through Business Model Innovation and Teamwork

Does your charitable organization work well as a team? Could your charitable work benefit from adopting a more entrepreneurial mindset? Indeed, two of the most important competencies in today’s competitive and rapidly changing philanthropic sector are teamwork and innovation. Leveraging best practices from business strategy and entrepreneurship, this workshop will guide participants through the process of designing a 1-page business model for their respective philanthropic organization (giving circle, non-profit, foundation, etc) or initiative (service project, grant submission, request for proposal, etc). The process of designing a business model encourages effective conflict resolution, critical thinking, shared understanding and creativity. Utilizing an interactive, team-based format, participants will be equipped with the tools and terminology necessary to encourage innovation and productive teamwork in their home institutions.

Presenter:
Anthony Hood
Assistant Professor
Collat School of Business at UAB
Repurposing the Turn-up: How We Reclaim Philanthropy Through Gathering, Giving and Caring

African-Americans have been generating resources for the benefit of their communities since the late 1800s. Through social gatherings, focused on one or several people in need our communities (historically and to this day) band together to show our support in an uplifting, spirited way. From the days of Social Societies raising funds for a neighborhood child to attend college—HBCUs in particular—to the days of rent parties, a “party-with-a-purpose” has been an effective way for communities to selflessly come together in solidarity. This session will explore how impactful social gatherings have been and still are. With the technology we now have to communicate with people instantaneously, social gatherings attached to a cause can become a strategic format to cultivate: funds, donors, and partners of Giving Circles. These gatherings not only allow us to continue what is rooted in our communities, but can also give us the resources to put our boots on the ground in areas of need within our communities. This session is intended for members of Giving Circles.

Presenters:

Amber Mitchell  
Founding Member  
Sisterhood of Philanthropists  
Impacting Needs

Tanaka Shipp  
Post Secondary Specialist - Youth Services  
Goodwill Industries of Colorado

Smashing Silos: Funding Leadership and Advocacy for Real Community Change

Many foundations focus on a few issues or a few strategies, but giving circles have the flexibility to go beyond these silos to fund strategies that lead to real change. Smashing silos isn’t easy, but it’s important to building sustainable leadership and an empowered infrastructure in Black communities. In this interactive session, we will explore our own leadership journeys and what structures have allowed us to bring all of our talents, skills, and vision to the table. This workshop will include activities that explore how to create those opportunities for others through giving practices. Specific scenarios will show how supporting multi-issue advocacy and leadership development in particular can bolster Black communities. All attendees are welcome to the session, especially those responsible for strategy development and grant distribution in their giving circles.

Presenter:

Jeanné Isler  
Field Director  
National Committee for Responsive Philanthropy
Saturday, October 1, 2016 cont.

1:30 PM - 2:00 PM  Transition Break
2:00 PM - 3:30 PM  Midday Concurrent Sessions

R.E.A.L. Giving

Nationally, giving circles are the rave. In most major cities you will find groups of like-minded individuals who come together around common goals to invest in local communities. These circles give at different levels and toward different causes but their intent is the same – to maximize the impact of giving. Some giving circles have been in existence for several years and are ready to go to the next level; others are just starting out. There are also individuals that have been giving on their own who are interested in learning how to align their giving with friends who give to similar causes. The R.E.A.L. Giving session will provide opportunities giving circle members and philanthropic individual to create mini-strategic plans for their 2017 giving. All attendees will walk out with a way to elevate their giving next year!

Presenters:

Kelli King-Jackson  
Principal  
Blackwood Advisors

Necole S. Irvin  
Principal  
Blackwood Advisors

Weaving Philanthropy with Community Values and Leadership

This session will explore diverse communities centered and led philanthropy. We will highlight resource strategies from giving circles, online donor platforms and philanthropic community partnerships from communities of color. We will share community infused equity efforts for investments. This session is best suited for philanthropic partners, foundation executives, and CIN members.

Presenters:

Carly Hare  
Coalition Catalyst  
CHANGE Philanthropy

Alexandra Aquino-Fike  
Vice President of Development  
Hispanics in Philanthropy

Alex Wong  
Community Philanthropy Manager  
AAPIP
Colors of Philanthropy: 4 Communication Truths

Linsey Mills, Financial Advisor and Philanthropic Consultant, will discuss how to effectively speak the language of philanthropy that your members and donors understand based on their personality types. Linsey shares strategies to manage and effectively operate a collective pool of charitable dollars and add value to your organization by expanding your knowledge of charitable giving and philanthropy. Join Linsey to learn how to use influence language by asking questions and listening for clues that identify the charitable-giving interests and philanthropic goals of your donors. Which of your members or donors are a Blue, Green, Red, or Yellow? You will get to the root of best communication styles to use, learn truths about your members and donors communication preferences, and be better prepared to move your boots collectively and strategically. This workshop is open to all, and is especially beneficial to those seeking effective communication within their organizations.

Presenter:

Linsey Mills
NEXT Generation of African American Philanthropists

Encouraging Sustainability and Social Responsibility in Black-owned Businesses

Corporate Social Responsibility and Civic Engagement is not just for major corporations and large organizations. Are you an Entrepreneur or Small Business Owner of Color? Well, the ideas behind encouraging sustainability and social responsibility in business are a noble endeavor to help you create optimal circumstances for people to live and work in the community where your business is located. The reality is that every company, whether it is a micro-business or a large multinational corporation, can take steps to create sustainable, socially responsible environments that contribute to positive workplaces, communities, and futures.

While charitable organizations and non-profits are critical to addressing the ills found in many communities of color, there must be a partnership between these organizations and black-owned businesses. Research suggests that communities’ generational economic empowerment is linked to entrepreneurial success. Therefore, if we are serious about improving our communities, improving our schools, providing jobs (black businesses are the 2nd highest employer of African Americans after the government), we must advance and strengthen black owned businesses – and black owned businesses must increase their efforts in partnering with philanthropic groups.

Presenter:

Dr. Dionne Mahaffey
Founding Trustee
Awesome Foundation for the Arts and Sciences - Atlanta Chapter
Billboards and Bulletins: Being Recognized for Your Charitable Gifts

So often in communities of color, giving is something we do innately and not something we do for recognition. As giving circles, we often overlook the importance of having our charitable gifts publicly recognized by the organizations to which we donate. In order to help dispel the myth that people of color are consumers only and not suppliers of donors, it is important that we are properly recognized. This recognition can take several forms including giving circle members being asked to serve on grantee’s board of directors, giving circle information being included on the grantee’s website, annual report, recognized in social media, profiled in grantee’s newsletters and more. This session will benefit nonprofits seeking to better recognize their donors and it will benefit giving circles and donors. This session is open to all and is geared toward the under-appreciated and under-valued donor and giving circle.

Presenter:

Katrina Watson
Director of Development & Communications
Oasis Counseling for Women and Children

Personal Philanthropy in The Civic Engagement Continuum

This session explores the various forms of philanthropy and how it can be leveraged to build a legacy of leadership, empathy, and impact. Open to all attendees with a special emphasis on Generation X and Millennial philanthropists.

Presenter:

Tray Tendaji
Director, Social Innovation
Think for Good
Day Three: Sunday, October 2, 2016

6:30 AM - 7:30 AM    Health and Wellness Activity
8:00 AM - 12:00 PM   Registration
8:30 AM - 9:30 AM    Breakfast
9:30 AM - 11:00 AM   Closing Plenary

Rooted in the Experience of Collective Giving:

Past, Present and Future of Philanthropy for Communities of Color

History has proven that the greatest impact for community change in communities of color is through various forms of collective giving. We will explore the movements that motivated our ancestors; as a people of color to act philanthropically to develop systems and institutions to elevate out of depressed conditions to create hope for our communities. We will reflect upon the personality, models and patterns of collective giving today to find if we are better off than the time of our ancestors through collective giving. Could giving circles do more to play a leadership role in today’s society to uplift and advance the future of communities of color in social, economic and political arenas like our ancestors?

Has the motivation and practice for collective giving been watered down through the years? Has collective giving today been impactful in movement-building and systemic change? Do we have the tools, information, and resources available to be even more innovative and powerful to address the current needs of our communities?