



Lifting All Boats:
Leadership, Capacity, Impact.

Council of New Jersey Grantmakers'
2015 Conference for New Jersey's Social Sector

Welcome

Irene Cooper-Basch, Ph.D.

Executive Officer, Victoria Foundation

Board Chair, Council of New Jersey Grantmakers

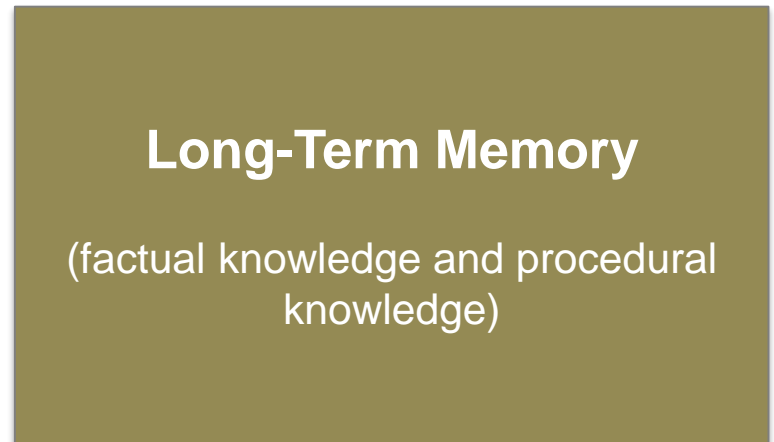
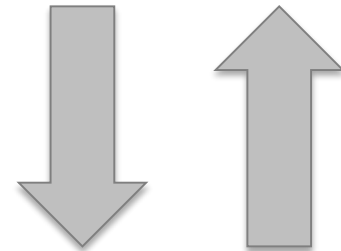
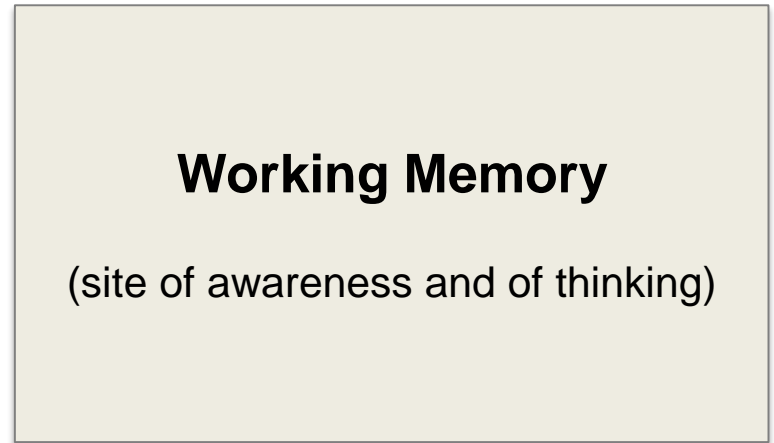
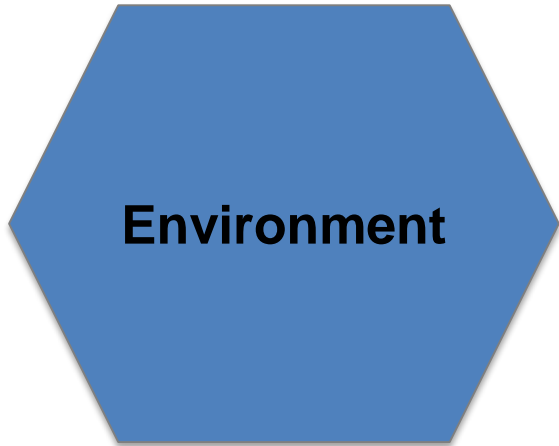
Nina Stack,

President, Council of New Jersey Grantmakers

Measuring What Matters

David Grant

Author, *The Social Profit Handbook*



What's in your

“file drawer”

on assessment?



Sarah Heath

AMERICAN GEOGRAPHY TEST
Miss Hudson, Grade Five
Iditorod Elementary School
November 10, 1974

45/100

Please
see me!

- 1. On which continent do you live?
 - A. United States
 - B. Canada
 - C. North America
 - D. South America

- 2. Which country is closest to Alaska
 - A. Canada
 - B. Soviet Union
 - C. United States
 - D. California

X By which water route did Europeans immigrate to the United States?

Back Question!! We were born here!!!

- 4. The images below remind many people of America. Identify each image and think about what it says about our country.



This is the house where Ronald Reagan lives in California. Ronald Reagan is a great American who loves our American way of life in America.



This is the American United States flag. It is Red, White and Blue. And these colors don't run!!!



This is an Eagle. One time an Eagle ate a salmon I just caught, so I shot it.

-5

What does it look like to
*measure what
matters?*



Pieces of the Puzzle

- **Formative Assessment**
- **Qualitative Assessment**
- **Unapologetically Local Assessment**
- **Mission Time !**

financial **social** profit.

**But you
can't
measure
that!**




Yes, we can!

Measuring What Matters

David Grant

Author, *The Social Profit Handbook*

Lean In To Advocacy

Laurel O'Sullivan
Principal & Founder,
Advocacy Collaborative, LLC
 @npoadvocacy



Tribune photo by Heather Storr

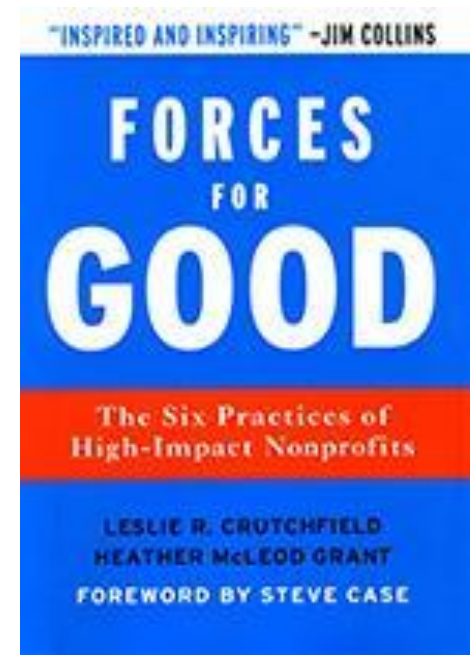
Laurel O'Sullivan's group, the National Resources Defense Council, filed a lawsuit against the EPA

Beach closings spur EPA lawsuit

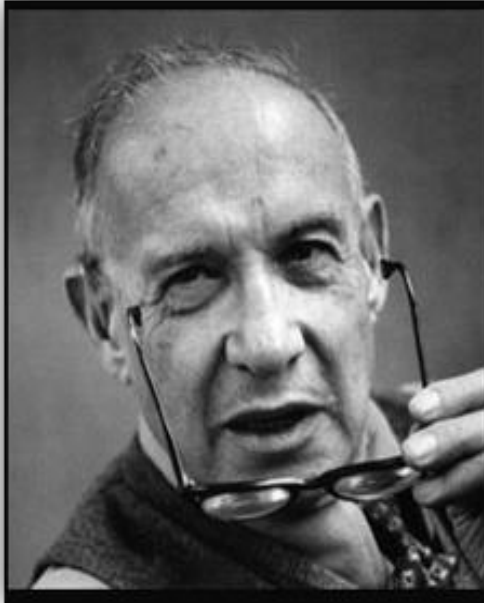


AdvocacyCollaborative.com

Creating Resourceful Champions of Change







Management is doing things right; leadership is
doing the right things.

(Peter Drucker)



AdvocacyForward Levels

AdvocacyForward: AdvocacyForward leaders embrace advocacy as a value and commit to achieving certain developmental outcomes over time.



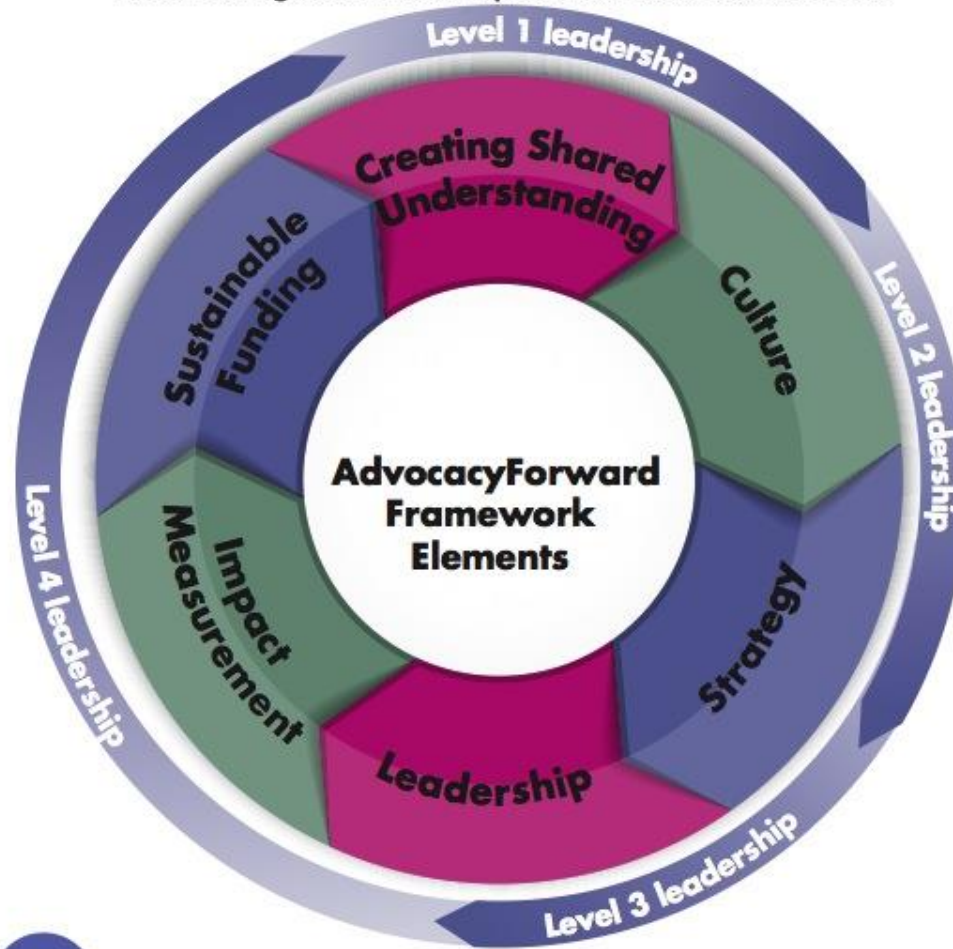
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Building Better Nonprofits Through Advocacy

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AdvocacyForward organizations embrace advocacy and commit to achieving certain developmental outcomes over time.




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Lean In To Advocacy

Laurel O'Sullivan
Principal & Founder,
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 @npoadvocacy

Coalitions Drive Impact

Kevin Dow

Senior Vice President of Impact & Innovation,
United Way of Greater Philadelphia & Southern
New Jersey



@PhillySJUnited

Collective Impact: A Strategy for Greater Outcomes

Chekemma J. Fulmore-Townsend

President and CEO,

Philadelphia Youth Network

 @chekemma

Big Challenges.

Big Opportunities.

Big Impact.



@pyninc
@ProJUTurn
@chekemma

Chekemma Fulmore-Townsend
President and CEO
Philadelphia Youth Network



Big Opportunity: Collective Impact

Could this change everything?



Common
Agenda

Shared
Measurement

Mutually
Reinforcing
Activities

Continuous
Communication

Backbone
Organization

Big Opportunity: Collective Impact in Action

Vision: All of Philadelphia's young people take their rightful places as full and contributing members of a world-class workforce for the region.

Mission: To equip young people for academic achievement, economic opportunity and personal success.



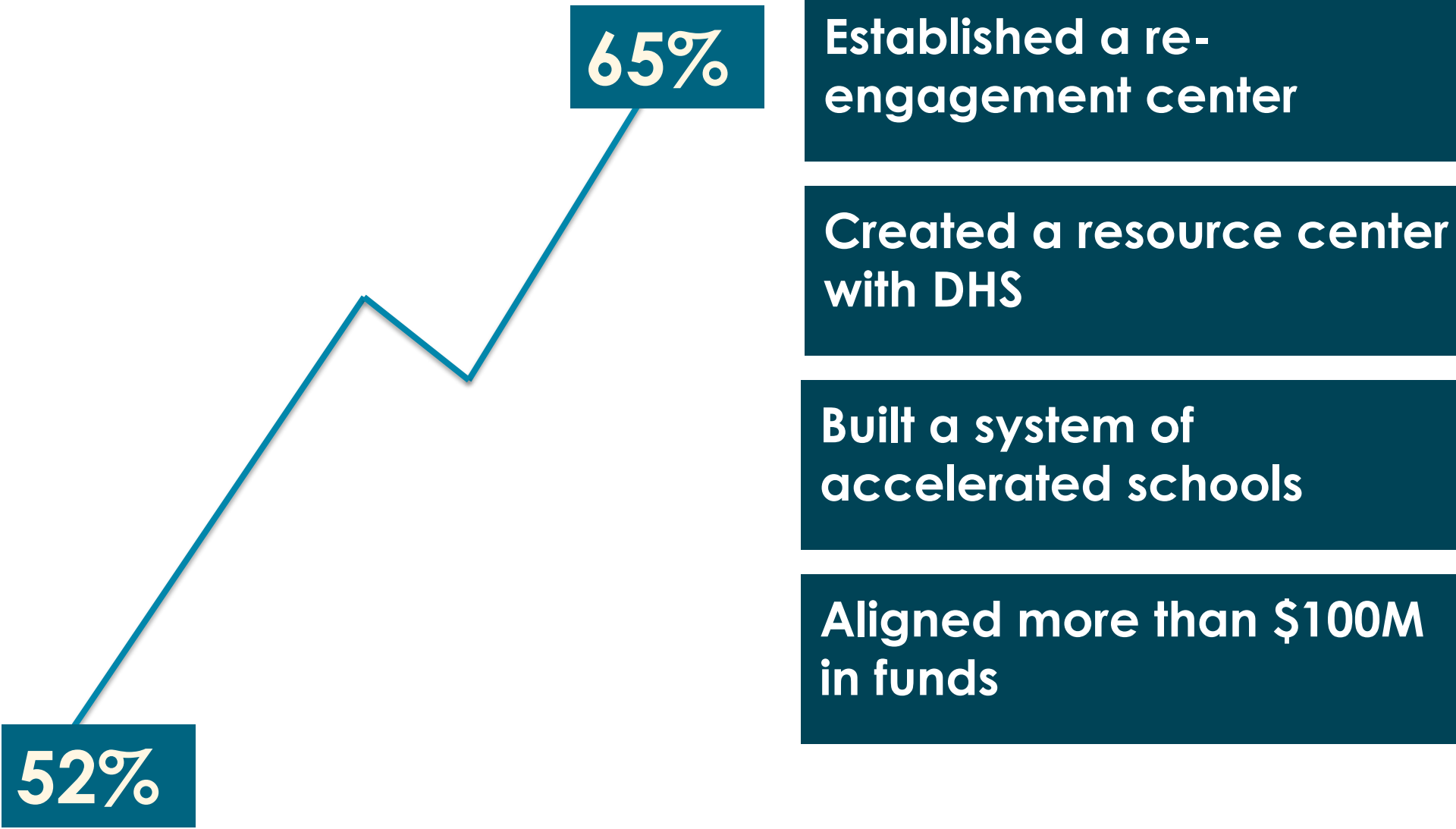
Big Opportunity: Collective Impact

Setting the Table



Big Impact:

Where have we seen success? Project U-Turn



Established a re-engagement center

Created a resource center with DHS

Built a system of accelerated schools

Aligned more than \$100M in funds

65%

52%

Big Impact:

Where have we seen success? WorkReady Philadelphia



90,000+
youth
experiences



\$203,000,000+
Invested in the system
through public and
private sources

**Developed Key
Connections**

**Capitalized on Diverse
Funding Portfolio**

**Promoted Summer Education
through Project-based
Learning**

**Utilized Technology to
Enhance the System**

Big Impact:

Progress Made

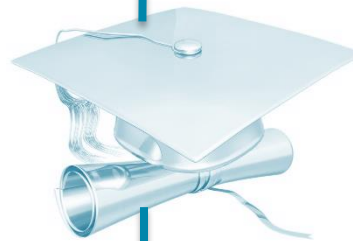
\$230M

Leveraged



Estimated Savings of \$30k per youth

13 percentage point increase in High School Graduation



6 percentage point increase in College Completion

Over 95,000 youth served



More than 5,000 adults trained Grad Coaches

Big Impact:

Game changing strategies driving success in Philadelphia

- Lead with Bold Vision
- Build intentional and inclusive
- Build trust
- Create a consensus
- Collect, analyze and evaluate data
- Manage up
- Distribute power and credit
- Be accountable

Big Challenge to New Jersey:

A Rising Tide Lifts All Boats

- Keep youth-voice at the center
- #EpicFail – fail forward, learn and adapt
- Invite new partners to the table
- Remember to celebrate success

Mutual Learning:

Questions and Answers



@pyninc
@ProJUTurn
@chekemma



Collective Impact: A Strategy for Greater Outcomes

Chekemma J. Fulmore-Townsend

President and CEO,

Philadelphia Youth Network

 @chekemma

Capacity Building 3.0

Chris Cardona

Program Officer for Philanthropy,

Ford Foundation



@chriscardona

tcc group



FORD FOUNDATION

Capacity Building 3.0

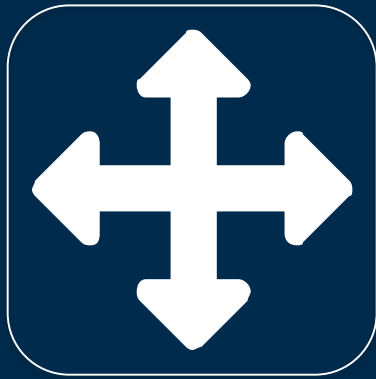
Chris Cardona / May 19, 2015

THE PROBLEM

Multi-sector collaboration is increasingly a given in the social sector.



THE PROBLEM



This is new work, and therefore requires new capacity.

A photograph of a natural rock archway, likely in a desert or mountainous region. The arch is made of layered, reddish-brown rock. The sky is a clear, pale blue, and the landscape below is a vast, hazy mountain range with many ridges and valleys. The lighting suggests it's either early morning or late afternoon, with a warm glow on the rock's surface.

But our
models of
capacity building
are too focused
on a **one-way**
relationship



where funders
provide support
for nonprofits to
build their own
organizational
capacity.

THE PROBLEM

But where's
the attention
to relational
capacity



THE PROBLEM

and to the
capacity that
funders and others
need to be good
collaborators



THE PROBLEM



The
conversation
on capacity
building is
evolving...

CAPACITY BUILDING 1.0

Who:



Individuals



CAPACITY BUILDING 1.0

Who:



Individuals

What:



Skills and Knowledge



CAPACITY BUILDING 1.0

Who:



Individuals

What:



Skills and Knowledge

How:

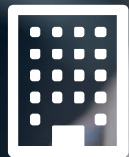


Trainings,
Workshops,
Seminars



CAPACITY BUILDING 2.0

Who:



Organizations

CAPACITY BUILDING 2.0

Who:



Organizations

What:



Interrelated Functions

CAPACITY BUILDING 2.0

Who:



Organizations

What:



Interrelated Functions

How:



Catch-all Capacity
Building Initiatives

CAPACITY BUILDING 3.0

Who:



Ecosystems

CAPACITY BUILDING 3.0

Who:



Ecosystems

What:



Relational Capacity

CAPACITY BUILDING 3.0

Who:



Ecosystems

What:



Relational Capacity

How:



Targeted
Capacity
Building

THE OPPORTUNITY

A 3D rendered network of interconnected nodes and lines. The nodes are spherical, metallic-looking objects with a blueish tint, connected by thin, metallic rods. The background is a light blue, slightly textured surface with soft shadows and highlights, suggesting a clean, modern environment. The overall aesthetic is futuristic and technological.

**By embracing the
reality of a more
collaborative world...**



....and a more holistic view of the


Who

What

&

How

of capacity building...



**...we can increase our
ability to achieve
lasting impact.**

Capacity Building 3.0

Chris Cardona

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