

2023 Annual Highlights Report

The Council of New Jersey Grantmakers' 2023 – 2025 Strategic Plan envisions a healthy, thriving, and civically engaged New Jersey where people of all places, racial identities, socio-economic backgrounds, abilities, and identity expressions are valued for their gifts and talents, and we all can reach our full potential and participate generously in the common good. To assist grantmakers in their work, CNJG programs and services provide members with valuable resources, networking opportunities, educational programs, collaborative opportunities, and links to a national network of organized philanthropy.

Our mission is very clear: CNJG supports and elevates New Jersey's philanthropic community through shared learning, collaborative and trusting relationships, network building, and leadership. Throughout the year, CNJG programs bring together all types and sizes of grantmakers with leaders from government, business, academia, and New Jersey's nonprofit community. In addition to our Signature events, we provided over 70 programs, including funder briefings, affinity group meetings, partner programs, and skill-building webinars.

SIGNATURE EVENTS

The **2023 Spring Conference for the Social Sector: Doing Good Better** on May 23, welcomed over 200 philanthropic and nonprofits executives, staff, and board members for a full day of learning and networking.

The opening plenary session, **How Philanthropy Can Do Good Better**, heard from an incredible panel of New Jersey foundation leaders who are both elevating and implementing trust-based philanthropy, participatory grantmaking, and Doing Good Better concepts and strategies throughout their organization's grantmaking, operations and programs. Moderated by CNJG President and CEO Theresa Jacks, panelists Tanuja Dehne, President and CEO, Geraldine R. Dodge Foundation, Craig Drinkard, Executive Officer, Victoria Foundation, Jeremy Grunin, President and CEO, Grunin



Foundation, and Samantha Plotino, Executive Director, The Provident Bank Foundation, shared how their organizations have changed their funding practices to align with trust-based philanthropy and Doing Good Better ideals leading to more equitable and impactful grantmaking.

The luncheon keynote, **Trust Based Philanthropy: The Collective Work of Funders and Nonprofits in Advancing Culture Change**, featuring Shaady Salehi, Executive Director, Trust-Based Philanthropy Project, outlined the underlying values of a trust-based approach, and how this practice advances equity and builds community. Salehi was masterful at both introducing trust-based philanthropy to audience members new to these concepts, while also deepening and expanding an understanding of trust-based philanthropy for those already familiar with the ideas.

A full range of morning and afternoon concurrent sessions offered practical steps to address a specific area or challenge within the Doing Good Better tent. Among them, **Developing Trust Through**

Finances, led by panelists Lovepreet Buttar, Mercaden Group, Richard A. Ribeiro, Turrell Fund, and Elizabeth Wagner, Bryn Mawr Trust, helped attendees understand the scope and depth of information included in 990s, and 990-PF's. **Participatory Grantmaking in Action: Lessons Learned** explored the New Jersey Birth Equity Funders Alliance's efforts to create community advisory committee that would steward community funds. Panelists Melissa Litwin, The Henry & Marilyn Taub Foundation, and Cecile Edwards and Kashioka Phillips, New Jersey Birth Equity Funders Alliance, shared lessons learned. Moderated by Doug Schoenberger, New Jersey Center for Nonprofits, **Government Funding and Trust Based Philanthropy** featured panelists Ruche Gadre, New Jersey Economic Development Authority, Eddie LaPorte, Office of Faith-Based Initiatives, Allison Tratner, New Jersey State Council on the Arts, and Charlie Venti, Inventive Strategies. As current and former government executives, panelists discussed how trust-based philanthropy principles can be applied in government grantmaking, challenges they face, and how nonprofits can advocate for change.

The Council thanks our generous sponsors: PSEG – Signature Sponsor; Robert Wood Johnson Foundation and Sixers Youth Foundation – Connector Sponsors; Citi, Grunin Foundation, Panasonic Foundation, and Valley National Bank – Colleague Sponsors; PKF O'Connor Davies, and TriNet – Exhibitor Sponsors; LISC – Greater Newark – Supporting Sponsor; and The Palace – Venue Sponsor.



The **2023 Annual Meeting & Holiday Gathering - Philanthropic Collaboratives: Driving Impact and Opportunity** welcomed over 130 members on December 14 to elect new board members, hear a dynamic plenary discussion, learn together at the pre-meeting workshop, and connect with colleagues.

The workshop, **Tools for Funder Collaboration**, led by John Harper, Chirlie Felix, and Waheera Mardah, from FSG, provided a grounding of the many different types of funder collaboratives including cross-sector partnerships, pooled funds, and learning communities. In addition to providing concrete examples of collaborations, speakers shared common challenges and misconceptions, strategies to upend power dynamics, and various mechanisms to sustain momentum among partners.

The business portion of the Annual Meeting included various reports, the election of new trustees, Jasmyne Beckford, Prudential Foundation, and Paul DiLorenzo, Salem Health and Wellness Foundation, and introduction of both the CNJG policy agenda and New Jersey Principles for Philanthropy. We also said good-bye to René Deida, Prudential Foundation, Atiya Weiss, the Burke Foundation, and CNJG's 2023 Board of Trustees chair, Jeff Vega, as they rotated off the board.

Following the business meeting, the featured comfy-chair plenary chat, **Sustainable, Effective, and Equitable Collaboration – A Conversation that Centers Community**, with speakers, Nidhi Sahni, partner and head of US Advisory Services at Bridgespan, and Lucy Vandenberg, Executive Director, The Schumann Fund for New Jersey, explored what makes a successful collaboration, and how collaborations strengthen the impact of funding initiatives across sectors. Using a local, national, and global lens, the conversation helped funders consider the many nuances of collaboration.



The Council of New Jersey Grantmakers thanks our sponsors for their generous support: Signature Sponsor – Prudential; Collaborating Sponsor – Victoria Foundation; Contributing Sponsors – Robert Wood Johnson Foundation and Devils Youth Foundation; and Supporting Sponsors – Grunin Foundation, Horizon Blue Cross Blue Shield of New Jersey, Princeton Area Community Foundation, and WSFS Bank.

PROGRAMS

Funder Briefings

Throughout the year, CNJG funder briefings provide a forum to exchange knowledge and insights relating to pressing societal issues that affect our communities. We highlight the following funder briefings from 2023:

The presence of lead in New Jersey, whether in drinking water, paint, or soil, is one of many environmental justice issues that disproportionately affect low-income communities and communities of color. Council members heard from speakers Anthony Diaz, Newark Water Coalition, Deandrah Cameron, New Jersey Future, Ruth Ann Norton, Green and Healthy Homes Initiative, Heather Sorge, Lead-Free NJ, and Shereyl Snider, East Trenton Collaborative, during February’s funder briefing, **Lead by Example: Equitably Addressing Toxic Lead Issues**. Panelists discussed how lead affects New Jerseyans and where it comes from, local solutions and success stories, and what funders can do in partnership with local governments to address the issue.

Collaboration was a theme throughout 2023. The **Mental Health First Aid: A Collaborative Partnership** briefing in November, highlighted the efforts of the Morris County Funders Group, a coalition of 10 grantmaking organizations to pool funds in support of mental health. Moderated by Justin Kiczek, F. M. Kirby Foundation, panelists Bernie Moriarty, Hyde & Watson Foundation, Aaron Turner, Community Foundation of New Jersey, and Bob Kley, Mental Health Association of New Jersey, shared how funders came together and pooled \$325,000 to support mental health first aid training for up to 45 Morris County organizations. Supporters of this initiative include the Community Foundation of New Jersey, Geraldine R. Dodge Foundation, The Hyde and Watson Foundation, Somerset Hills Community Health Foundation, Fannie E. Rippel Foundation, Blanche and Irving Laurie Foundation, Six Talents Foundation, F. M. Kirby Foundation, MCJ Amelior Foundation, and the Mimi Washington Starrett Foundation.

Affinity Groups

Supported by CNJG staff and led by CNJG members, **affinity and interest groups** provide a valued forum through which New Jersey grantmakers can connect, exchange information, and learn from experts in a wide range of fields and sectors. Each group focuses on a particular geography, funding area or issue, or specific role or job category. We highlight the following interest and affinity group meetings in 2023:

Bringing together over 30 funders interested in finding ways to partner and collaborate, the Grunin Foundation hosted the **Monmouth & Ocean County Funder** Roundtable Breakfast in May. This was truly a gathering of minds sharing ideas about what funders can do together to create more impact in Ocean and Monmouth communities. Conversations continued throughout 2023, galvanizing around the idea to organize a PEEP – Party to Enhance Equity in Philanthropy – in 2024.

The **South Jersey Funders Consortium** met over lunch in June and October to continue building relationships and learning from one another. This gathering, and this work, to bring South Jersey funders together is supported by a grant to CNJG from the Pascale Sykes Foundation as they were sunseting last year.

Partner Programs

The Council partnered with **United Philanthropy Forum**, and several regional and national philanthropy-serving organizations, and other partners, throughout the year to provide special briefings and knowledge-building programs for CNJG members. We highlight a few:

A long-time partner, the **National Center for Family Philanthropy** offers CNJG members family philanthropy webinars exclusively designed with the family foundation in mind. Topics ranged from January's **Philanthropic Purpose, Motivations, and Values** to **Demystifying Trust-based Practices: Trust in Action** in March, followed by **The Case for Multiple Giving Vehicles** in May, to August's **Fiduciary Responsibilities and Legal Basics in Family Philanthropy**, and **Operationalizing Equity Practices** in September. The Council subscribes to NCFP's deep bench of programs and services on behalf of CNJG's family foundation members.

CNJG was pleased to offer the **Trust-Based Philanthropy Project's** six-part webinar series, **Demystifying Trust-Based Philanthropy Series Sessions**, to Council members. Trust-based philanthropy is a philosophy and approach rooted in values of relationship-building, mutual learning, and systemic equity – with a vision of advancing a healthier and more impactful nonprofit sector. While this approach is generally associated with six core grantmaking practices, the day-to-day work of trust-based philanthropy is nuanced and dynamic. The series explored the most commonly asked questions and the underlying misperceptions that may be roadblocks to understanding and operationalizing trust-based philanthropy. Each session featured perspectives from foundation leaders who have grappled with similar or related questions. Opening the series in April, **Does Trust-Based Mean Unconditional Trust?** helped funders consider the what “trust” entails, followed by **How Do We Approach Risk and Due Diligence in Trust-Based Philanthropy?** offering a strategies and recommendations to embrace risk, and **What Does Racial Equity Have To Do With Trust-Based Philanthropy?** as an appropriate and important wrap-up to the series in August.

MEMBER SERVICES

Foundations of all types and sizes engage in grantmaking efforts with a complexity that calls for ongoing knowledge building, opportunities to collaborate and connect, and input from colleagues. CNJG is the go-to center for information, connection, and leadership among a growing network of grantmakers throughout New Jersey. We welcomed nine new members in 2023: Blue Foundry Charitable Foundation, Bristol-Myers Squibb Foundation, Deloitte, The MacMillan Family Foundation, New Jersey Birth Equity Funders Alliance, Pincus Family Foundation, The Reinvestment Fund, The Tepper Foundation, and WSFS Bank.

To keep members informed, the Council provides several e-newsletters. For 18 years, the monthly **CNJG News** has provided timely information on members, member benefits, job announcements, and more. First launched in 2009, **Family Ties** is specifically for CNJG's family foundation members offering articles, news, and tips for managing the unique needs of family philanthropy. The **Corporate Philanthropy Brief** offers articles, information, news, and resources to help corporate members learn more about an array of CSR topics. CNJG collaborates with a dozen other philanthropy-serving organizations to curate and distribute both Family Ties and the Corporate Philanthropy Brief. Beginning in 2024, United Philanthropy Forum will assume management and curation responsibilities for both Family Ties and the Corporate Philanthropy Brief.

Produced every 3 years, the **2023 New Jersey Foundation Benefits & Salary Summary Report**, presents comprehensive benefits data specific to New Jersey's grantmaking community, alongside information from the Council on Foundations' annual salary survey. The first section, 2023 CNJG Benefits Summary Report, includes a full range of benefits and staffing data, as well as respondents' board and staff demographic information. The second section, 2023 Grantmaker Salary Tables:

National, Mid-Atlantic and New Jersey, provides compensation information for various job positions and grantmaking entities. Developed and compiled exclusively for CNJG members, the report is a highly anticipated and valued benefit of membership.

LEADERSHIP AND POLICY

Council members joined over 250 foundation colleagues from throughout the nation for the annual **Foundations on the Hill** visit from February 27 to March 1. Hosted by United Philanthropy Forum, in partnership with the Council on Foundations and Independent Sector, the gathering brings foundation leaders to Washington DC for meetings with Congress about key issues of importance to foundations and philanthropy. The CNJG delegation included Jeremy Grunin, Grunin Foundation, Calvin Ledford, Jr. and Maria Spina, PSEG, Marianna Schaffer, Geraldine R. Dodge Foundation, Catherine Wilson, United Way of Greater Newark, Lucy Vandenberg, Schumann Fund for New Jersey, and Theresa Jacks, CNJG. Once again, we were pleased to have Linda Czipo, President and CEO of the New Jersey Center for Nonprofits join NJ's delegation. Her voice helps to highlight and strengthen the nonprofit message during our meetings. The overall goal of this annual visit is to communicate to members of Congress the important role philanthropy plays in serving the public good, and to strengthen relationships the Council has developed with our elected officials and their staff over the years. The delegation was pleased to meet directly with Representatives Watson Coleman, Kim, and Payne, and newly elected Congressman Kean. Among the many issues discussed was the universal charitable deduction, and the Nonprofit Seat Act which among other provisions, would create the White House Office on Nonprofit Sector Partnership, and direct the Bureau of Labor Statistics to share economic data on the nonprofit sector.



Doing Good Better is a joint partnership of CNJG and the **New Jersey Center for Nonprofits** to reimagine relationships among funders, nonprofits, and government to create shared power rooted in collaboration, mutual trust, and respect. This systems change initiative seeks to shift grantmaking culture, structure, leadership, and practice to reflect these core principles. Established in 2021, the project has been guided by a small steering committee of nonprofit and philanthropic leaders, including Jorge Cruz, Citizen's Bank, Linda Czipo, New Jersey Center of Nonprofits, Jackie Edwards, Parents Anonymous of NJ, Lois Greco, Community Foundation of South Jersey and Theresa Jacks. To expand our reach and tap into additional expertise and wisdom from nonprofit and philanthropic leaders committed to the Doing Better Good ideals, in 2023, the steering committee welcomed four additional members: Victoria Fernandez, Grunin Foundation, Tyneisha Gibbs, Nonprofit Professionals of Color Collective, Bridget Phifer, Parkside Business & Community in Partnership, and Samantha Plotino, Provident Bank Foundation.



The group drafted four specific goals to focus on in 2024. They include, helping to chart a path for small grassroots organizations and BIPOC-led organizations to have greater access to funding opportunities; encouraging more flexible funding, whether general operating supporting or general project support; advancing the idea of multi-year grants; and elevating the ongoing conversation to reduce the paperwork burden on nonprofit partners, such as simplified reporting and right sizing applications. The goals were presented to an advisory group of nonprofit and philanthropic CEOs and

executives in October for their input, insights and recommendations. Each goal includes an overarching statement, steps for how to begin achieving the goal, learning opportunities for funders and nonprofits, strategies and objectives, and projected outcomes. The steering group will reconvene in early 2024 to finalize the goals and continue moving forward this important work.

The **Office of the Newark Philanthropic Liaison** is an innovative collaboration between the city of Newark and CNJG. Now in its 16th year, the Liaison's work continues to build on the many successes of previous years, welcoming national foundations to Newark, and crafting high leverage public-private partnerships. Kevin Callaghan serves as the Newark Philanthropic Liaison. We highlight just some of this work.

Callaghan moderated a discussion with Newark funders, Craig Drinkard, Victoria Foundation, Sarah Keh, Prudential, and Barbara Reisman, Maher Charitable Family Foundation, as part of an afternoon breakout session, **Newark Philanthropic Liaison: An Effective Model for Philanthropy and Local Government Collaboration**, at the United Philanthropy Forum in New York City on July 18. The session provided an overview of the model, lessons learned, and how this public-private partnership can be replicated in other cities or states.

The city's landmark guaranteed income pilot, the **Newark Movement for Economic Equity**, was highlighted as part panel discussion moderated by Kevin and featuring Newark Mayor Baraka Ras at the New Jersey Performing Arts Center's Victoria Theater in October. The event was part of the **Guaranteed Income Works** national tour and included the screening of "It's Basic," a documentary feature film following guaranteed income recipients from pilots across the nation, including Newark. The Newark Movement for Economic Equity is funded through a public-private partnership, and would not be possible without the support of the Geraldine R. Dodge Foundation, Mayors for a Guaranteed Income, the MCJ Amelior Foundation, Prudential Foundation, the Robert Wood Johnson Foundation, the Stadler Family Foundation, and the Victoria Foundation.



The Liaison represents one of the nation's first formal partnerships between a city and the philanthropic community, and has become a national model for public-private alliances.

The non-partisan Liaison position, based in Newark City Hall, serves as a bridge between Newark funders, the 130+ members of the Council and Newark's administration. The Liaison's overall primary goals are to convene, connect, leverage, and raise resources through partnerships between New Jersey's philanthropic community and the Mayor's Office. The project has leveraged over \$70+ million in public-private support for Newark since its inception in 2007.

The Newark Philanthropic Liaison project is funded by specially designated grants to CNJG. Liaison funders actively participate at an added level of engagement as special advisors, serve on affinity and task groups, and organize and host special programs, convenings and briefings. NPL advisors and funders include Bank of America, Geraldine R. Dodge Foundation, Maher Charitable Foundation, The Prudential Foundation, Schumann Fund for New Jersey, Turrell Fund and Victoria Foundation.

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