

50,000 Foot View of Philanthropy

Leading Philanthropy Conference Breakout

September 22, 2022

What is a Philanthropy-Supporting Organization (PSO)?

We are 501c3 organizations that strengthen and grow effective philanthropic practice through education, trainings, convenings, research, technical assistance, and more for organizations and individuals that give away funds.

We are all members of the United Philanthropy Forum (Forum), a national network of more than 90 regional and national PSO's. The mission of the Forum is to "...lead, strengthen, inform, connect and mobilize a national network of organizations that advance philanthropy's impact for the common good."

What we don't do:

Make grants; match our members to nonprofits for funding.

How does a PSO differ from AFP or the NJ Center for Nonprofits/PANO/DANA?

Like these other associations, we are a membership organization, however, our members are philanthropic organizations. Funders do indeed talk to each other to find better ways of doing their work, share resources, refer nonprofits to a different grant opportunity, and, yes, even talk about potential grantees.

Why is it important for fundraisers to know about PSOs?

Although sometimes the philanthropic sector changes and slowly at that, it is not a stagnate field. Newer concepts like Trust-Based Philanthropy (<https://www.trustbasedphilanthropy.org/>), Community Centric Fundraising (<https://communitycentricfundraising.org/>), Full-Cost Funding (<https://nff.org/full-cost>), shifting the power dynamics (<https://nonprofitaf.com/2022/05/subtle-ways-power-dynamics-manifest-between-nonprofits-and-funders/>), impact investing, and more have the potential to flip fundraising orthodoxies and change the way we all work together. There is a growing interest in examining the effects of Diversity, Equity, and Inclusion in grantmaking practices, and most PSOs are helping lead philanthropy in those conversations. We are a conduit for nonprofit's collective voice to philanthropy.

What do PSO's offer nonprofits?

Although most PSOs don't offer a nonprofit membership, there are several intangible benefits to knowing what your individual regional PSO is working on. Although each PSO is different with different strategies, generally, we help funders examine and re-examine their grantmaking processes; introduce concepts like a 'common grant application' or other ways to reduce the burden and barriers for grantseekers; expose funders to Trust-Based Philanthropy principles; guide philanthropy through their own DEI journey; educate funders on advocacy work they can and cannot do; and much more. Keep an eye out for programs that are available for nonprofits:

- SPARX Conference in Philadelphia (October 2022),
- NJ's Spring Conference for the Social Sector (May 23, 2023), or
- Subscribe to Philanthropy Delaware's *Funding Alerts* monthly emails.

Want to make changes in the funder/grantee dynamic? Consider asking your funders if they are a member of their local PSO, so they are connected to other local funders. Funders ask nonprofits to collaborate; it's ok to ask if funders collaborate too!

Your local Philanthropy-Supporting Organizations



www.cnjg.org



www.philanthropydelaware.org



www.philanthropynetwork.org

Find other Regional or National Philanthropy Serving Organizations at:

<https://www.unitedphilforum.org/national-philanthropy-serving-organizations> or

<https://www.unitedphilforum.org/find-your-regional-philanthropy-serving-organization>

Other beneficial organizations (besides AFP chapters, of course!):

Candid (the merged organization of the Foundation Center and Guidestar) www.candid.org

Delaware Association of Nonprofit Agencies (DANA) www.delawarenonprofit.org

New Jersey Center for Nonprofits www.njnonprofits.org

Pennsylvania Association of Nonprofit Organizations (PANO) www.pano.org

Grant Professionals Association

Delmarva Chapter: <https://grantprofessionals.org/page/delmarvachapter>

New Jersey Chapter: <https://grantprofessionals.org/page/newjerseychapter>

SE Pennsylvania Chapter: <https://grantprofessionals.org/page/southeasternpennsylvaniachapter>

Thank you for joining us today!