



Throughout 2010, we focused on helping you go *Beyond Dollars* to achieve **BIG Change**: building true **partnerships**; capitalizing on timing and **momentum**; finding ways to **leverage** dollars and knowledge; and being a strong **voice**. Below are highlights from our year together. We look forward to seeing you in 2011.

*Jamara Copeland*

### Building True Partnerships

*It is better to fund in collaboration than in isolation. Working with our colleagues and across sectors is what makes "BIG change" possible.*



**"A Region United"** - Spurred by Greater Washington 2050's "Region Forward" initiative, Washington Grantmakers (WG) worked with members to better coordinate giving in the region. WG convened CEOs in October to discuss the merits of Region Forward as a framework for such an alignment. At the 2010 Annual Meeting, Manuel Pastor



(right) kicked the conversation into a higher-gear with his presentation entitled: "A Region United: Bridging and Bonding in a Changing America." In December, COG presented WG with the **2010 Regional Partnership Award** (left), noting that WG has "infused its mission, words and actions with a passion for fostering multi-sector relationships and region collaboration."

**Convening Allies—Likely and Unlikely** – The brand-new Working Group on Aging is off to a fast start: The national affinity group Grantmakers in Aging is using WG's work as a model for groups nationwide. In 2010, WGA convened government and nonprofit leaders from around the region for the first time to help focus and align their efforts in anticipation of the demographic wave that will break in the coming decades.



**What Makes a Good Partnership Tick?** – Early in the year, WG partnered with Arabella Advisors to bring together grantmakers, grantees, and local public officials to answer that very question. In the fall, the Annie E. Casey Foundation's Ralph Smith (left) spoke to members about working with the Obama administration, and the implications of huge new federal programs for local grantmakers.

**Reaching Out to Policymakers** – In August, WG co-sponsored the Prince George's County Candidates Forum to help elevate the concerns of the social sector. During the DC Democratic mayoral primary, WG reached out to candidates Fenty and Gray and published their answers to questions about regional planning and nonprofit collaboration. And the WG Board and executive staff are in the midst of a series of planned meetings with government executives from around D.C., Maryland, and Virginia to plant a seed for more fruitful partnerships between government and the philanthropic community.



Prince George's County Executive **Rushern Baker** greets WG staff and board members.

### Seizing the Moment

*Why swim upstream? By building on the work of colleagues and adapting to changing circumstances, WG helps our network maximize its resources.*



**"Smash Hits": a Hit!** - The Washington AIDS Partnership had not planned to mount a major fundraiser this fall...but they shifted gears and put on the most successful event in Smash Hits tennis history. The event raised \$500,000--\$250,000 of which will flow to local HIV/AIDS organizations. As a funding collaborative, the Partnership can capitalize on opportunities that individual funders could not.

**2010 Census** – As an official 2010 Census partner, WG alerted the community to the dangers of a potential Census undercount. WG members made grants to local organizations to improve outreach and awareness.

**Recession Lessons** – Covering Washington Grantmakers' 2010 Giving Report, the *Washington Post* reported in June that the year saw “more collaboration than in the past....as foundations, businesses, nonprofits and governments worked together more closely to try to find solutions and make dollars stretch further.” WG saw the economic downturn as an opportunity to rethink how we work and to challenge the status quo. We convened funders throughout the year to discuss the “new normal” and ways to adapt, and members exchanged best practices at May’s **“Philanthropy and the Economy”** event.

2009 Giving

9.6%

**Healthcare Implementation** – Understanding that passing a bill was just the first of many critical stops on the way to improved health outcomes, WG’s Health Working Group met with agency heads in Maryland and Northern Virginia, and shared with WG colleagues ways for any funder to contribute to the reform effort.

## Leveraging Key Resources

*Our network’s resources are many—and still they are not enough. WG helps local grantmakers put outside tools and expert knowledge to use.*

**Streamlining Philanthropy** - With resources down and unlikely to rebound quickly, WG began 2010 with a focus on grantmaker effectiveness, inviting GEO’s Kathleen Enright to discuss how grantmakers help—and hinder—nonprofits. The wide-ranging conversation narrowed to focus in laser-like fashion on paperwork and the grant application process. Building on that interest, WG hosted a fall workshop to help members streamline their grantmaking.

### Grantmaker School -The spring’s “Advanced Grant Portfolio Management”

course, an intensive two-day workshop presented in partnership with the Grantmaking School, showed grantmakers how to evaluate a grant portfolio within a strategic framework. “It helped me define a comprehensive approach to grantmaking with an eye toward impact,” said one WG member.

**Expert Knowledge** - WG’s Working Groups and Affinity Groups exposed members to social change leaders. They also got members out of the office and into the community; the Public Education Working Group’s “EduTours” of local schools also featured experts to inform funders’ grantmaking decisions concerning school reforms.

**Trustee Networking** - Some of our best resources are within the network. WG offers over 100 opportunities to connect each year. Our newest offering, the **“Philanthropist to Philanthropist”** luncheon series, is a rare opportunity for family foundation trustees to learn from their peers.



Jack Davies, Venture Philanthropy Partners, and Patty Alper, Alper Portfolio Group

## The Voice of Philanthropy

*WG speaks out to help grantmakers achieve BIG change and broadcasts the purpose and achievements of organized philanthropy to the public.*

**Advocacy** - WG’s convening groups were tremendous advocates for their causes in 2010:

- The Community Development Support Collaborative’s letter to the DC Council, along with advocacy from CDSC’s nonprofit partners, resulted in an additional \$3.7 million for various affordable housing initiatives.
- The Washington AIDS Partnership’s Profiles Project, about HIV/AIDS in DC’s suburbs, received extensive media coverage. Local officials took issue with certain findings, but some came out in support of the report’s recommendations.
- Local arts advocates cited WG’s Arts and Humanities Working Group’s WG Daily series (“Essential. Integral. Intrinsic”) in their efforts to retain arts funding.

**Media** – In the *Washington Post*, *Chronicle of Philanthropy*, and other outlets, Tamara Lucas Copeland shared how funders are finding new ways of achieving impact, while making changes to keep critical funds flowing where needed most.

**How can we fulfill the potential of “A Region United”?** Our network of givers is in the process of answering that important, fundamental question. We look forward to making great strides with you in 2011.