

So You Want Southern Progress:

Building Power & Infrastructure in the
Southeast



FCCP 2017 Annual Gathering



GRANTMAKERS —
FOR SOUTHERN
— PROGRESS

What does healthy, powerful
“civic infrastructure”
in the *South* look like?

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Speakers

- **LaTosha Brown**, *Project Director*, Grantmakers for Southern Progress
- **Tamieka White**, *Assistant Director*, Southern Partners Fund
- **Shirley Sherrod**, *Co-Founder & Executive Director*, Southwest Georgia Project; *Executive Committee*, Southern Rural Black Women's Initiative
- **Mary Hooks**, *Co-Director*, Southerners on New Ground (SONG)
- **Helen Butler**, *Executive Director*, Georgia Coalition for the People's Agenda

We've Been Here Before

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+

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= “As the South Grows”

The Goal:

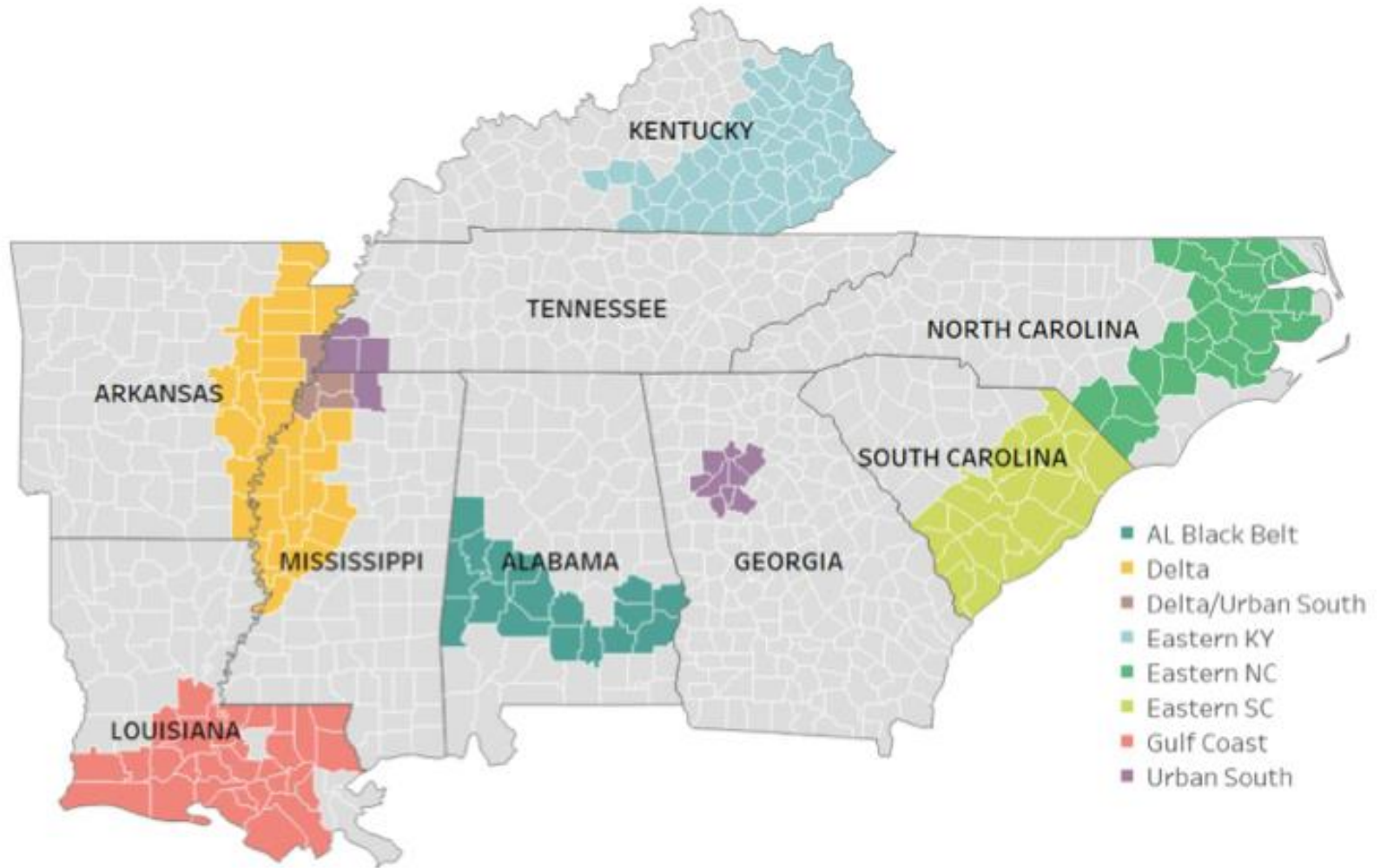
To increase the **size and sustainability** of
funding to the **South**

. . . from **Southern AND national** philanthropy

. . . for strategies that strengthen the **power** and **quality
of life** of **Southern marginalized communities**

. . . in ways that are **accountable** to and informed
by these same communities.

As The South Grows



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1st of a 4-part series . . .



. . . *Today*, June, September, October

TOTAL

Per Capita Grantmaking, 2010-2014

Alabama Black Belt | \$28

AL ■ \$130

MS ■ \$204

GA ■ \$329

Atlanta ■ \$453

United States ■ \$451

NY ■ \$995

New York City ■ \$1,966

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CIVIC ENGAGEMENT

Per Capita Grantmaking, 2010-2014

Alabama Black Belt | \$0.51

AL ■ \$4

MS ■ \$20

GA ■ \$14

Atlanta ■ \$19

United States ■ \$39

NY ■ \$92

New York City ■ \$203

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as the south grows ON FERTILE SOIL

BY RYAN SCHLEGEL AND STEPHANIE PENG

DO'S AND DON'TS

Nonprofit leaders, advocates and funders across the South offer some insights that will lead to greater and more sustainable impact for Southern philanthropic investments.

-  **DO** search for and fund Southern organizational leaders who represent the communities they serve.
-  **DO** prioritize leaders and organizations that have the trust of their communities as represented in relationships and the influence to get people to show up and speak out.
-  **DO** support Southern community leaders and organizations that are able to articulate how identity, history and politics combine to suppress the power and prosperity of their communities.
-  **DO** look for networks of collaboration, resource-sharing and co-strategizing that already exist.
-  **DO** provide flexible, multi-year funding and capacity-building support.
-  **DON'T** assume formal education and nonprofit management capacity are necessary to engage one's community in an inclusive vision for a more just and sustainable future.
-  **DON'T** burden your grantees with unreasonable goals and reporting requirements.
-  **DON'T** assume the community leaders and organizations most well-adapted to affecting systemic change in a given community are those already well-connected to political, economic and philanthropic power.
-  **DON'T** rely only on established 501(c)3 organizations to leverage your Southern investments.
-  **DON'T** treat your grantees like contractors.

Intent:

Promote charity.

Impact:

Sweeps problems under the rug.

Instead:

Support people to have a say over the decisions that affect their lives.

Intent:

Prioritize major elections.

Impact:

Creates short-term, shallow relationships.

Instead:

Support people's real life, multi-issue campaigns for the long haul.

Intent:

Reward people who “get it.”

Impact:

Overlooks unfamiliar leaders and strategies.

Instead:

Prioritize the vision of people who represent the communities they serve.

Intent:

Minimize risk.

Impact:

Makes process more important than people.

Instead:

Be a partner in people's growth.

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Intent:

Tell a meaningful funding story.

Impact:

Misses the big picture.

Instead:

**Visit, listen, and honor existing
(often unseen) work.**

Opportunity

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What's going to be
different this time?

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