



Funding a thriving region, together.



**UpMetrics**

# **Funder-Grantee Relationship Series**

**Examining Power Dynamics**



# Housekeeping

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- **Welcome y'all!**
- **All attendees will receive a copy of the slides in a follow up email after today's workshop and any corresponding materials**
- **10-11:45 am Part 1**
  - *+ Conversation with Christina Griffin-Jones*
- **11:45 - 12:30 pm Lunch & Mingle**
- **12:30 - 1:15 pm Part 2 Group Work**
- **1:15 pm - 1:55 pm Facilitated Conversation**
- **1:55 pm - Catalyst Survey and closure**
- **We're so excited you're here, LET'S GO!**





## Agenda - Pre Lunch

- Welcome & Introductions & Look Back
  - Tony Gwynn!
- Historical Overview of Funding Practices
  - The Inherent Power Dynamic
  - The Ecosystem
- **A conversation with Christina Griffin-Jones**
- Q&A with Christina and Stephen
- Conclusion





# Nice to meet you! 🖐️



Stephen



Greg



Christina Griffin-Jones

Womxn's Work  
Consulting

# Introduce yourself!

- Share your name, role, and organization
- What are you the Tony Gwynn of?



# Pulse Check

1/25/24

## Equitable Grantmaking Series: Data-Driven Philanthropy Workshop

Thursday, January 25 @ 10:00 am - 12:00 pm

Date

**Thursday, January 25**

Time

**10:00 am - 12:00 pm**

Cost

**Free**

Event Category:

**Funder Meeting**

Venue :

**Valencia Park/Malcolm  
X Branch Library**  
5148 Market Street  
San Diego, 92114 United  
States • [Google Map](#)

### Tickets

Tickets are not available as this event has passed.

Data has become a powerful tool for positive change, and philanthropic organizations are increasingly recognizing the need to leverage information to build stronger relationships with their grantees and streamline reporting processes.

Join us for an insightful and interactive learning session designed for funders eager to enhance their impact through strategic data utilization. During the program, attendees will engage in a workshop facilitated by the [UpMetrics](#) team; This learning environment will offer you the opportunity to collaborate with peers to address challenges, share success stories, and develop actionable strategies for incorporating data into your funding practices.

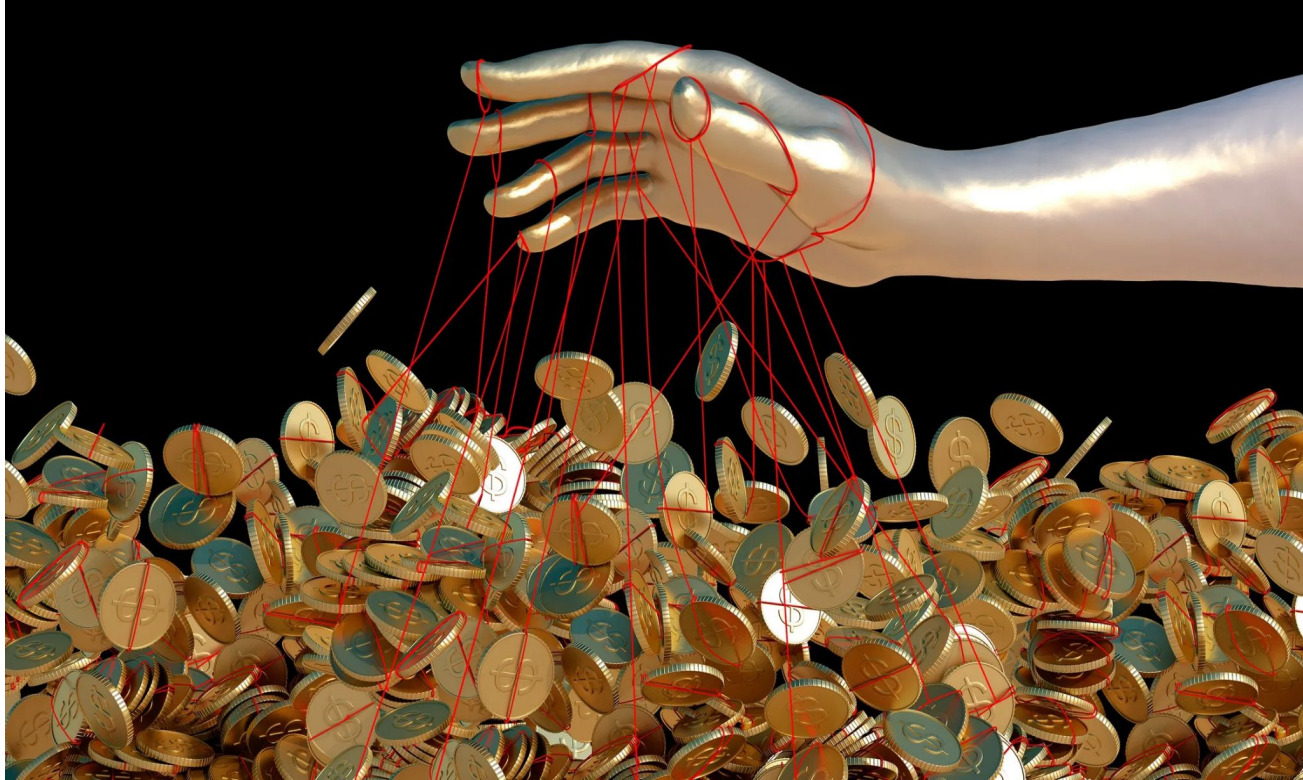


# Philanthropic Practices - How did we get here?





# Philanthropic Practices - Motivations for Giving Vary



# Philanthropic Practices - Influenced by cultural/social/economic/political factors

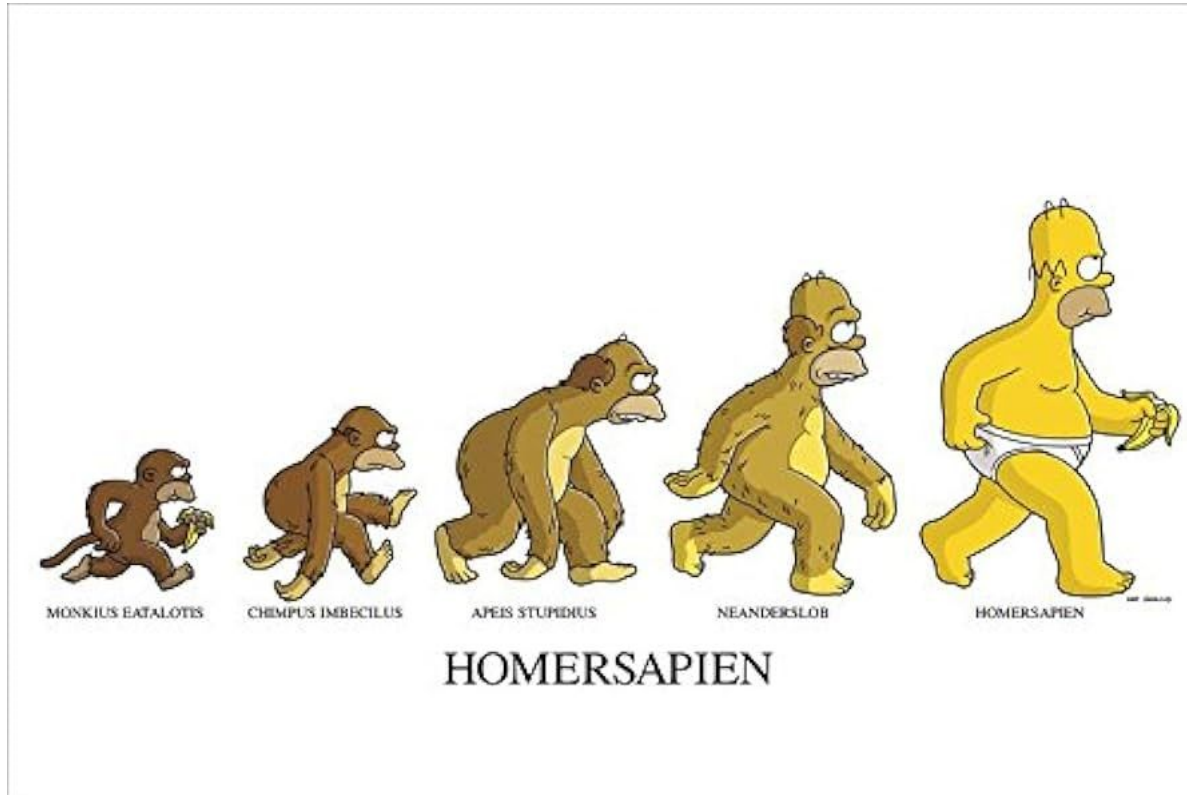


# Let's Talk

**What are some of the influences you navigate relative to Cultural, Social, Economic and Political factors as it relates to your organizations giving?**



# Philanthropic Practices - Evolved over Time



# Shifts over Time

- Strategic giving
- Impact Investing
- Technology & Innovation
- Focus on Systems Change
- DEI
- Globalization of philanthropy
- Collaboration & Partnerships
- **From Charity to Impact**



# CHARITY

- Short term fixes
- Social services
- Reactive
- Individual Responses
- Dependent Communities

# PHILANTHROPY

- Long term solutions
- Social change
- Proactive
- Collective, Organized Responses ★
- Empowered, Independent Communities

# How about these...

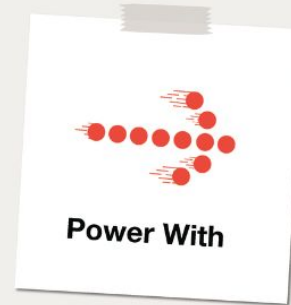
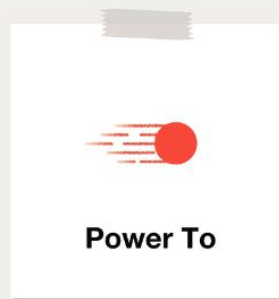
- Top down
- **Power Dynamics**
- Scarcity mindset
- Transactional /reporting only
- Performative
- Gala culture vs relationship



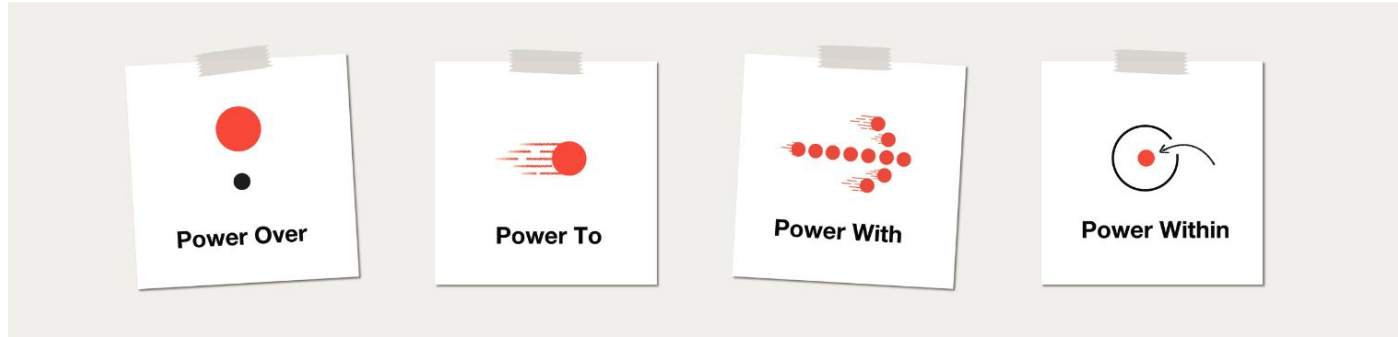
# The Inherent Power Dynamic



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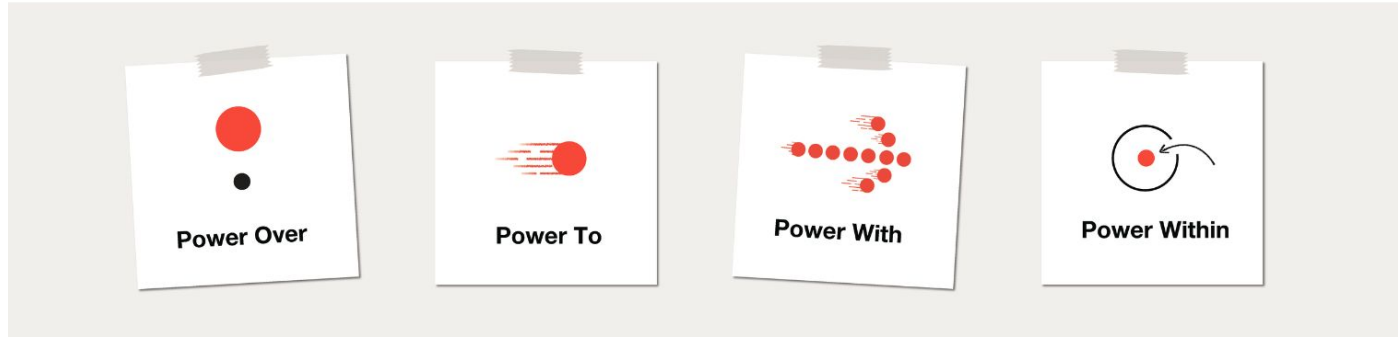
# The Inherent Power Dynamic



Power Over(traditional)–*authority over others*

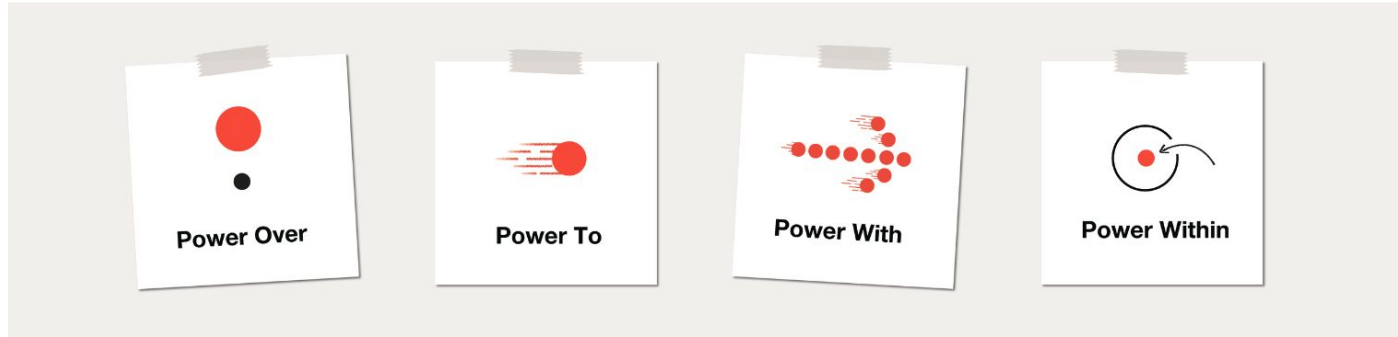


# The Inherent Power Dynamic



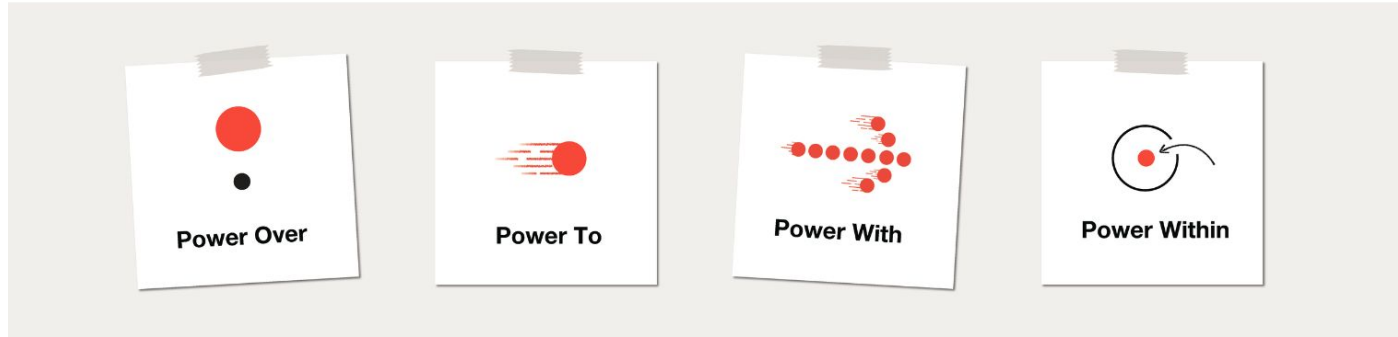
**Power To** *individual awareness that it is possible to act. This grows as we go through the process of taking action and realizing we can affect change*

# The Inherent Power Dynamic



**Power Within** *individual confidence dignity and self-esteem that comes from gaining awareness of our situation and the reality that we can do something about it*

# The Inherent Power Dynamic



**Power With** *The power we exercise together through collective action and includes both psychological and political power that comes from uniting with others to redraw the boundaries of what's possible in our organization*

***if this one then the ecosystem  
becomes essential!***

# Pulse Check

What type of power does your organization most often live in?

- Power Over
- Power To
- Power Within
- Power With



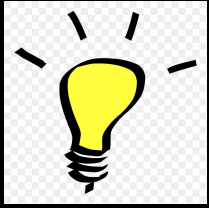
# Pulse Check

What about your  
partners? What  
Power do they  
have?

- Power Over
- Power To
- Power Within
- Power With





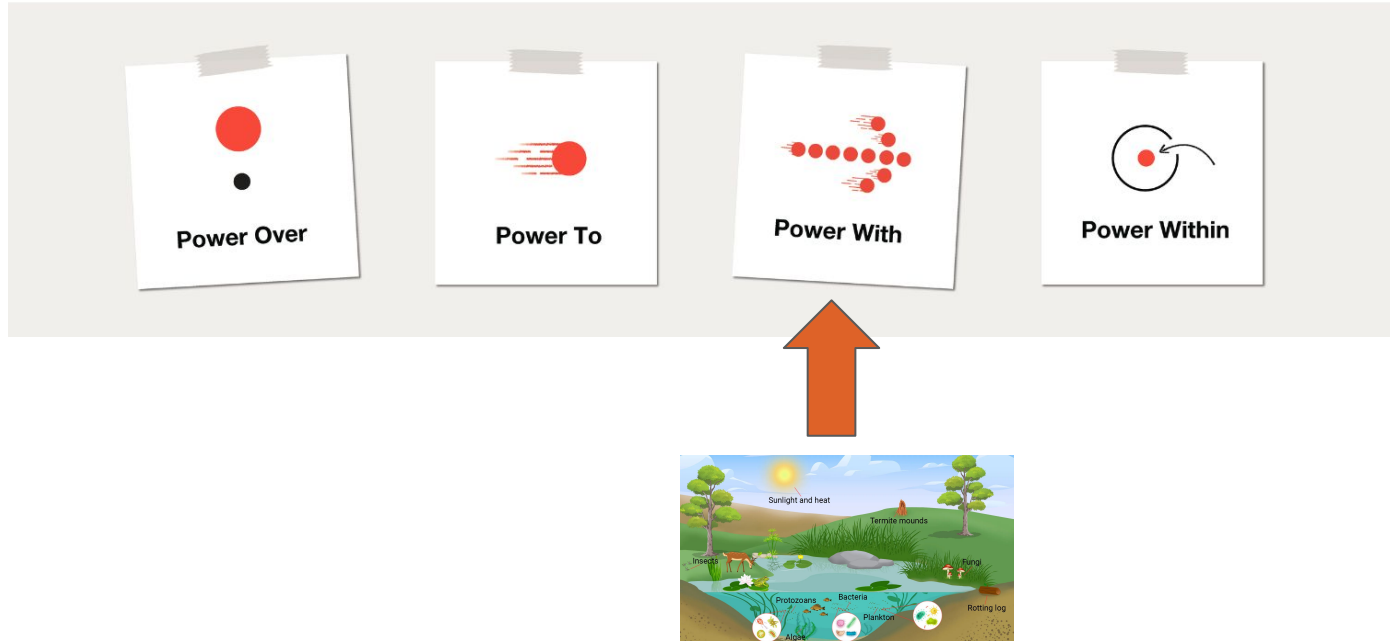


**If you had \$0 left in your foundation bank account  
would your grantees still want to talk to you?**

# Building Better Relationships within Philanthropy

- Clear communication
- Mutual respect & understanding
- Collaboration and partnerships
- **Trust and integrity**
- **Empathy and empowerment**
- Continuous **learning** and adaptation
- Long-term perspective

# The Inherent Power Dynamic



# Collective... or



We are a community of funders seeking to build an equitable, impactful, and effective social change ecosystem for San Diego and Imperial Counties.

Who We Are

# ECOSYSTEMS of Philanthropy

MODELS FOR THE IDEAL ECOSYSTEM FOR SOCIAL TRANSFORMATION

NUCLEAR MODELL

The NUCLEAR Ecosystem is the best example already

Peaceful and Sustainable WORLD OF EQUITY & OPPORTUNITY

THESE ARE FUNDAMENTAL IDEOLOGICAL DIFFERENCES

THE WORLD IS FAR MORE COMPLEX

GLOBAL VALUES

Salzburg Global Seminar 8. March 2014



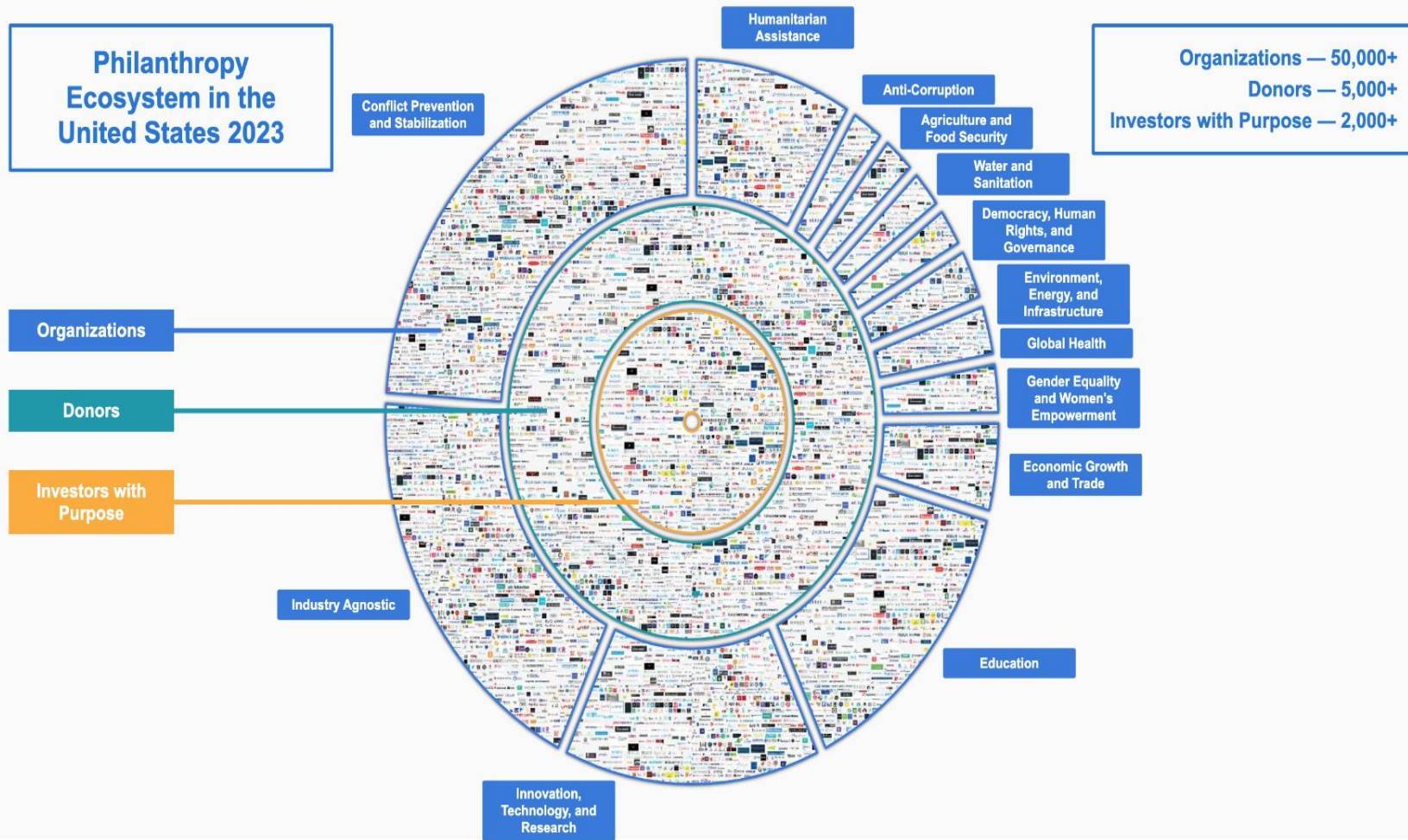
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# Philanthropy Ecosystem in the United States

## Philanthropy Ecosystem in the United States 2023

Organizations — 50,000+  
Donors — 5,000+  
Investors with Purpose — 2,000+





### Social Entrepreneurs

Scot Chisholm (Classy);  
Chuck or Aviva (Kitchens for Good);  
Suman Kanuganti (Aira);  
Michael Bronner (Dr. Bronner's)



### Networks

Conscious Capitalism; B Corp;  
Business for Good; Chamber of  
Purpose; Gamechangers; Ashoka

### Mentors

(Parker Pike; Ken Davenport)



### Capacity Builders

Accelerators (Social Enterprise  
Accelerator @ Mission Edge; Impact  
Without Borders; TechStars); Incubators  
(Collective Impact Center; Muse for  
Good; Hera Hub)



### Knowledge & Talent

Colleges & Universities (USD's Center  
for Peace & Commerce; UCSD's  
Center for Social Impact &  
Innovation); News & job databases  
(ImpactAlpha; Idealist.com)



### Large Enterprises

Corporate CSR (Qualcomm) and  
established Social Enterprises



### Government

Small Business Development  
& Regional Economic



### Gatherings

Pitch Competitions (Global  
Social Innovation Challenge  
@ USD); Cause Conference;  
San Diego Startup Week



### Funding Sources

Impact Investment (Social Venture  
Partners; Mission Driven Finance); San  
Diego Foundation-Social Enterprise Fund;  
Grants; Angel Investors; Venture Capital;  
Corporate philanthropy



### Service Providers

Funding platforms (Classy;  
GoFundMe; DonationMatch);  
Lawyers; Accountants; Branding  
& communication (thinkParallax)

# Social Enterprise Ecosystem - San Diego -

# Pulse Check

**What do we see in these ecosystem examples ?**



**Now Let's Dig Deeper...**







## Christina Griffin-Jones

- Community Organizer
- Human Rights Activist
- Nonprofit Administrator
- Elected Delegate
- Amazing human



# Q&A

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# Takeaway

## **“Date” your Grantee**

- **Name the grantee partner(s) you want to ‘date’**
  - aka ‘create a better relationship with’
  - Set a google alert to stay tuned on them and their work
- **Reach out to see how they are doing**
  - Checking in with the purpose of checking in
    - Is there anything I can help you with?
  - Event reminders to reach out
- **Make time to connect with them outside of your normal engagements**
  - Don’t have them at your office if that is what always happens
  - Make the effort to go to them
  - Invite them into planning/learning sessions where possible to center their expertise
- **Think about Introductions you may provide**
  - To help them continue growing their network and circle of influence and support
- **Now keep it up**
  - The key is keeping the momentum going. You need to think about the relationships you want to foster and work it so.





# Closing

Christina Griffin-Jones,

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Stephen Minix,

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Greg Woodburn,

Greg@upmetrics.com

Thank  
You

