



KENNETH KING FOUNDATION

Funding Webinar for 2023



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Your hosts



Janice Fritsch
President



Cindy Willard
Director, Integrated Capital



Kenneth King





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Our Board of Directors

- Colorado-based successful entrepreneurs
- Leaders in workforce development organizations
- Leaders in organizations removing barriers to employment



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Vision and Mission

Vision

- All Coloradoans to have opportunity for dignity, self-sufficiency and wealth creation.

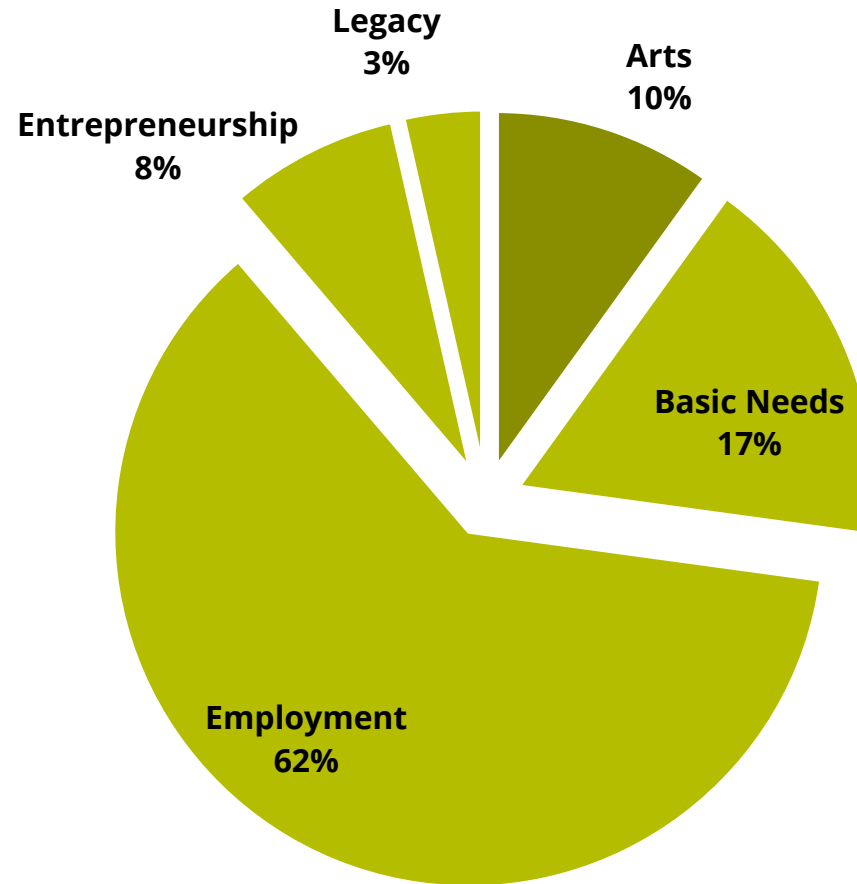
Mission

- Creating opportunities for Coloradoans to reach their fullest potential for self-sufficiency through access to entrepreneurship, meaningful employment, basic needs and an improved quality of life.



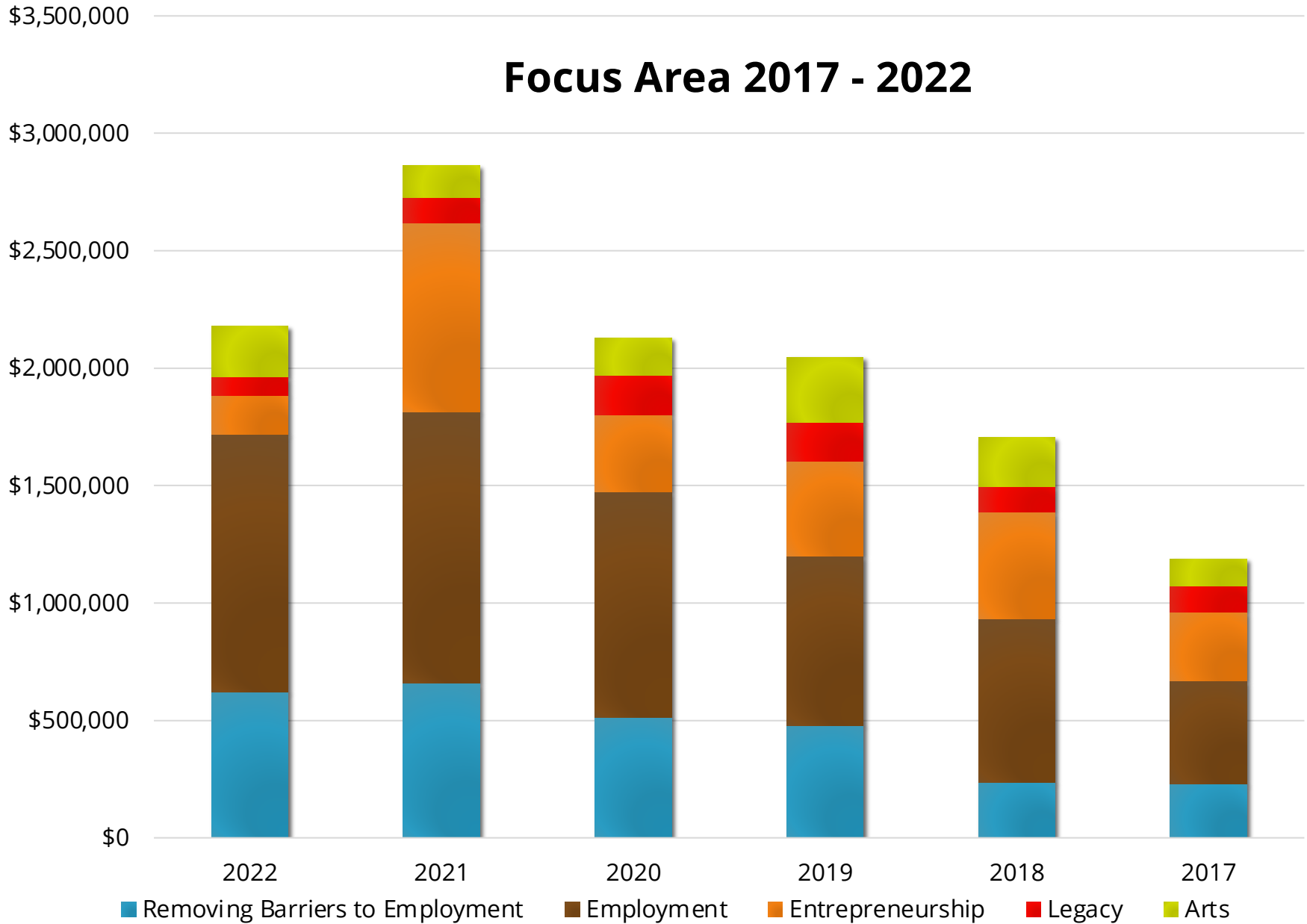
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2022 Funding – Grants and PRI



Total: \$2,178,243

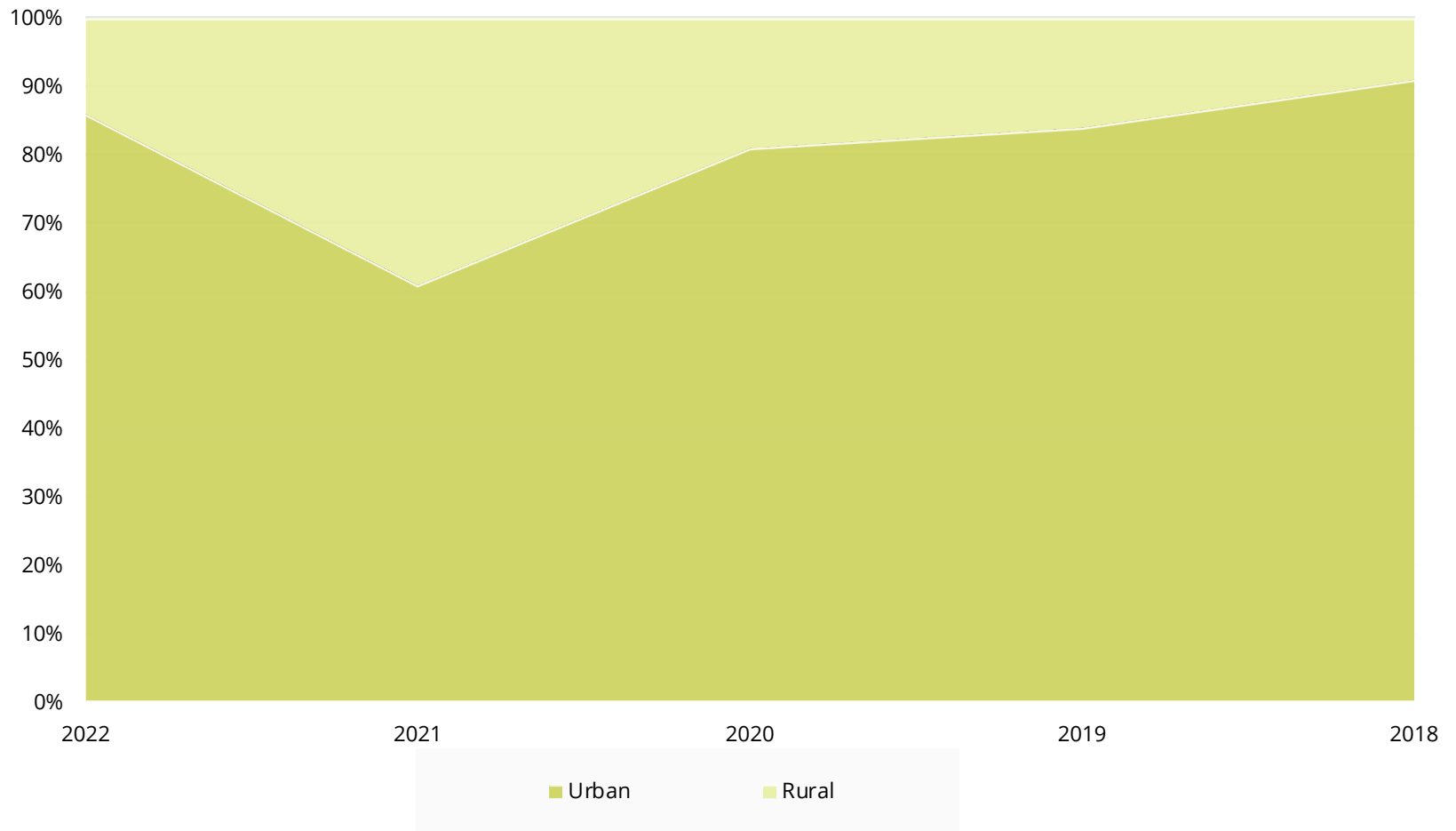
Focus Area 2017 - 2022





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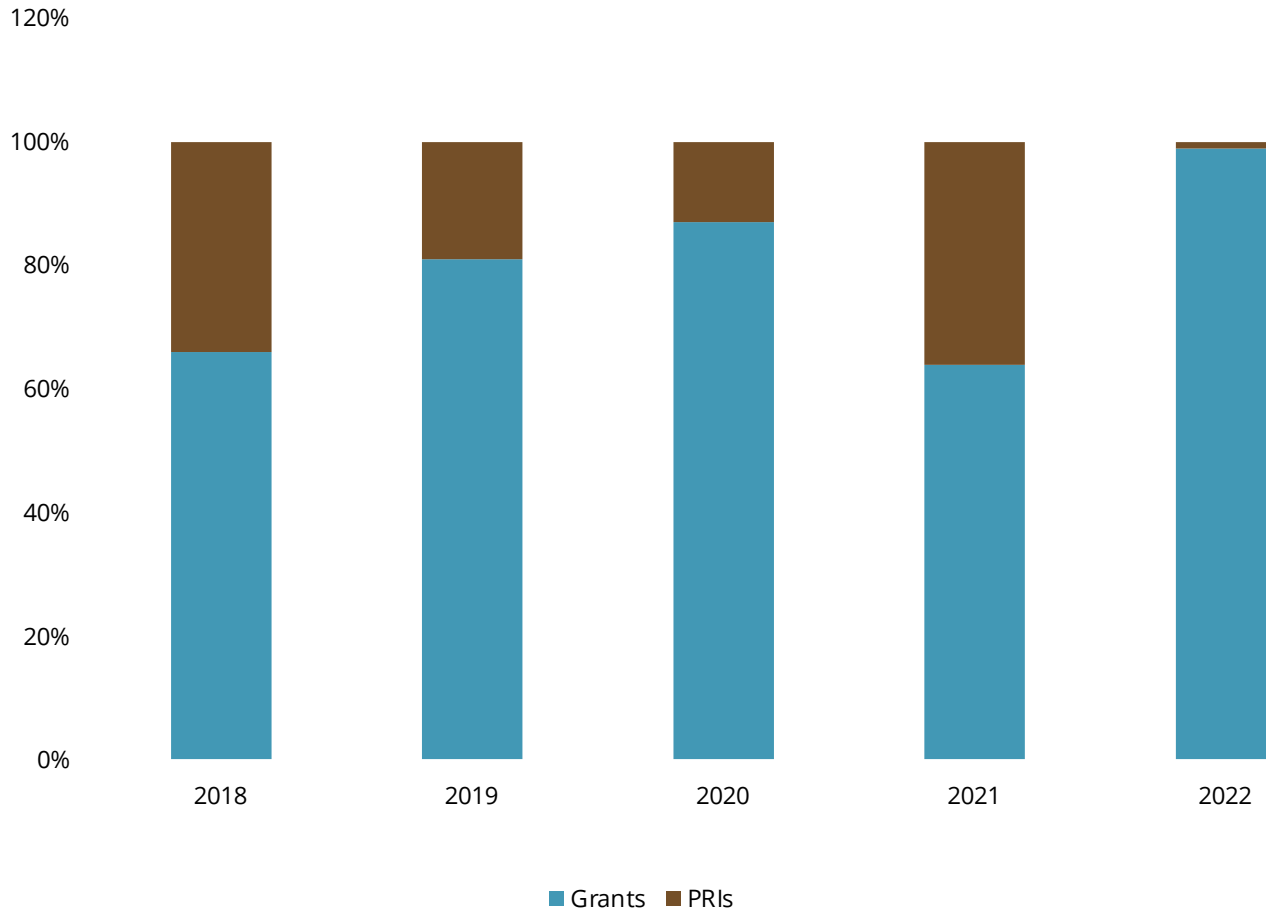
Rural Vs. Urban Funding





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Grants/PRI





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2022 Grantee Perception Survey

Distributed an anonymous survey to 155 organizations that applied for or received a grant, and 74 responded for a 47.7% overall response rate

Strengths

- Interactions with the Foundation during the grant application process were professional, prompt, clear and helpful.
- Throughout the grant cycle the Foundation's expectations from applicants are appropriate

Areas for Improvement

- Compared to other foundations you've worked with, the amount of time between submitting the grant application to and hearing back was slower
- The Foundation could improve collaboration with the community and other funders
- Better align effort required with the size of the grant



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Strategic Plan

GOALS

- Increase low-income individual access to quality jobs in Colorado
- Increase access to entrepreneurship training for business growth in Colorado
- Deliver world-class philanthropy

STRATEGIES

- Identify and invest in organizations that deliver measurable outcomes
- Identify and invest in opportunities for individuals to gain skills and capital to launch and grow successful business
- Improve relationships with partners and simplify processes



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Strategic Plan

- Goal 1 – Increase low-income individual access to quality jobs in Colorado
- Examples of outcome measures:
 - Job placement – living wage jobs, jobs with an upward mobility
 - Job retention rate improvements over time
 - Increased earnings over time
 - Increased education or employment certifications
 - Increased numbers of employers and employees supported



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Employment and Removing Barriers to Employment

- Strong proposals include wraparound/case management/navigation services that support individuals and families in their path to self-sufficiency and employment
- Direct connection to job training, certifications, accreditation, apprenticeships
- Provide outcomes on successful post program including job placement, wage increases, job retention rates and quality of life indicators
- **Focus populations** include individuals experiencing homelessness, single parents, low-income families, individuals from rural communities, justice involved individuals, people with disabilities



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Strategic Plan

- Goal 2 – Increase access to entrepreneurship training for business growth in Colorado
- Examples of outcome measures:
 - Increase in number of new businesses created
 - Increased business revenue and growth (hiring, capital improvements)
 - Increased employee base (retention and hiring)
 - Increased measurable skills or competencies



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Entrepreneurship

- Training and support that results in increased entrepreneurial skills and/or new businesses
- Programs supporting business growth – through capital access or technical assistance
- **Focus populations** include low-income entrepreneurs, individuals lacking credit needed to secure traditional loans, women, people of color, justice involved individuals, rural communities



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Legacy & Arts Grantmaking

- Organizations are identified by directors and reviewed every 2-3 years; long-time partners or organizations with historical connection to the Foundation
- The Foundation will next identify legacy and arts/culture/sciences organizations in November 2025
- Organizations require the Foundation's invitation before applying



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Strategic Plan

- Goal 3 – Deliver world-class philanthropy
- Examples of outcome measures:
 - Simplify process
 - 90-day deadline to decision
 - Reduce time from application to decision
 - Increase understanding of community issues
 - Connect more intentionally with partners



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Types of Funding

Program-Related
Investments

The diagram consists of two large, teal-colored arrows pointing in opposite directions, one to the left and one to the right. They are joined at their inner ends by a white, curved line that resembles the spine of a coin, suggesting that the two funding types are complementary or two sides of the same coin.

Grants



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Grants

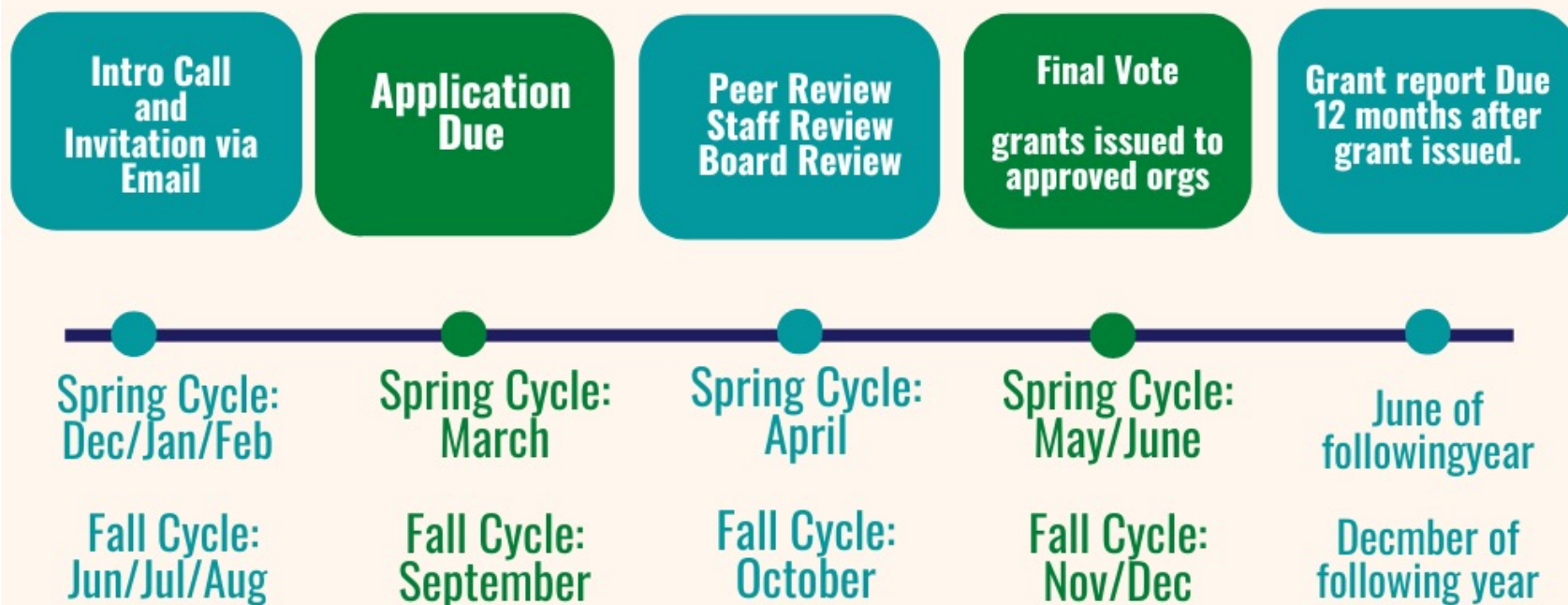
- Grants
 - General Operating
 - Program
- Size
 - Grant size averages between \$15,000 and \$50,000
- Two deadlines each year = March 1 and September 1
 - 18-month cycle



Grant Application Process

Each application cycle is 18 months. The Grant report is due 12 months after grant is approved/issued, and will become the application for the next cycle.

There are 2 cycles each year: one in the spring, and one in the fall.





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Grant Application Process

Process FAQ

- Report and application combined
- Call following report to check in
- Timely reports support process
- Reduced submissions, focus on results for continued partnership



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Peer Review

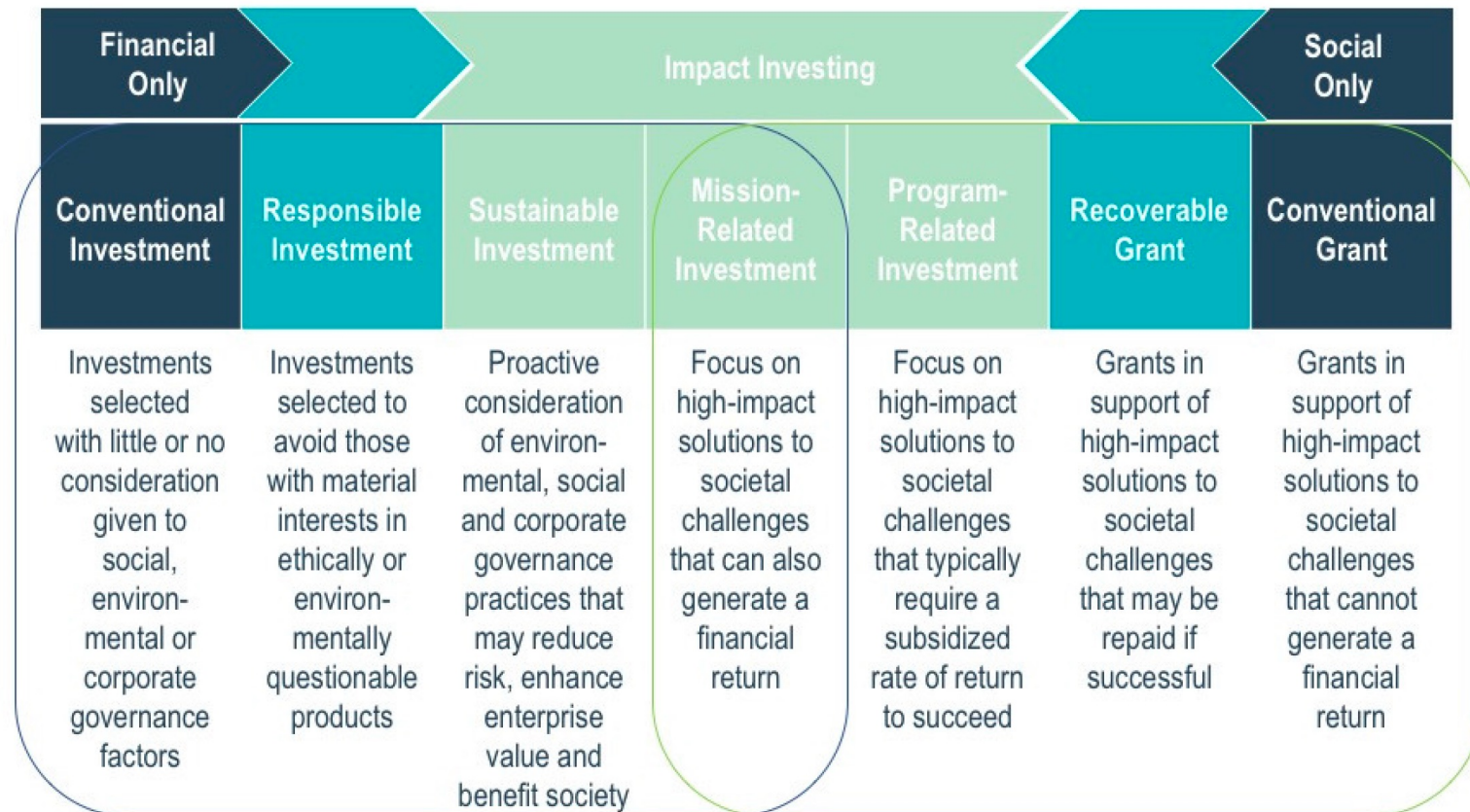
Peer Reviews in place since 2021

- 30 different reviewer
- 4 cycles

Goals of Peer Review in grantmaking

- to increase the range of perspectives that inform grantmaking decisions
- to surface new partnership opportunities and
- to be more accountable to all our stakeholders by incorporating increased community feedback into the Foundation's grantmaking

Impact Investment Spectrum





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PRI Funding

- Program-Related Investments
 - Debt
 - Equity
 - Revenue-Based financing
 - Nonprofit or for-profit
- Size
 - Typically, between \$50,000 and \$250,000



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PRI Funding

- Program-Related Investments
 - Used for Program expansion, Capital acquisition, Start Up funding
 - Not operating funds
 - Includes a mechanism to pay back capital
- Terms
 - Depends on need and project
 - Typical rate 1 – 4%
 - 3 – 7-year investment



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PRI Application Process

- Timing
 - Ongoing
 - Applications accepted as opportunities arise
 - Decisions made at board meetings throughout the year
- Invitation to Apply
 - Schedule a phone call with Foundation staff
 - Online application
- Reporting
 - Quarterly financial reporting
 - Yearly/ End of project outcome reporting



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Strong Applications

Strong applications:

- Demonstrate direct connection to Focus Areas
 - increasing jobs, reducing barriers to employment while connecting people directly with jobs, or supporting increased entrepreneurship
- Provide evidence-base or promising practice programming
- Demonstrate a stable financial position
- Show evidence of constituent engagement and inclusion
- Be ready to execute on the plan; capacity and finances align with goals



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Unsupported Activities

- Political lobbying/Campaigns
- Deficit Financing
- Adaptive sports programs
- Animal-related projects
- Conferences, events or seminars
- Domestic violence shelters and services
- Emergency housing, homeless shelters and long-term housing without integrated employment case management
- Food banks and pantries
- Health organizations
- Hospice care
- Individuals
- Libraries – general support
- Media, radio or film-related projects
- Public policy, lobbying and civic education
- Research projects
- Schools (public, charter or private)
- Search and Rescue organizations
- Senior programs (nursing homes, extended-care facilities, respite care)
- Youth mentoring programs without integrated career pathway programming



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How to Schedule a Call

- Go to our website: KennethKingFoundation.org
- Click on Contact
 - Fill out form; Schedule a call
 - Sign up for our *quarterly newsletter on the website!*

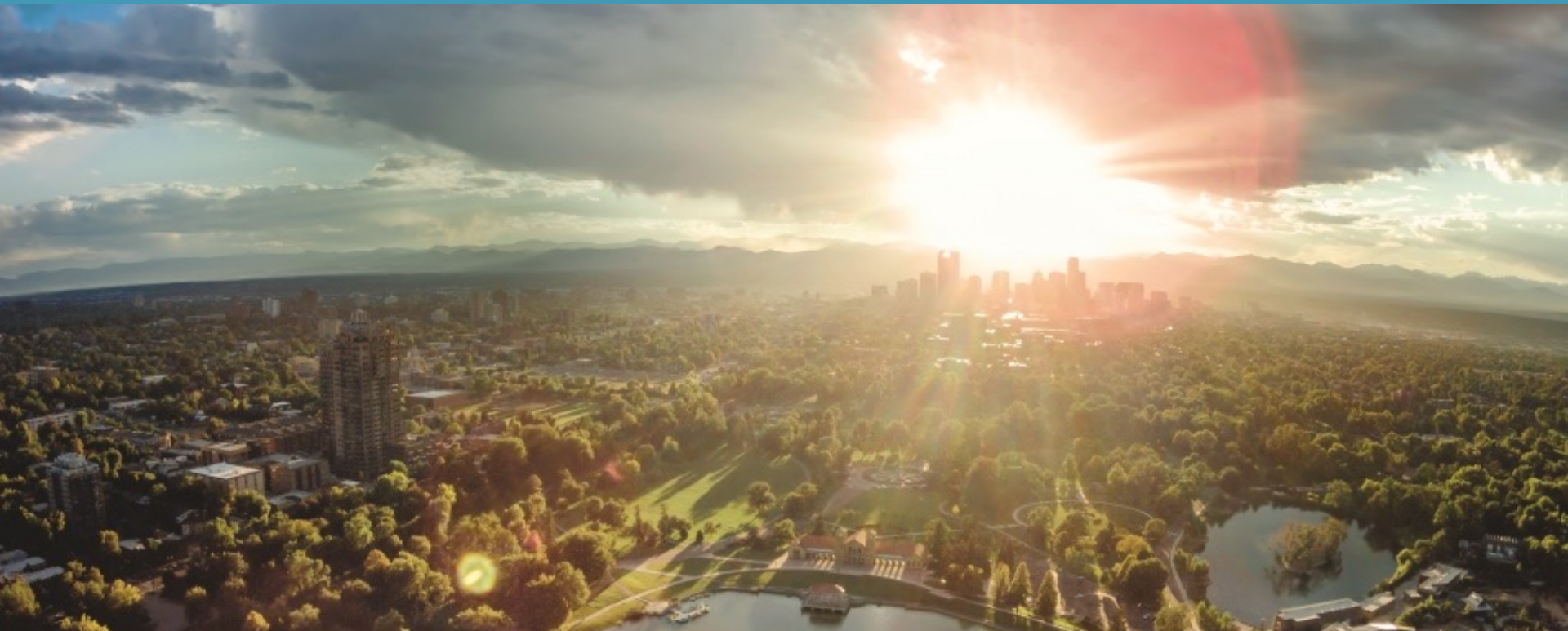




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Questions?

- Please submit questions through the Q&A function
- Or send an email to:
grants@kennethkingfoundation.org



Thank You!



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