KENNETH KING FOUNDATION

Funding Webinar for 2023
Your hosts

Janice Fritsch
President

Cindy Willard
Director, Integrated Capital
Kenneth King
Our Board of Directors

- Colorado-based successful entrepreneurs
- Leaders in workforce development organizations
- Leaders in organizations removing barriers to employment
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.
2022 Funding – Grants and PRI

Total: $2,178,243

- Employment: 62%
- Basic Needs: 17%
- Arts: 10%
- Entrepreneurship: 8%
- Legacy: 3%
- Basic Needs: 10%
Focus Area 2017 - 2022

- Removing Barriers to Employment
- Employment
- Entrepreneurship
- Legacy
- Arts

Year 2017: $0
Year 2018: $1,000,000
Year 2019: $2,000,000
Year 2020: $2,500,000
Year 2021: $3,000,000
Year 2022: $3,500,000
Rural Vs. Urban Funding
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
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
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
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
• 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
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
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
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
Types of Funding

Program-Related Investments

Grants
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.
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
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

Conventional Investment
- Investments selected with little or no consideration given to social, environmental or corporate governance factors

Responsible Investment
- Investments selected to avoid those with material interests in ethically or environmentally questionable products

Sustainable Investment
- Proactive consideration of environmental, social and corporate governance practices that may reduce risk, enhance enterprise value and benefit society

Mission-Related Investment
- Focus on high-impact solutions to societal challenges that can also generate a financial return

Program-Related Investment
- Focus on high-impact solutions to societal challenges that typically require a subsidized rate of return to succeed

Recoverable Grant
- Grants in support of high-impact solutions to societal challenges that may be repaid if successful

Conventional Grant
- Grants in support of high-impact solutions to societal challenges that cannot generate a financial return
PRI Funding

- Program-Related Investments
  - Debt
  - Equity
  - Revenue-Based financing
  - Nonprofit or for-profit

- Size
  - Typically, between $50,000 and $250,000
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
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
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
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
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!
Questions?

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