

# LATINO NONPROFIT ACCELERATOR



**FROM DREAM  
TO REALITY:  
A GAME-CHANGING INITIATIVE**  
Program Impact & Recommendations to the Field

Because of the Latino Nonprofit Accelerator, **Prospera is stronger than ever before.** We gained a new logo, beautiful set of photos, a dynamic one pager capturing our essence, an updated website, and increased power to market our mission and impact. Most of all, we are no longer afraid of fundraising. Through the 16-month long Accelerator, **we were able to leverage \$516,200 in new funding!**

—Claudia Arroyo, Prospera



# SOMETHING HAD TO BE DONE

Working at the Latino Community Foundation, I've seen first-hand the incredible organizations which provide opportunity, hope, healing, and a lifeline to Latino communities across the state. Yet, for years, I've also watched these organizations and the inspiring people who lead them struggle to attract the investment and resources they need to be the strong anchor institutions their communities deserve.

Living in San Francisco, we are surrounded by tech and by innovation. People who want to do things differently and those willing to invest in it. In the back of a Lyft one day, after a Latino Giving Circle meeting, I met a startup entrepreneur excitedly talking about his plan to change the world and the millions of dollars investors were giving him to do it. Right before I left the car, he told me all of this was for an app that would deliver pet food. *That* was going to change the world? How could it be that this 25-year-old had the confidence, and the resources, to start this company when hundreds of social change leaders struggle every day just to cover the basics. I had just heard from brilliant leaders who drove to SF during dinner time to pitch for \$5,000.

Something had to be done to change this. How could we hack this?

I started wondering, what if our nonprofit organizations had the same access to investment and opportunity as leaders in tech? What if our leaders had the confidence and support to go after their dreams? We had to support the fundraising capacity of our leaders. From this idea, the Latino Nonprofit Accelerator was born.

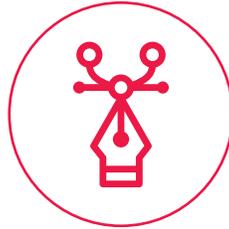


The Latino Nonprofit Accelerator is a 16-month program designed to give grassroots leaders the fundraising, marketing, and design expertise they need to tell their stories, attract resources, and thrive.

**Each organization in the cohort receives:**



Coaching from world class fundraising and communications experts



Access to collateral, logo, and web design services from Design Action Collective



Funding and access to donors and philanthropic leaders



High quality photo assets that tell a story



A series of culturally rooted retreats to heal



A platform to grow organizational visibility



# Using the power of culture and the promise of healing, we challenge one another to think big, be bold, and lead from a place of strength.

This allows our leaders to grow their confidence as well as their ability to tell their story. Effective collateral, alongside peer support and coaching gives you the energy to go for the investment you need.

The results of the Accelerator are a testament to its impact and effectiveness. Our Accelerator graduates report a doubling in their confidence in telling their story, owning their impact, and ability to fundraise. They share that the program allowed them to make critical internal shifts – from a scarcity mindset to one of abundance and seeing themselves as worthy of investment; from a sense of isolation to one of deep connection. Every organization that participates reports growth in their budgets – our most recent cohort leveraged \$6.7 million in new funds over the course of their participation. To date, we've helped 18 organizations raise more than **\$10,000,000 in new funding.**

Beyond the individual organizational growth success stories of our efforts, we are proud that our Accelerator cohort members created a space that is proudly their own, to share stories, exchange wisdom, and to build real relationships. This is key to transform the competition and zero-sum mentalities that are part of the nonprofit sector. Instead, Accelerator organizations recognize that we are all one community driven by love, culture, and power. They value themselves, each other, and the collective work of uplifting the Latino immigrant communities across California.

In this Accelerator evaluation report, we share highlights, lessons learned, and stories from the first two cohorts of the program. In early 2022, our hope is to launch the 3rd cohort composed of Latino nonprofits in under-sourced regions of the state. We are here to change the world and we hope you join us on this incredible journey.

With love,  
*Masha V. Chernyak,*  
Senior Vice President of Programs

## TODEC STORY

Being a community advocate is in my blood. My parents founded TODEC Legal Center nearly forty years ago and I grew up watching them support the local immigrant community and being part of movements for justice. It has been an honor to become the Executive Director of this organization – a lifeline for immigrants in the Inland Empire.



Yet, it isn't always easy. My neighbors are deeply impacted by the constant presence of ICE, the anti-immigrant rhetoric, and the lack of investment in my community. Any time a crisis emerges in our area – TODEC is the first to be called. It can be exhausting especially because we received little to no foundation dollars.

About two years ago, I wasn't sure I could keep going. Families in crisis. Hate crimes against our leaders. ICE raids. Deportations. I was beginning to feel tired and alone, like no one cared or remembered us here in the Inland Empire. I found myself on my knees praying for some help. That's when I met the Latino Community Foundation.

I am not exaggerating when I say that LCF and the Accelerator were the answer to my prayers. After making an initial grant to us—one of our very first philanthropic investments— LCF invited TODEC to be part of the Latino Nonprofit Accelerator and it changed my, and TODEC's life.

For the first time I met other Executive Directors who look like me and understand what it is like to work in our community. I began to realize that I'm not the only leader or organization that struggles with fundraising. We talked about the real stuff: money, why it is so hard to ask for it, and why our humility about our impact wasn't serving us. We sat in a circle with funders from across the state at our 2<sup>nd</sup> Retreat, and for the first time, I felt like they were really listening to our struggles and breaking down the power dynamics between the grassroots and philanthropy.

The team at LCF asks us what we need. And they listen, because they care so much.

That means the world to us. Now we also have a beautiful new website, with powerful photography and strong content that represents us. LCF continues to fight for us, opening doors with funders and recommending us for opportunities behind the scenes. Now, I have the confidence to tell our story to funders, donors, elected officials, and the media. I encourage our young people to fundraise from a place of strength and pride. Most importantly, I no longer feel left behind or forgotten. Jacqueline, Masha, Christian and the entire LCF team are there. When COVID hit our community, I called Masha to share our pain and our solutions. LCF quickly featured me on various funder panels, advocated behind the scenes with the Governor's office and sent more unrestricted dollars.

LCF helped take our organization to greater heights. We were grateful that TODEC was selected by the State of California and Governor Newsom to help distribute one-time disaster relief assistance for undocumented Californians impacted by COVID-19. We've already dispersed \$5M to over 9,500 families and are now partnering with Riverside County on a \$1M partnership for affected farmworkers. We began outreach and education for the vaccine in December of 2020 because we knew the barriers and the impact of our boots on the ground to help educate and support farmworker families through the process.

Even on the hardest of days, I know that I have a community of people who support me and have my back. That's what the Accelerator is all about. It's a true gift for grassroots leaders. Please lift this up as a model.

Luz Gallegos, TODEC



# ACCELERATOR EVALUATION

“We see ourselves! None of this would have been possible without a community of support and LOVE.”

Since 2017, Latino Community Foundation’s Latino Nonprofit Accelerator has focused on ensuring Latino-led grassroots nonprofits succeed in raising the funds and resources they need to thrive. This has been a long-neglected and much-needed endeavor. For California and this country’s growing Latino population, community organizations that are rooted in shared experiences and stories, that speak their language and see their struggles for survival and resilience is a critical, if not an irreplaceable part of the social infrastructure.



LCF has rightfully and strategically placed its focus on supporting this group of Latino-led organizations at its center. Distinct from similar capacity building efforts, the Accelerator focuses on fund and resource development (money + people + knowledge), as well as storytelling - areas that have been well documented as big challenges in the sector. In a philanthropic landscape in which these organizations are chronically under-resourced, the 16-month Accelerator nonprofit cohorts’ access to fundraising, marketing, and design expertise to help them tell their stories, attract resources, and thrive.

All of the participating organizations in the LCF Accelerator are experiencing an upward trajectory, settling increasingly into being an “anchor” community organization status. This evaluation report summarizes reflections from both the pilot and year two cohorts of the Accelerator based on surveys and interviews from all participants with additional analysis from Shiree Teng, independent learning and evaluation consultant. The participating organizations are: 99 Rootz, Dev Mission, Dolores Huerta Foundation, Fresno Barrios Unidos, La Luz Center, North Bay Organizing Project, Prospera, TODEC Legal Center, Chicana Latina Foundation, CURYJ, Digital Nest, Faith in the Valley, Fathers & Families of San Joaquin, HOMEY, ODAT, and SIREN.

## KEY FINDINGS

### 1 The Latino Nonprofit Accelerator is successfully changing the game for Latino leaders and the organizations they run.

The combination of developing practical skills and resources together with building solidarity and community with other Latinx leaders makes the LCF Accelerator uniquely valuable and effective. Participants benefited not only from the focus on storytelling and branding materials but from the cultural community of care the program offered.

“We all found a new piece of our voice and more confidence [in our abilities and] in owning our impact.”

Asked about what they found most helpful or valuable, participants cited:

- the ability to access and develop **specific skills, expertise, and products/collateral**;
- the **guidance and support of Accelerator coaches**, most of whom were outstanding, and
- the **connections made with LCF and among other Accelerator groups**.

Through the coaches and the Accelerator experience at large, participants shared that they felt a **healthy “push” and “stretch” to keep building their skills and extending their comfort zones**. One part of this was in coming to terms with personal attitudes about and relationships with money, and skill building sessions to demystify the philanthropic world. Many of our leaders begin to see themselves as worthy of, and able to ask for investment for the first time in their careers.

“On a personal level, the ability to believe in myself as a fundraiser has been career-altering... maybe even life-changing. I will never forget the moment

Jacqueline called on me to do a pitch—I had to take a breath and trust what I had learned—and I did it! In front of my colleagues and my boss. I am now leading our multi-million-dollar budget. It would not have been possible without this Accelerator.”

**2 The Accelerator makes a major impact on organizations’ current and future prospects for investment from funders and donors.**

Leaders gain new skills in fundraising and experience different ways of engaging with funders. For example, putting organizational leaders and funders together in a circle to explore their commonalities and unpack the power dynamics that can disrupt the process of building real relationships.

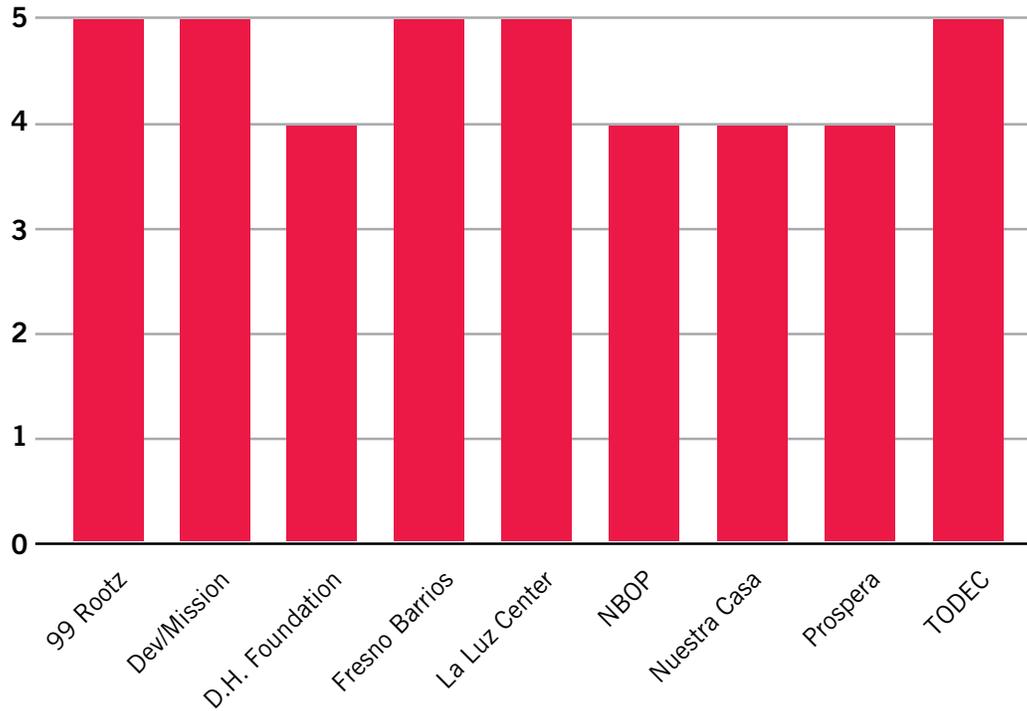
The LCF team also opens new doors to give leaders an “in” with funders and foundations.

“We build trust. We help nonprofit leaders sharpen their proposals and their websites. We get them the photos they need to complete their stories. Then we open doors with funders. That’s how you help folks raise new money!”

All said that they are more confident in approaching funders and sharing their stories, and all attracted new funding over the course of the program.

In a survey of the most recent cohort, all reported that they are now “More Confident” or “Very Confident” in sharing their missions with philanthropic audiences because of the Accelerator.

**Level of confidence in sharing mission and impact with funders:**



This increased confidence translates to an infusion of funds into Latino-led organizations. Equipped with fresh new collateral and empowered in their growing confidence, leaders seek new funding partnerships, cultivate existing funders into deeper investors, and leverage their growing network for investment.

At the end of the pilot cohort, the nine participating organizations had leveraged \$2.5 million in new funding and our second cohort of leaders reported \$6.7 million in new funds at the end of the program.



“...what changed the most was being validated - that what we are doing is indeed unique and valued by LCF and can also be valued by other funders. Of course having a one-pager with fantastic photos filled with energy and inspiration was great fuel, but feeling like you have our back is priceless.”



### 3 The accelerator creates ripples of impact with funders too.

LCF brings in leaders from philanthropy to participate in the Accelerator retreats and serve as mentors in the program. Engaging funders as partners, rather than solely as grantmakers, helped build authentic relationships that were not merely transactional but based on “seeing” and honoring one another’s shared humanity. The bridge-building that LCF has done through the Accelerator has helped create connections between cohort organizations and funders and donors, as well as engage philanthropic leaders at a fundamentally human level, allowing them to see—and be seen—as people, each with a history of their own glories as well as agonies.

A funder who attended one of these Accelerator sessions shared, *“the conversation built my understanding and challenged my thinking in critical ways, but also gave me so much inspiration. A lesson that I am learning is how important it is to spend more time building relationships and solidarity with leaders closest to the work on the ground by listening first.”*

Participants described this component as uniquely valuable and as a strength for the Accelerator to keep building upon.

#### **4 LCF’s “La Cultura Cura” (culture cures) philosophy and focus on relationships is the secret sauce that makes the Accelerator so impactful.**

Centering love and culture, LCF builds camaraderie and unity among the cohort. For many leaders and funders, Accelerator events were the first philanthropic spaces where they saw themselves and their culture reflected. Participants spoke to the critical difference this made to them—the power of being fully seen, heard, respected, and supported, and of reciprocating this love and support to others.

Retreats make space for conversations about the real hard things and address the healing needed within our sector – all while honoring traditional Latino healing practices. This love for Latino culture, ancestry, and roots shows up in each and every interaction, manifesting itself as a commitment to the Accelerator cohort.

By celebrating culture and calling out the need for healing, the Accelerator breaks down walls and fosters deeper solidarity across our movements. Participants rejoice in feeling more deeply connected to larger movements for social good and knowing that their struggles are not isolated.

#### **5 Investing in capacity is an investment in crisis response and power building effort(s).**

Participants in both cohorts share that the Accelerator prepared them to weather the challenges of the pandemic. This is especially true for our second cohort which was actively preparing for their DEMO Day graduation when the pandemic first hit.

All the cohort organizations, including LCF had to pivot and respond to the needs of community in 2020. LCF was stronger, smarter, and more effective—with COVID and with the historic 2020 Election—because they were in deep relationship and communication with frontline leaders.

What we’ve learned through this experience is that an ongoing investment in leader’s capacity, connections, and confidence is how we build strong organizations that can weather crises and still stand firm. The Accelerator nonprofits were seen as stronger advocates, united in the efforts and confident in their demands for justice.



Now I know we are a part of a far-reaching and powerful network of friends and colleagues in **the movement for social justice and equity for our communities.**

In our unity we can share resources, opportunities and victories, lifting each other up and building our strength.

To have the opportunity to experience being in a professional development space that leads with culture, healing, love, and **authentically centers the wellness of each participant** empowered everyone involved.



# LESSONS LEARNED

## 1 The Accelerator will continue to evolve and improve in its next iteration.

We are constantly evaluating the program and making changes to meet the moment. For example, we originally envisioned the Accelerator to be a year-long program, but quickly learned that a longer investment was needed to give leaders the space and capacity to go deeper.

As we plan for our third iteration of the program, we'll aim to apply lessons learned from feedback given by our most recent graduates and the challenges they shared:

- a need for expanded LCF staff capacity;
- not **enough time to go in-depth** on some topics and activities;
- a **need to diversify the narrative** about the Latino experience to be more inclusive of the spectrum of contexts;
- some **uneven coaching experiences**, with respect to fit and value add;
- a need for more flexible funding for LCF and for cohort members, and
- opportunities for all new and former cohort participation to gather once a year.

To address these challenges, LCF will aim to raise additional revenue to expand LCF staff capacity and to offer larger grants for all cohort members. LCF will aim to size future cohorts to 6-8 nonprofits to give fundraising coaches and designers more time to support each nonprofit.

## 2 Readiness and capacity to engage are critical for success.

Funny enough, it takes capacity to be able to build capacity. After our first pilot, we began to recognize that some groups are not ready for this time of investment and support. You must want this *and* be ready to commit real time to it, otherwise it won't work. Some organizations were too young to have joined, others have had the same challenges for 15 years and were not always willing to receive feedback. The sweet spot is where there is deep desire, staff capacity, and the determination to learn, reflect, and to grow. That's where magic happens.

An area we are still exploring is how to help small, emerging organizations reach the level of capacity to take advantage of a program like this. Groups that are volunteer-run with small budgets often spin their wheels trying to build a basic

foundation. LCF is continuing to think creatively about how to mobilize resources to emerging community rock stars and break cycles of investments that leave some of our most inspiring but under resourced leaders behind. Join us on that journey.

### ③ Experimentation with the model provides ongoing learning.

This year, the Latino Community Foundation hosted a 5-month long Accelerator Lab with organizations based in Silicon Valley. The program gave six dynamic organizations an opportunity to refresh their collateral and own their story amid the ever-changing landscape of 2020.

That said, we learned that the capacity required to design and execute our high-touch approach to acceleration is best served through the longer-term Accelerator model. We also learned that focusing the cohorts on 6-7 organizations allows us to go deeper.



# SNAPSHOTS OF A ONE PAGER



**CENTRAL VALLEY PRESENTE!**

**WE ORGANIZE. WE VOTE. WE LEAD.**

**PROUD OF OUR ROOTS AND UNAPOLOGETIC ABOUT OUR PASSION TO ORGANIZE AND REPRESENT FOR OUR RURAL COMMUNITIES, WE ARE 99ROOTZ — A YOUTH-LED MOVEMENT GROWING ACROSS CALIFORNIA'S CENTRAL VALLEY.**

## **WE ARE POWERFUL.**

Youth leaders are organizing and expanding our democracy to protect our rights to clean air, clean water, a free existence, and right to live with dignity.

## **WE ARE RESILIENT.**

We are proud of the diverse cultures, deep organizing roots, and commitment to community that we see all around us. We have the solutions and youth are speaking truth to power to win them — for us and by us.

## **WE ARE A MOVEMENT.**

We are youth from the rural communities of the Valley who have created a hub for youth organizing, voter engagement, culture and healing. We are changing the story about our homes and our people as we make the Valley a place where everyone is thriving, cared for, and free to be themselves.



**99 ROOTZ IS A PROGRAM OF POWERCA**, a growing statewide network of young people and families of color that harnesses the energy of young voters to transform California into a state that is equitable, inclusive and just for everyone who calls it home.



## HOW 99ROOTZ TRANSFORMS THE VALLEY

### HEALING INSPIRED BY OUR CULTURE.

We use art, culture, and healing circles to help youth find their voice. We do this by honoring the traditions of our ancestors, connecting to our collective histories, and uplifting the lived experiences of young people.

### MOBILIZING TO INFLUENCE AND EXPAND THE VOTE.

We energize young people to use their political power and train them to register people to vote and call and text young voters. We educate youth to be engaged in elections and to inform policy decisions in their local, regional, and statewide communities.

### ORGANIZING TO BRING ABOUT CHANGE.

Our grassroots organizing sets the groundwork to outreach to new and potential young voters. Young people are learning to imagine what is possible for their community, to gain the skills to make it a reality, and to act and make an impact.

**"I LOVE THE FIELDS AND DIVERSE COMMUNITY HERE IN THE CENTRAL VALLEY. 99ROOTZ ALLOWS ME TO SUPPORT MY COMMUNITY IN WAYS I NEVER THOUGHT I COULD, FROM VOTER REGISTRATION TO EDUCATION AND BUILDING UP MY PEOPLE."**

— Abel Francisco, 17



## 99ROOTZ : OUR IMPACT BY THE NUMBERS

**100**

ACTIVE YOUTH LEADERS ENGAGED IN WEEKLY ART & CULTURE MEETINGS

**200**

YOUTH LEADERS OF COLOR TRAINED IN COMMUNITY ORGANIZING AND SKILLS NEEDED TO MOBILIZE THEIR PEERS TO ORGANIZE, VOTE, AND LEAD

**MORE THAN 3,000**

YOUNG VOTERS NEWLY REGISTERED

**OVER 20,000**

YOUNG VOTERS OF COLOR CONTACTED BY TEXT FOR THE 2018 ELECTIONS

**NEARLY 21,000**

YOUTH OF COLOR CONTACTED TO VOTE BETWEEN 2018 AND 2019

## ARE YOU DOWN WITH 99ROOTZ?

Young people care deeply about their community and are investing their energy and talents to do the hard work needed to improve the Central Valley. Can we count on you to boost them with your investment? **DONATE TODAY:** Text CVLOVE to 41444; or at <https://powercalifornia.org/donate>



f /99Rootz

t @99\_Rootz

i @99Rootz

# HOMEY

*Homies Organizing the Mission to Empower Youth*

**At HOMEY, we develop woke, empowered community leaders that beat the odds. Through consistent relationships, educational support, cultural and political empowerment—our youth are challenged and supported to transform their lives.**



## OUR WORK

HOMEY builds community with youth in schools, jails and in the streets to deliver our unique brand of workshops and empowerment activities. We celebrate our rich cultural traditions and use art as a tool for healing and social change. Our social enterprise, Native Graphix, gives young people an opportunity to build new skills, while learning how to run a small business.

Every year, more than 325 community members come to HOMEY for youth leadership development, workforce training, counseling, and love. They leave our programs with more confidence, a cultural identity, and a vision for their future.

“Since I moved here from Mexico, I felt removed from my culture, resource and history until I joined HOMEY. Their Kalpulli program helped me connect with the Latino community in San Francisco and gave me a community of people I can relate to. It feels like home.”

—HOMEY Participant



HOMEY focuses on our community of Latino youth and adults in San Francisco, mainly in the Mission, Excelsior, and Bayview neighborhoods.



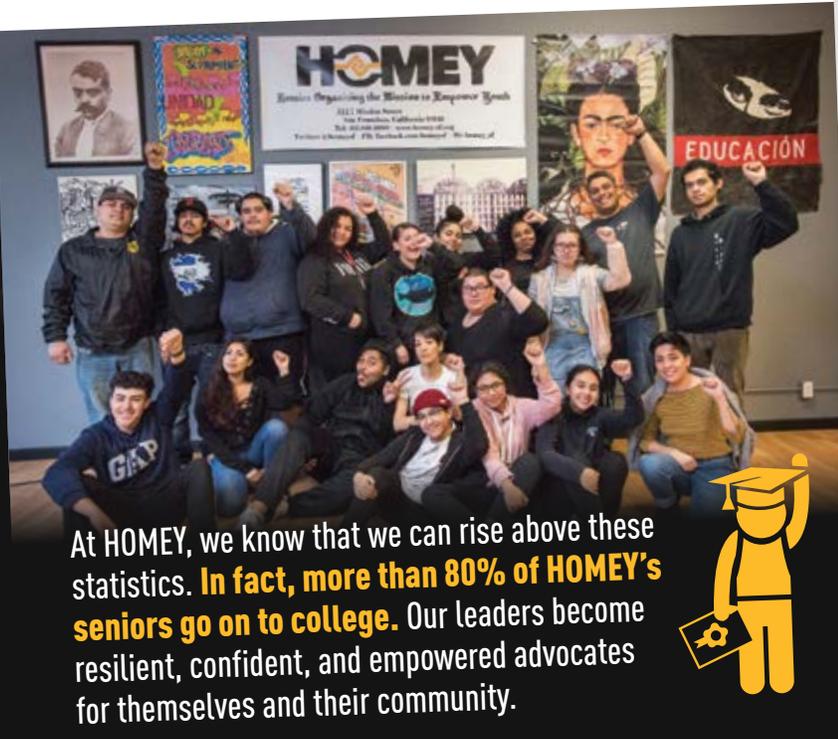
"I learned more about my culture and I learned that college is very good for you."  
— HOMEY Participant



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### Did you know that:

- » Latino students are the most likely to drop out of San Francisco high schools. They have the **2nd** lowest graduation rate and the **2nd** highest suspension rate.
- » In the San Francisco Bay Area, only **11%** of Latino immigrants and **30%** of U.S.-born Latinos hold a bachelor's degree.
- » Latino youth represent **23%** of all youth in San Francisco yet represent **28%** of the referrals to juvenile hall.



At HOMEY, we know that we can rise above these statistics. **In fact, more than 80% of HOMEY's seniors go on to college.** Our leaders become resilient, confident, and empowered advocates for themselves and their community.



## Join Us!

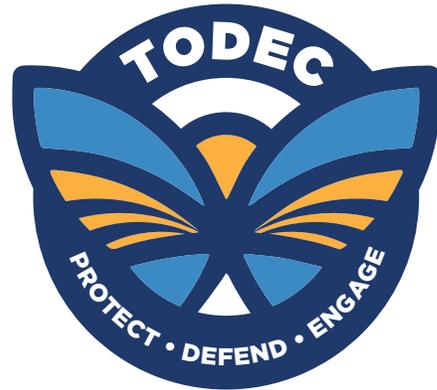
DONATE NOW AT  
[HOMEY-SF.ORG/  
DONATE](http://HOMEY-SF.ORG/DONATE)

Your investment builds the power of emerging Latino leaders. Together, we are creating a safe, loving and thriving community. Thank you for your support and partnership.

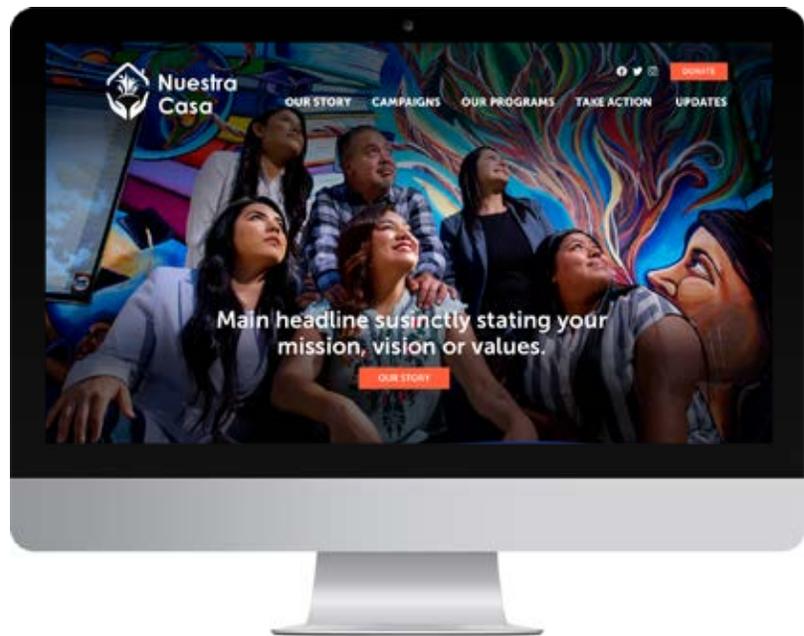
Check out **Native Graphix**, our screen printing business! [nativegraphixsf.com](http://nativegraphixsf.com)

## SNAPSHOTS OF A LOGO

# PROSPERA



## SNAPSHOTS OF A WEBSITE



# RECOMMENDATIONS FOR THE FIELD OF PHILANTHROPY

“The most valuable component was the focus on marketing, communication, fundraising, and **the shift in mindset.** This is unique.”

—Accelerator participant

## 1 Invest in people’s confidence and ability to fundraise.

It takes money and skills to raise money. Yet foundations rarely make it possible for leaders and organizations to gain the hard and soft skills necessary to do it well. The complicated relationships that people have with money, and the stigma of asking for it are real barriers to investment for immigrant and leaders of color. Addressing these barriers head on, and making sure that every powerful leader is growing their strengths as a fundraiser is a path to creating more durable and sustainable organizations.

## 2 Be a connector.

Take an abundance mindset towards relationships – the more we share our connections, the more successful our movements will be. Many Latino leaders don’t have networks or connections with wealthy people or institutions that spark investment. Funders can make the introductions to new donors and funders and actually open doors for their grantee partners to receive the resources they need to thrive. LCF made this a priority and it worked.

## 3 Meet the moment.

If the past two years taught us anything, it is that change is the only constant. Doing long-term capacity building and being in long-term relationships facilitates leaders being able to address their community’s emerging needs, pivot when necessary, and continue to meet the moment. This also starts, for funders, by

taking a risk and investing more in emerging organizations not just established institutions. Only through trust and deeper investment can we help these community leaders become durable, thriving anchors of change.

#### ④ **Center relationships.**

Change moves at the speed of trust. Real, authentic relationships take time to develop and nurture, yet are the most effective way to sustain real transformative change. We love our partners which means we tell them the truth. We show up as our full selves so that our leaders can do the same. Too often traditional philanthropic approaches build walls between funders and leaders and perpetuate harmful power dynamics. We break those walls down so that all of us can lead more authentically and with what matters most – people – always at the center.

#### ⑤ **Invest in storytelling and communications.**

The majority of change-making organizations and leaders report that communications is a critical area for growth. Yet, there are very few grants, training programs, or skill-building opportunities available to catalyze a focus on cultural branding, storytelling, and communications. We can't change the game unless we change the story. Organizations can't attract the investment they need to thrive without being able to own their impact and share their story. Photography matters just as much as the words, but few funders invest in these critical assets. More funds that allow leaders to focus on this critical need are necessary if we want to truly create social change.

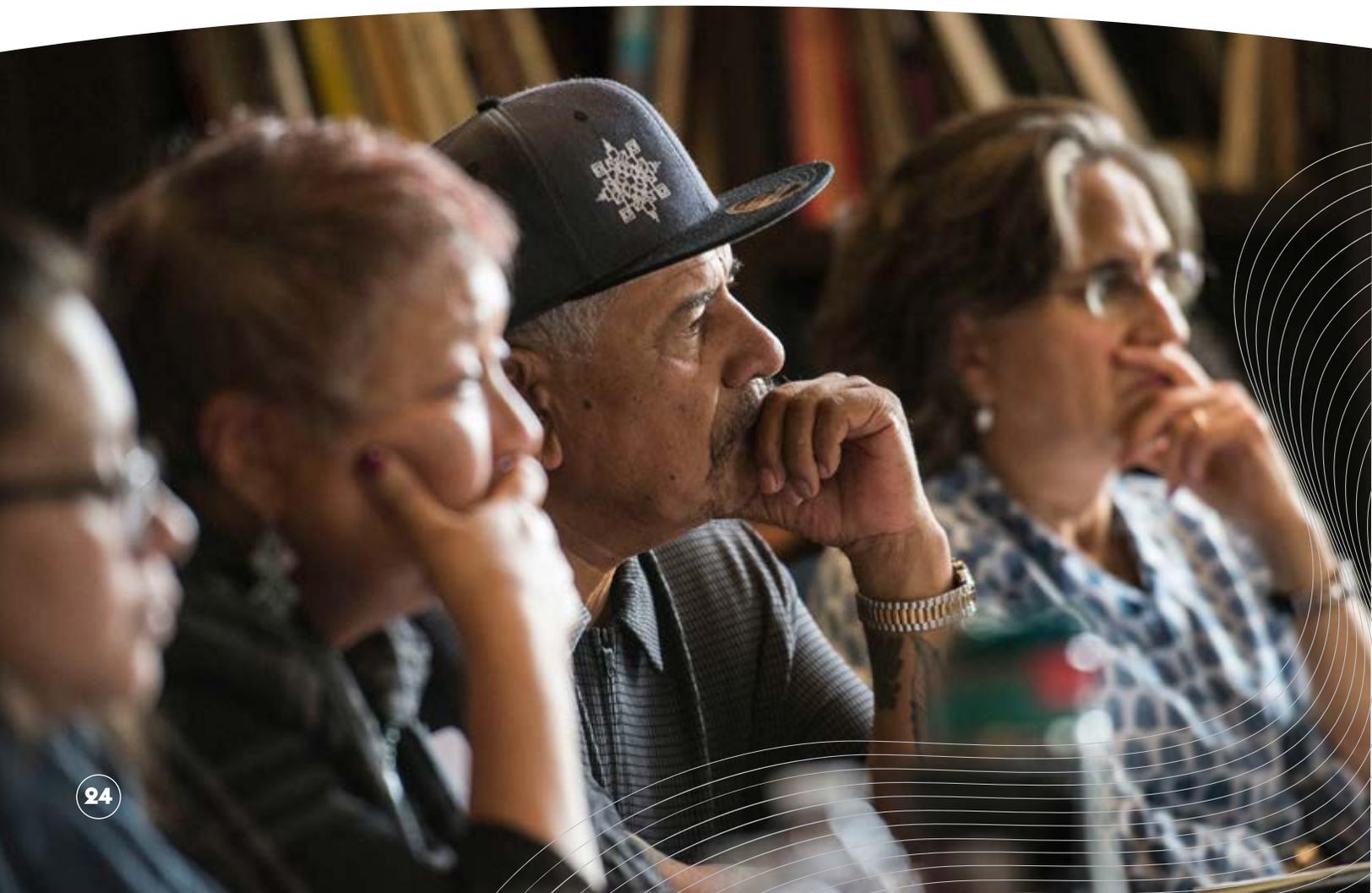


## CONCLUSION

Because of the tremendous value it provides, and despite the areas noted for improvement, participants are eager to see the Accelerator continue and grow to serve more organizations and build a strong, unified, and supported Latino nonprofit sector in California. Participants appreciate the unique approach of the LCF Accelerator, and all of the groups recommend that funders invest in this successful model.

For our communities and leaders to continue to meet the moment, we need additional investment. We need to keep mobilizing not just money, but investment of resources, connections, and love so that our communities can navigate the overlapping pandemics of COVID-19, inequity, structural racism, climate, and poverty.

We are proud to have created an innovative, powerful model that works. Just imagine what we could achieve if every Latino-led organization in California had access to this level of investment, skill-building, resources, and support?



# MIL GRACIAS!

Google.org	CISCO	Sobrato Family Foundation
Start Small Foundation	US Bank	Kapor Center
San Francisco Foundation	Bank of the West	Younger Family Fund
California Wellness Foundation	The James Irvine Foundation	Anonymous Family Fund
Public Health Institute	Akonadi Foundation	Radicle Impact
Target	Union Bank	Y&H Soda Foundation
JP Morgan Chase	Wellbeing Trust	The California Endowment
Chavez Family Foundation	Silicon Valley Community Foundation	The David and Lucile Packard Foundation

**M**il gracias to the coaches and mentors who love and support our leaders: Meredith Fenton, Shiree Teng, Jocelyn Wong, Alexa Rousso, Juan Carlos Velten, Ivy Fairchild and Jenna Carlsson. A very special thank you to photographer Bryan Patrick and our incredible design firm—Design Action Collective for their groundbreaking work. We couldn't have done this without your loving support.

Thank you to the entire LCF staff, LCF Fellows, Board members, and volunteers who believe in this vision. You move mountains every single day! Thank you for stepping into coach, support, and lift up these visionary grassroots leaders. We are forever grateful to the LCF family who lead with so much love, strength, and courage. Together, we are building the California of our dreams. Onward!





The LCF Nonprofit Accelerator Program is like no other. It brings tools and resources to a field that would otherwise be overlooked. It does so in an unconventional way, by pushing everyone's limits, with the end goal of bringing the resources our communities deserve.



# What was your FAVORITE pitch?

Send the 1 letter from the list below representing the organization!

- A. Chicana Latina Foundation
- B. CURYJ
- C. Digital NEST
- D. Faith in the Valley
- E. Fathers & Families of San Joaquin
- F. HOMEY
- G. ODAT
- H. Santa Cruz Barrios Unidos
- I. SIREN



# DEMO DAY

LATINO  
NONPROFIT  
ACCELERATOR

LATINO  
COMMUNITY  
FOUNDATION  
|||||

DECEMBER 11, 2018 • 6:00 PM • SAN FRANCISCO, CA

FATHERS &  
FAMILIES  
OF SAN  
JOAQUIN

FAITH  
IN THE  
VALLEY

HOMEY

CHICANA  
LATINA  
FOUNDATION

SANTA  
CRUZ  
BARRIOS  
UNIDOS

DIGITAL  
N.E.S.T.

SIREN

CURYJ

ODAT

LCF is not just our funder, they are part of my family. They inspire me to be the leader that I am.

—Jacob Martinez, Digital Nest



**LATINO  
COMMUNITY  
FOUNDATION**  
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The Latino Community Foundation (LCF) is on a mission to unleash the civic and economic power of Latinos in California. As the only statewide foundation solely focused on the Latino community, we bring fierce tenacity and a focus on love, trust, and relationships to everything we do. Uniquely positioned at the intersection of corporate, political and grassroots power, LCF creates and nurtures relationships designed to accelerate impact in unprecedented ways. We connect donors to emerging leaders who need investment, grassroots organizations with funding and world class capacity building, and advocates with key decision-makers with whom they can advance lasting policy change.

For more information please visit: [www.latinocf.org](http://www.latinocf.org)

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