Placer Community Foundation’s Technical Assistance Program (TAP) helps local nonprofit organizations thrive and grow -- assistance that helps them address community needs or plan for growth.

This program began in 2006 as a collection of training workshops and technical assistance grants; in 2011 Placer Community Foundation launched the Nonprofit Leadership Summit, an annual, full-day event designed to strengthen board volunteers, helping them better understand powerful tools and techniques to guide their organizations.

An independent assessment of the TAP was recently completed. Assessment findings show organizations that intensely engaged in TAP offerings reported positive impact from the foundation’s grants and nonprofit trainings enhancing board development, accountability and financial growth.

Based on these findings, Placer Community Foundation invites donors and funders to expand this program, creating vital nonprofit organizations that deliver high quality, more sustainable, more valuable community services in our region.
OVERVIEW
Since 2006, Placer Community Foundation has worked with the Nonprofit Resource Center through the Technical Assistance Grant Program (TAP) to provide a series of workshops and grants to strengthen nonprofit organizations in Placer County. These offerings included 58 grants, ten stand-alone trainings and three Nonprofit Leadership Summits, a full day event offered annually to spark full board engagement in fundraising and effective organization governance. All total, 28 different organizations of all sizes received a grant and 975 individuals representing 185 different organizations attended one or more workshops. Fund development, board governance, marketing & communication and strategic planning were the core topics presented in the workshops.

STUDY DESIGN
During fall 2013, Tracy Regis of the Graduate School of Management at the University of California, Davis conducted an independent assessment and interviewed executive leaders of twelve nonprofit organizations. The organizations were selected among a list of 185 organizations that had completed the greatest number of the thirteen training opportunities Placer Community Foundation organized for nonprofit leaders between 2006 and 2013. Of the organizations selected for interviews, all had completed six to nine workshops and nine (75%) had also received a grant, often more than one. Interviews were approximately one hour long and focused on one core question: What top three or more changes do you believe occurred in your organization as a result of this assistance? Only one organization was unavailable for comment.

FINDINGS
Participants represented nonprofit organizations of all sizes, providing a diverse array of human service, youth development, environmental and education services. Their responses identified a number of ways – understanding, products and organizational outcomes – by which TAP training and grants had an impact on the board, staff and for the organization as a whole. This section considers: a) the overall benefit of the TAP training and grants; b) the types of result reported from training workshops vs. grants and finally, c) the perceived benefit of Placer Community Foundation.

Placer Community Foundation appreciates the continued investment in this program from sponsors of the Nonprofit Leadership Fund and donors to the Community Leadership Fund
OVERALL BENEFIT OF THE TAP - TECHNICAL ASSISTANCE PROGRAM
Overall the responses are overwhelmingly positive and clustered into three key topics: board development (39%); fundraising (32%) and other technical assistance (29%).

BENEFITS OF THE TAP PROGRAM

39% Board Development
32% Fundraising
29% Other Technical Assistance

BOARD DEVELOPMENT
39% of all responses noted an impact on board development, of which the majority (27%) stated the importance of board members understanding their roles and responsibilities, particularly the need for a financial commitment to the organization. Strategic planning, developing by-laws, goal setting and board governance were also commonly noted.

“Our grant was directed to helping the board grow, become more organized and to better understand their responsibilities, distinguishing the role of board and staff. As a consequence we have grown and raised more money – our budget has doubled and we are serving twice as many or more people; we have grown in leaps and bounds.”
--Advocates for Mentally Ill Housing

“The annual Nonprofit Leadership Summits have helped us think about what a board member should do. Now every year everyone on our board has to sign a board commitment letter agreeing to a financial gift.”
--CASA – Child Advocates of Placer County

“Your grant helped us create a strategic plan and set goals and objectives for the year. Now there is self-imposed accountability and each [board] member understands what being a member of our board represents and how they are expected to contribute.”
--Sierra College Foundation

FUNDRAISING
32% of the responses pointed to the importance of fund raising skills for both board members and staff.

“We were able to better understand the science behind fundraising; for example, the best times of years to conduct outreach, the appropriate number of touch points, how to track donors, and database recommendations.”
--Placer Land Trust

“Our grant for planned giving helped us create a plan and formalize a planned giving committee. We have received a number of gifts from people in estate planning and our program has grown exponentially.”
--Placer SPCA

OTHER TECHNICAL SKILLS
29% of all responses noted an array of other skills stemming from their training or grant, including evaluation, web design, merger and personnel policies.

“The grant allowed us to complete a two year evaluation project, which has given the agency credibility by statistically stating project outcomes.”
--A Touch of Understanding

“It was an opportunity for learning… we discovered that a merger would not have been the best outcome for our organization. If we hadn’t received the grant we wouldn’t have had time or resources to complete necessary research.”
--Stand Up Placer
TYPES OF RESULTS – COMPARISON OF GRANTS AND TRAINING WORKSHOPS

Participants reported the benefit of several types of results from the grants and training – increased understanding, creating a product or plan and organizational outcomes. Yet participants reported greater practical benefit from the grants than the trainings, resulting in new plans or products for their organizations (8 compared to 2). Organizational outcomes and increased understanding were near equal for either method.

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<th>Organizational Outcome</th>
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Yet participants found a quality in the Nonprofit Leadership Summit workshops that were unique to this format, stimulating board engagement, synergy, revitalization and new networks, as reflected in these comments:

**THE NONPROFIT LEADERSHIP SUMMITS...**

“…build synergy. People come away feeling revitalized with a set of tools they can use to move forward.”

--Stand Up Placer

“…are a good opportunity for board members to be engaged and see how other organizations operate.”

--CASA – Child Advocates of Placer County

“…provide opportunities for my board to collaborate and learn about other organizations; it helps us decide how to partner with other groups and find mutually beneficial relationships.”

--The Keaton Raphael Memorial Foundation

“…are attended by an array of different nonprofit organizations; this shows what great need there is for this type of event for nonprofits in the community.”

--Auburn Interfaith Food Closet
THE SUPPORTIVE ROLE OF PLACER COMMUNITY FOUNDATION

Finally, participants reported other benefits of their relationship with the Placer Community Foundation extending beyond the grants or training received – including a perceived relationship of trust, support and assistance.

“Placer Community Foundation helped connect us to donors that supported our organization.”

--CASA-Child Advocates of Placer County and Stand Up Placer

“Staff at Placer Community Foundation are supportive and interested in how they can help. We felt comfortable reaching out to them.”

--The Gathering Inn

“Lots of benefits have come from many intangibles… friendship and partnership has been the most helpful out of everything.”

--Placer Land Trust

AN INVITATION TO SUPPORT A VITAL NONPROFIT SECTOR IN PLACER COUNTY

Based on these findings the Placer Community Foundation invites donors and funders to support and expand the TAP program, creating vital nonprofit organizations in our region.

Placer Community Foundation maximizes donor funds to sustain and grow our county’s nonprofit organizations so they, in turn, can better serve our community’s growing needs. Administered by Placer Community Foundation, the TAP program helps organizations assess progress, develop people, plan growth and manage operations more effectively. As a result, it benefits residents along the western slope of Placer County by helping organizations deliver higher quality, sustainable, and valuable community services.

Placer Community Foundation Thanks
Tracy Regis, Graduate School of Management, University of California Davis
for volunteering her time to complete this study.

And to the Following Organizations that Participated….

• Acres of Hope
• Advocates for Mentally Ill Housing
• Auburn Interfaith Food Closet
• Child Advocates of Placer County
• Friends of the Roseville Public Library
• The Gathering Inn
• The Keaton Raphael Memorial Foundation
• Placer Land Trust
• Placer SPCA
• Sierra College Foundation
• Stand Up Placer
• A Touch of Understanding
We appreciate the Nonprofit Resource Center and the many organizations that participated in our Technical Assistance Program, devoting their energies to make local nonprofit organizations strong and effective.

Access Generations
African American Lynching Memorial Foundation
African American Museum of Sacramento County
AIDS Housing Coalition of El Dorado County
ALS Association, Greater Sacramento Chapter
American Red Cross, Capital Region Chapter
American Red Cross, Sac Sierra Chapter
AMI Housing
Animal Spay and Neuter
Art League of Lincoln
Assistance League of Greater Placer
Auburn Community Cancer Endowment Fund
Auburn Community Concert Association
Auburn Placer Performing Arts Center
Auburn Symphony
Bank of America
Battle For Veterans
Best of Broadway
Big Brothers Big Sisters of Greater Sacramento
Blue Line Gallery
Boys & Girls Club of Placer County
Boys and Girls Club of Auburn
CA Child Development Administrators Association
California Youth Connection
Chana High School Expectant & Parenting Teen Program
Child Abuse Prevention Council, Placer County
City of Rocklin
City of Roseville
Clover Valley Foundation
Colla Voce
Community Collaborative of Tahoe Truckee Community Recovery Resources
Community Services Planning Council
Comstock Mortgage
El Toyon Institute
Elijah’s Jar
Eskaton Lodge
Ethel MacLeod Hart Multipurpose Senior Center
Ethika Foundation
Family Resource Center of Truckee
First 5 Placer County
Five Star Bank
Foothills Habitat for Humanity
Foresthill Divide Chamber of Commerce
Foresthill Swimming and Recreation Corp.
Friends Forever, A Cat Sanctuary
Friends of Auburn Library
Friends of Placer High School
Full Circle Treatment Center
Girl Scouts
Give Local Now
Golden Sierra Life Skills
Hannah Rose Foundation
Health for All, Inc.
HHS ASOC, Perinatal Treatment Team
Hip Hop Congress
Hispanic Empowerment Association of Roseville
HomeAid Sacramento
Horses for Healing
Housing Alliance of Placer IFoster
Junior Achievement of Sacramento
Kaiser Permanente
KidsFirst (CAPC Placer)
Koinonia Foster Homes
Kolbe Company
Latino Leadership Council
Lighthouse Counseling & Family Resource Center
Lilliput Children’s Services
Lincoln Area Archives Museum
Lincoln Arts and Culture Foundation
Lincoln Community Foundation
Lincoln Hills Foundation
Lincoln Volunteer Center
Literacy Support Council of Placer County
Live Oak Waldorf School
Magic Circle Theatre
MusicTalk
National Tax Limitation Committee
Neighbors in Deed
Nepethaneum Homes Foster Family Agency
Network of Care
New Creation Covenant Ministries
New Mourning Counseling
North Roseville REC Center
North State VIA
Northern California Chapter of the Neuropathy Association
Operation Mom
Pacific Chapter of the Neuropathy Association
Pacific Gas & Electric Company
PCAC
Placer ARC
Placer Caring Connection, Auburn Presbyterian Church
Placer Children’s Health Initiative
Placer Community Theater
Placer County District 5
Placer County Office of Economic Development
Placer County Bar Association
Placer County Community Services Commission
Placer County Law Enforcement Chaplaincy
Placer County Law Enforcement Chaplaincy
Placer County Office of Education
Placer Dispute Resolution Service
Placer Family & Youth Network
Placer Food Bank
Placer Food Closet Collaboration
Placer Hills Education Foundation
Placer Independent Resource Services
Placer Multi-Disciplinary Interview Center
Placer Nature Center
Placer People of Faith Together
PlacerArts
PlacerGrown
PRIDE Industries
Reconciliation Singers Voices of Peace
reCREATE
ReDirect Nuevo Camino
Ride to Walk
Riding High Equestrian Program
Rocklin Area Chamber of Commerce
Rocklin Community Theatre
Rocklin Historical Society
Rocklin Public Safety Volunteers
Roseville City School District Foundation
Roseville Coalition of Neighborhood Associations
Roseville Community Preschool
Roseville Homestart
Roseville Urban Forest Foundation
RURFF
Sacramento News and Review
Salvation Army Roseville South Placer
Senior Independent Services
Seniors First
Sierra Council on Alcoholism & Drug Dependence
Sierra Family Services
Sierra Foothills AIDS Foundation
Sierra Mental Wellness Group
Sierra Native Alliance
Sierra Nevada Conservancy
Sierra Vista Community Center
Sikh Temple School & Library
Simplicity, Inc.
South Placer Heritage Foundation
St. Vincent de Paul Society
Star Eco Station/Star Education Strategies
Sugar Plum Fairies
Support, Education & Advocacy for Moms [and Dads] of Children with Special Needs
SureWest Communications
Sutter Auburn Faith Hospital Foundation
Sutter Roseville Medical Center Foundation
Teens-Matter
Teichert Foundation
Tent Makers, Inc.
The Forgotten Soldier Program
The Wilderness Institute
Third Sector Resources of Northern California
UC Cooperative Extension - Nutrition BEST
United Advocates for Children of California
United Outreach
Voices for Children
Warmline Family Resource Center
Women of Worth
Workforce Housing Association of Truckee Tahoe