

# Added Value

Timely Info from Karen Eber Davis Consulting

New Year 2003

***One neat thing about The Venice Foundation is that we have the ability "to stay at the table."***

## **An Interview with Teri Hansen, Executive Director of the Venice Foundation**

This November, *Added Value* interviewed Teri A. Hansen, President and CEO of The Venice Foundation. Ms. Hansen moved to the community to join The Venice Foundation in February 2000. The Foundation is the largest community foundation in Florida and 47<sup>th</sup> in the country out of more than 600. Our interview starts with some of Teri's thoughts about the area.

*Q. What impressed you most about the Venice/Southwest Florida area from a "newcomer's" eyes?*

Potential. Here in this growing area, we have people coming from other places with a variety of resources and many diverse interests, talents and experiences. Most of these communities are relatively new, and in some places, new ones are being formed right now. All of these various people with their experiences, often, very successful experiences, give the area the chance to become a community of best practices.

*Q. What areas hold the most potential for growth?*

Every aspect of the community, including every philanthropic institution and government, is involved in creating and supporting "social capital." Social capital is the degree of connectedness we have with each other. Dr. Robert Putnam (*Bowling Alone*, © 2000) studied social capital and found that people who have good social capital experience a variety of positive impacts. These range from fewer colds to higher SAT scores. The Foundation may work with the Saguaro Seminar (associated with Harvard Business School) to measure the area's social capital. One of our long-term initiatives will be to find ways to support and grow healthy social capital.

*Q. What is your vision or the vision of the board of The Venice Foundation? What can this community become because The Venice Foundation was here?*

Since we know more population growth

## **Karen Eber Davis Consulting**

Karen Eber Davis Consulting helps nonprofit organizations achieve their vision through planning and grants. Since 1993, the firm has served more than 100 clients from social service, education, arts, government, religious, environmental and healthcare institutions. The firm has helped them to both to improve their organizations and obtain millions in funding each year.

The logo for Karen Eber Davis Consulting, featuring the word "Ked" in a stylized, cursive font with a small star above the letter 'd'.

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is coming, we have the chance to provide resources for this growth rather than just wait for it. Non-profits here face tremendous pressure because of population growth. The Venice Foundation will be able to work with these groups to help them find ways to increase their capacity and sustain themselves while it happens. Funding from The Venice Foundation can provide us opportunities to take preventative actions, rather than to respond after the fact. Ideally, with these and other efforts, we will be able to stay a healthy community by investing in preventative activities.

One neat thing about The Venice Foundation is that we have the ability “to stay at the table.” Elections, funding and other issues impact government, nonprofits and businesses. Since The Venice Foundation is funded in perpetuity, we can stay at the table for a long time about a particular issue, even if the issue is no longer popular.

*Q. What sources do you refer to or learn from and look at to identify trends and thinking?*

Our website includes a number of resources ([www.tvf.org](http://www.tvf.org)) At the site click on the Nonprofit Resources link.

The Nonprofit Resource Center is also very helpful (1226 N. Tami-ami Trail, Suite 202, Sarasota, FL 34236, 941/365-8751.) Non-profits should also check out their industry resources... the arts, health care and so on.

It is also important that organizations be versed in the work of those who are studying change, like John Kotter (*Leading Change*, © 1996, *The Heart of Change*, © 2002.) Change is not going away. At the

## Updates:

### ***Local Sources , More Local Sources 2002-2003 Editions***



*Local Sources* is an easy-to-use, in-depth grant reference for Charlotte, Manatee and Sarasota Counties, Florida. It lists deadlines, contacts, application requirements, board members and amounts funded for more than 100 grant sources. The companion edition, *More Local Sources*, contains a list of 150 funders who do not meet the size or other criteria to be in *Local Sources*, but are of interest to many development offices.

Here are several updates since the last *Added Value* newsletter:  
***Local Sources*** :

p. 64. **D. R. Long**, Address change to: 3940 Somerset Drive, Sarasota FL 34242.

***More Local Sources*** add:

**Blue Foundation**, awards up to \$1 million per year, for more information check the Internet or call 1-800-477-3736, ext. 63215.

**Jacob L. and Adelaine M. Barowsky Foundation**, 4436 Calle Serena, Sarasota, FL 34238, Assets: \$94,870, Source: *Sarasota Herald Tribune*.

**Nesta O. Magnuson Foundation**, 2055 Wood Street, Suite 120, Sarasota, FL 34237, Assets: \$93,898, Source: *Sarasota Herald Tribune*.

Cleveland Foundation, we worked through a change initiative. Some colleagues thought there would be a conclusion. Change, however, is not going to stop – it’s going to be with us.

*Q. Anything you would you like leaders of nonprofit organizations to know?*

Whatever you expect your constituents to be doing, start internally within your own organization first. Here at The Venice Foundation, we are working toward doing evaluations of our grantees. To prepare for that work, first, we are in the process of evaluating ourselves.

*Thank you  
Teri A. Hansen.  
We look  
forward to your  
leadership here  
and the  
fruits of your work  
at  
The Venice Foundation.*



# Mini Planning Workshop for Your Board

*A special offer for groups who make reservations before March 1, 2003*

“If only my board had come along” is a frequent comment we hear at our workshops. Now, we can work with a limited number of local boards to provide a custom-designed, 60 minute workshop at your location. The workshop will increase your board’s understanding of grants and help them explore how they can complement staff’s efforts in this area.

Based on your organization’s needs, the workshop might include components like:

- Developing realistic expectations,
- Activities most likely to be grant funded,
- The costs and benefits of using grant sources, that is when to say “no thanks” or “yes, please,”

- Possible sources for your needs,
- The importance of organizational credibility,
- The percent of your budget grants might support,
- Ways you might use grant funds to seed other fund raising needs,
- How often to request from the same funder or
- How to develop and prioritize a grant funding plan.

This session can leave your board with realistic expectations, insights on how they might help your organization grow plus the tools you need to pursue local grants.

This opportunity includes:

- The Mini-Workshop – an hour session.
- A forty-five minute follow-up meeting with up to three key people (possibly the Executive

Director, Grant Writer and Board Chair) to identify grant opportunities and plans.

- A copy of *Local Sources* 2002-2003 and *More Local Sources* 2002 (\$95 and \$30 or a \$125 value) labeled to indicate sources of interest to your organization.
- Your organization’s value for this planning and information can easily exceed four or five times the special price of \$500. Valid only for meetings scheduled before March 1, 2003.

Call today at 941-924-4860 to reserve a date or to discuss other board planning needs.



## To Order or Request Information

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For orders, please enclose a check made out to: Karen Eber Davis Consulting for total. Mail to P.O. Box 15464 Sarasota, FL 34277. Telephone: 941-924-4860. Prepaid only.

# \_\_\_\_\_ of copy(ies) of *Local Sources* at \$95 each. \$ \_\_\_\_\_

# \_\_\_\_\_ of copy(ies) of *More Local Sources* at \$30 each. \$ \_\_\_\_\_

# \_\_\_\_\_ of copy(ies) of *How to Run a Great Meeting* at \$6 each. \$ \_\_\_\_\_

# \_\_\_\_\_ of copy(ies) of *How to Enlist Great Help* at \$6 each. \$ \_\_\_\_\_

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Is your inbox full to overflowing? Would you like to receive this newsletter by email? If so, please email us at [kedconsulting@att.net](mailto:kedconsulting@att.net). We will send you the next issue electronically.



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### Because You Asked For This Help

In our nonprofit work over the past decade, we learned that you wish to improve your effectiveness 1) by running or being part of better meetings and 2) by finding more people to help you with your work. To respond to these two needs, we created two, information-packed publications that outline essential information about "how to do" these tasks well. Since your time and resources are so precious, we provide both *How to Run a Great Meeting* and *How to Enlist Great Help* in a workshop-in- a-brochure-form that will quickly provide you or a small group this essential information at a reasonable price (\$6 each.)

Why not make 2003 the year your organization's meetings are great? How about making this year the start of enlisting the coworkers you need? Order copies of each publication for you, your staff and your board today. These are two tasks that you and your co-workers will encounter repeatedly in the new year. . . and now you have a chance to help everyone to do them well for your organization's ongoing benefit.

Free handling on both publications. Note on order form.

### Survey Enclosed

**Please take a minute and fill out the enclosed survey post-card. We'll provide you the results of the information we gather.**



**Best wishes for a wonderful  
New Year with lots of  
Added Value in your work!**