

# Nonprofit Repositioning Fund



---

## Mission

The Nonprofit Repositioning Fund supports long-term, strategic alliances and collaborations to build organizational sustainability and improve program and service delivery across the 5-County Greater Philadelphia Region.

---

## We Believe

In a rapidly changing environment for the region's nonprofits, long-term collaboration can be an effective strategic option to enhance performance for two or more organizations - where the resulting whole can be greater than the sum of its parts.

---

## The Need

The nonprofit sector is of fundamental importance to the Greater Philadelphia region. With a total of over \$11 billion in annual wages, the sector is one of the major economic drivers of the region's economy.

Despite an active and vibrant regional nonprofit sector, some of the region's individual organizations struggle with issues of insufficient scale, duplication of effort, undefined leadership succession, limited public and private sources of revenue, and high back office costs. In the face of these challenges, nonprofits may find it difficult to achieve their missions in meaningful and measurable ways.

In recent years, individual funders in the region have supported many long-term collaborations to help Greater Philadelphia's nonprofits secure and strengthen themselves. Based on this experience, and in response to requests from the nonprofit community, these and other funders are now pooling their resources in the Repositioning Fund in order to achieve greater impact.

We make Exploratory and Implementation grants to encourage and support formal, long-term collaborations between and among two or more nonprofit organizations.

These include alliances, back-office consolidations, joint ventures, mergers, and acquisitions.

The Fund is hosted by The Philanthropy Network and administered by The Philadelphia Foundation.

# Our Objectives

- Provide funding support and a safe space in which to explore and implement well-conceived formal long-term collaborations between and among nonprofits
- Learn from and elevate examples of successful collaborations as a means to inspire further market movement in a rapidly changing external environment
- Further develop the region's capacity to provide wise and experienced technical assistance to nonprofits exploring these collaborative opportunities
- Model collaboration as a group of funders unified around a vision and pooled funding to strengthen the region's nonprofit sector through strategic alliances and restructuring opportunities
- Routinize the consideration and practice of strategic alliances and restructuring as an important option for nonprofit leaders, boards, and funders

## How the Fund Makes Grants

The Fund responds to requests for support on a rolling basis. Grants are reviewed and made by a committee of the nine funders. To be eligible for review, each partnership must designate one specific "lead" organization.

Successful applicants must engage in the following steps to receive Exploratory or Implementation grants:

1. Referral or direct inbound inquiry
2. Introductory phone call with the Fund Director and the executive directors and/or chairpersons of respective nonprofits
3. Confidentiality agreement (if requested)
4. Director invites proposal
5. Proposal completed using online grant application
6. Fund Director proposal review and analysis
7. Due Diligence calls/meetings with Director (as needed)
8. Development of mutually agreed-upon grant terms and metrics of success
9. Director to prepare internal grant recommendation documentation for Governance Committee Review
10. Approval of grant commitment by the Governance Committee
11. Recommendation of grant by Philanthropy Network to The Philadelphia Foundation, and issuance of grant with funding agreement
12. Monitoring and reporting (for up to two years after completion of Implementation grants)



For more information regarding the Nonprofit Repositioning Fund, please contact:

Nadya K. Shmavonian | Director  
(215) 790-9700 ex. 16 | [nadya@repositioningfund.org](mailto:nadya@repositioningfund.org)

Or visit our website at [www.repositioningfund.org](http://www.repositioningfund.org)