Impact100 DC
Nonprofit Workshop
2027 Grant Cycle

Impact100™ DC

We will begin in a few minutes.
This session will be recorded.
Please use the chat function for questions to be answered during Q&A at the end.

AGENDA

1. About Impact100 DC
2. Grant Eligibility
3. Grant Evaluation Process
4. Grant Application & Process
5. Application Best Practices
6. Policies

Impact100 Model

At Least 100 Women Come Together

Each Woman Donates $1,000

$100,000 is Donated to a Local Charity

IMPACT100 DC MISSION AND VISION

Mission

Impact100 DC is an all-volunteer women's philanthropic community dedicated to improving lives in the Greater Washington, DC area by collectively funding high impact grants to local nonprofit organizations

Vision

- To address unmet needs in our community, prioritizing those that result from systemic racism and structural inequity;
- To create and sustain a *diverse community* of dynamic women committed to *building bridges* across the wide demographic divides in the Washington DC area; and
- To empower *women as philanthropists* and *leaders*.

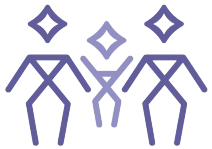
APPLICATION FOCUS AREAS

Education

Includes organizations that expand or improve learning opportunities for students who lack access to a quality education, including projects focused on providing early childhood education, language and literacy skills training, and tutoring and mentoring, as well as programs providing high school graduation rates and/or enrollment in higher education, especially for populations that have experienced systemic racism or discrimination.

Arts & Culture

Includes organizations that foster greater exposure to or participation in the arts, expand arts education, or use art as a medium for creative expression. Priority will be given to programs that target residents in underserved communities that have lacked access to quality arts programs.



Family

Includes organizations that support the lives of individuals, children, families, and seniors, especially but not limited to *immigrant communities and people of color who have been the subject of systemic racism,* focusing on housing, living wage, food insecurity, job skills training, and other basic needs.

Recreation, Environment and Preservation

Includes organizations that focus on improving recreation sites, creating, restoring, or revitalizing recreational facilities or spaces; and enhancing community safety. Additionally organizations preserving the natural and/or built environments; promoting environmental justice, fighting climate change, and/or conserving natural resources;

Health & Wellness

Includes organizations that address access to health care and that seek to improve the physical or mental health of people who experience discrimination, including people of color, the disabled, and incarcerated individuals, as well as projects that foster healthy living habits and holistic wellness.

Impact100™ DC

WHO IS READING YOUR APPLICATION?

A diverse group of women who bring to the grant review process a multitude of lived experiences and opinions. We are all volunteers and not always issue-area experts.

What does that mean for our applicants?

- Deliberations are influenced by the composition of applications in the pool as well as the diverse perspectives of the group of women reviewing them.
- Each grant cycle is a new grant cycle. We anticipate the nature and type of proposals we fund will vary year to year.
- We are guided by our mission, vision, and funding priorities.
- It is up to you to tell your full story within the application itself.

2026 GRANTS TEAM

Grants Committee Co-Chairs

Dorothy Durden and Kate Rodgers

Nonprofit Outreach

Lois Nembhard - Nonprofit Liaison
Heller An Shapiro - Grantee Liaison

Arts and Culture

Education

Family

Health & Wellness

Recreation, Environment and Preservation

Finance Committee

ELIGIBILITY

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ORGANIZATIONAL ELIGIBILITY

- 501(c)(3) tax exempt organization
- Annual operating budget of $300,000 to $5,000,000
  - Partnership option (smaller organizations can partner with more established organizations to meet budget threshold)
- Three years of independently audited or reviewed financial statements and 990 tax records
- Serve the Greater Washington/DMV area: District of Columbia, Montgomery County, Prince George's County, Fairfax County, Arlington County, or the cities of Alexandria, Falls Church, and Fairfax.

PROPOSAL ELIGIBILITY

- Funding request relates to at least one of our five Focus Areas
- Proposal aligns with our goal of addressing unmet needs that are byproducts of racism and/or other structural inequities affecting marginalized populations (e.g., LGBTQIA+, immigrant communities, people of color, unhoused people, people with disabilities, veterans, etc.)
- Expend funds within 12-24 months
- Have a total funding request of at least $100,000

CRITERIA FOR PROPOSAL READINESS

- The unmet need is clear and demonstrated
- You have an established history of successfully working with target population
- Your scope of work is designed to actively pursue change and will have a positive growth impact on the community
- For formal partnerships, a detailed MOA is in place
- The budget aligns with your proposal

WE DO NOT FUND

- Debt reduction, operating deficits, interim or bridge funding or endowment funding
- Individuals or private foundations
- Activities that are religious or political in nature
- Fund drives, annual appeals, fundraising events, or general capital campaigns

ELIGIBLE, BUT ARE YOU READY?

Criteria for Organizational Readiness:

- You have a record of success and learning growth in the area of your proposal
- Your leadership team is involved and invested in organizational success
- Your staff has the experience to succeed in implementing your proposal
- You have the ability to continue this work after our funds are consumed
- Your finance team is positioned to manage an Impact Grant and fulfill compliance reporting requirements of the grant

GRANT EVALUATION

GRANT EVALUATION PROCESS

- Completed applications assigned to a Focus Area Committee (FAC) based on organization's selections in application. (*Note: we do our best to assign to first choice FAC, but cannot guarantee it.)*
- **Round 1:** Focus Area Committees review and discuss all applications based on the proposal information provided in your application. Your application should tell us who you are, what you do, and what you hope to achieve
- **Round 2:** Three semi-finalist applications selected by the FAC undergo an in-depth finance review
- **Round 3:** FAC members conduct site visits with all semi-finalists that meet finance review criteria. Each FAC selects one finalist organization to put forward to the full membership
- **Final Vote:** Finalist from each FAC are voted on by full membership to identify our $100,000 Impact Grant award recipient/s

GRANT EVALUATION PROCESS

Fair and transparent application review

- Each grant reviewer agrees to an Impact100 DC Conflict of Interest Policy
- A conflict exists if a member has a financial interest in, or exercises substantial influence over an applicant organization
- All board members or grant reviewers with a conflict of interest recuse themselves from the application in conflict
- Members agree to keep all information gained in this process confidential

FINANCE REVIEW

Finance Committee role: evaluate the financial health of the applicants

- As stewards of member donations, we assess the organization's ability to manage a $100k grant as well as the potential sustainability of the organization to continue the proposed work after our grant concludes.
- The committee analyzes the financial statements and 990's issued by the organization covering a three year period to understand trends in the organization's financial activity and risks over time, not just a single snapshot in time.
- High-level analysis of financial statement line items and disclosures to assess liquidity, sources of revenue, expenses and operating costs, current indebtedness, financial commitments, etc.
- This review may also take into consideration accounting and financial oversight structure, an organization's tenure, and history with grants of a similar nature.
- The finance committee may reach out to discuss questions on the financial information provided.

GRANT APPLICATION & PROCESS

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AI POLICY FOR GRANT APPLICANTS

Impact100 DC recognizes that applicants may use artificial intelligence ("AI") tools to assist with drafting or editing application materials. Applicants are solely responsible for the material they submit to Impact100 DC. Use of AI tools does not alter the applicant's obligation to review all material submitted to Impact100 DC for truthfulness, accuracy, completeness, and originality.

APPLICATION OVERVIEW

- An offline copy of the 2027 application is currently available on our website: www.impact100dc.org/grants for planning purposes only. LIVE application can be found at impact100dc.grantplatform.com
- FAQs are on the website. They are comprehensive - please read!
- This is a competitive grant, and the application reflects the due diligence we take in reviewing every request for funding.
- There are seven sections to the application: Eligibility criteria, applicant general information, proposal, organizational financial information, financial statement package attachments, additional attachments, and consents.

FUNDING REQUEST

This section allows an organization to explain the funding request. Make a strong and effective case for funding by clearly identifying the need and planned work.

Key Focus:

- **Identify key resources:** What do you need to address the problem? Example: Tutors
- **Define activities:** If you had the resources, what would you do with them? Ex: Tutors work 1:1 with children for two hours/day, 3X per week, for one year
- **Identify objectives:** What are your deliverables (trainings programs, workshops etc.) from your activities? Ex: Regular 1:1 tutoring sessions throughout the year
- **Define success:** What change will result in the target community as a result of your services? Ex: Participating students will increase reading proficiency by at least one grade level

FUNDING REQUEST BREAKOUT

Keep in mind:

We no longer require a detailed budget and budget narrative. Now, we are asking you to list the top five areas of expense related to your funding request by percentage of the total $100,000 grant. Common example expense descriptions are provided in the application.

illustrative Funding Request Breakout Example:

3. Funding Request Breakout

	Expense Description	Percentage of Grant
1	Salaries and Wages	25.0
2	Consulting Fees	20.0
3	Program Expenses	40.0
4	Occupancy (Rent & Utilities	15.0
5	N/A	0.0
	Total	100.0

Example Expense Descriptions

- Salaries and Wages
- Benefits and Payroll Taxes
- Professional Services and Consulting Fees
- Travel and Meetings
- Office Supplies and Equipment
- Technology, Software Licenses, and Maintenance
- Occupancy (Rent and Utilities)
- Evaluation
- Insurance, Permits, and Licensing
- Programmatic Expenses
- Training and Development
- Marketing and Communications
- Fundraising Expenses
- Other (specify)

ORGANIZATIONAL FINANCIAL INFORMATION

This section allows an organization to provide color on their current and historical financial performance, accounting governance and oversight.

Key Focus:

- Information on key funding sources and recent changes
- Accounting oversight (who is performing key functions)
- Internal controls and segregation of duties: a key internal control intends to minimize the occurrence of errors or fraud by ensuring that no employee has the ability to both perpetrate and conceal errors or fraud in the normal course of their duties.

FINANCIAL PACKAGES

This section requires an organization to include the detailed financial information necessary for our review.

Required Documents:

Independently audited or reviewed financial statements for past 3 years

- Statement of Financial Position
- Statement of Activities
- Statement of Functional Expenses
- Statement of Cash Flows
- Independent Audit (Review) Report *(must include wet signature*)

IRS Form 990 including schedules

Organizational budget to actuals

- Most recent annual (full year)
- From most recent financial statement package to the date of application submission

NOTE: *These items are not interchangeable with other internal reports. If you are not familiar with any one of these items, ask your Finance Staff.*

FINANCIAL PACKAGES

Key Focus:

- Completeness of requested documents
- Qualified independent auditor or reviewer (e.g., CPA firm, etc.)
- Sources of revenue - recurring, diversified, etc
- Adequacy of liquid assets (cash and cash equivalents on hand) to cover general expenditures, liabilities and other obligations
- Indebtedness and recent changes
- Cash flows from operations
- Other risk factors

APPLICATION PROCESS: GOOD GRANTS PLATFORM

- Online grant platform (Good Grants) opened ***Monday, October 5, 2026*** and closes at 11:59 PM on ***November 16, 2026*** https://impact100dc.grantplatform.com/
- You can start and save each time you return
- Each file upload is limited to 10MB in size
- Application content is not visible to us until you click ***submit***
- We are unable to advise on which focus area committee you should choose or answer proposal-specific questions
- We are not able to provide feedback on applications during or after the process

Incomplete applications are not reviewed

Best Practices

BEST PRACTICES

- Don’t wait until the last day to submit application. The deadline is firm.
- Fully address all elements of the question and include all requested attachments
- Clearly articulate the need statement and planned work. This is the heart of your application. Do not assume knowledge of your issue area. Be clear and concise.
- Include key data to support need statement - facts add credibility
- Proposals should clearly articulate the specific use of funding
- Define expected outcomes - we want to know how you will measure expected impact/change

BEST PRACTICES

- Align proposal budget and summary - clearly identify what you plan Impact100 DC to fund if budget exceeds $100k
- Demonstrate a plan for continuity of program and lasting impact beyond grant period
- Confirm attachment size and type - attachments are limited to **10MB**. Most common file types are accepted (PDF, doc, xls, ppt, etc.) for the relevant document request
- Resources for questions: FAQ on our website or email: grants@impact100dc.org

KEY DATES

Application Portal Opens:
October 5, 2026

Grant Applications Due:
November 16, 2026

Semifinalist Site Visits:
April 19 - May 14, 2027

Finalists Announced - Meet the Finalist Event:
June 9, 2026 (on Zoom)

Annual Celebration - Grants Awarded:
June 16, 2027 (In Person)

- Email: grants@impact100dc.org
- Website: www.impact100dc.org