



A Network for
Bay Area Changemakers





BRIDGING THE EMPATHY GAP

AGENDA

1. Welcome & Introductions
2. Bridging the Empathy Gap
3. About Full Circle Fund
4. Case Study





Empathy

Experiencing the
feelings of another



You have similar
personal experiences



Emotion



Sympathy

Understanding the
suffering of another



You acknowledge
another's circumstances



Recognition



BREAKOUT



EXERCISE

- Is the dress blue & black or white and gold?
- Find a partner who sees different colors?
- 1 min each: Explain why you see it your way.
- 1 min each: Share a situation in your daily work when someone sees a situation differently than you.
- Share out!

BRIDGING THE EMPATHY GAP

Full Circle Fund helps local non-profit organizations connect directly & effectively with key stakeholders to shape innovative solutions.



NON-PROFIT
ORGANIZATIONS



Full Circle Fund



BUSINESS
LEADERS

STRATEGIC VISION

PROBLEM

Bay Area changemakers lack the tools and community to provide local nonprofits with the resources they need to meet their increasing demand.

ULTIMATE IMPACT

Bay Area changemakers are educated, enabled and transformed to give more resources more intentionally.

MISSION STATEMENT

Full Circle Fund is a connector, convener, and catalyst bringing together Bay Area change-makers to amplify their impact by leveraging their time, talent, and dollars to accelerate social change.

IMPACT AREAS

Our work goes beyond the dollars to build leadership and organizational capacity of our grant partners in four impact areas, which we call Circles.

HEALTH



ENVIRONMENT
& ENERGY



EDUCATION



ECONOMIC
OPPORTUNITY





COMMUNITY CONVENINGS

Open to the public, Full Circle Fund Community Convenings bring together local thought leaders to provide the greater community with access to information and design thinking activities.

Past speakers include:

Al Gore, Bill Draper, Chelsea Clinton, Chris Hughes, Gavin Newsom, Kamala Harris, Muhammad Yunus



FUNDAMENTALS

These training series give our members a boost as they develop their leadership skills within the social sector. We've partnered with the San Francisco State University College of Extended Learning's Nonprofit Management department, whose professors will provide in-depth presentations on best practices.

Sessions will cover:

- Board Governance
- Fundraising 101
- Monitoring & Evaluation



Full Circle Fund



CAPACITY BUILDING WORKSHOPS

For those who cannot make a long term commitment, we provide flexible engagements—allowing all members to serve as thought partners alongside non-profit leaders.

Past workshops focused on:

- Content Development
- Strategic Planning
- Messaging
- Technical Capabilities
- Scaling
- Theories of Change





Member-Driven Annual Grant Cycle



EXPLORE

What are the most pressing **social** problems?

JAN - MAR

- Define Our Focus Areas
- Convene Experts
- Understand the Issues
- Form Inquiry Teams



VET

Who will make a profound impact?

APRIL

- Identify Leaders
- Identify Organizations
- Conduct Due Diligence
- Narrow the Field



SELECT

Who is the best match for us?

MAY

- Pitch Presentations
- Vote & Announce
- Scope the Work
- Solidify Teams



PARTNER

How do we leverage resources & deliver value?

JUNE - DEC

- Teams Get to Work
- Learn, Refine, Adjust
- Member Idea Jams
- Deliver, Measure & Evaluate





CASE STUDY

ENGAGING THE TECH COMMUNITY IN OUR MODEL



Tech isn't giving

There are over 200,000
millionaire households in the
Bay Area.

Most want to donate their time,
talent and dollars, yet, most do
nothing.



We talked to 100 tech leaders, here's what they said

“We want to work on vetted, measurable, high-impact projects that can scale”

“We need a personal connection to the work”

“We want to leverage our skills to have a meaningful impact on the causes we support”

“A donation by itself feels impersonal and unsatisfying”



Tech Leaders want to do more

We have the financial & intellectual capital,
the desire to engage our companies & peers,
the ability to use our talents & expertise,
to have a measurable impact for the greater
good.

All they need is a catalyst.



Introducing: Tech Accelerator Funds

Members give \$5,000 & 5 evenings a year
to be introduced to 5 vetted Bay Area nonprofits

Organizations receive funding, strategic capital,
advising, & connections to launch new digital
products to help solve pressing challenges.



How it works

Curate



Curate a team of advisors who nominate organizations launching a digital solution in need of funding and expertise

Recruit



Recruit 20 new members from the tech sector to join the fund

Pitch & Fund



Vetted organizations pitch to members, who then vote – three winners are chosen.

Facilitate



FCF leads four quarterly meetings pairing Members with winning organizations to leverage the resources and drive impact

2018 PILOT: CIVIC TECH ACCELERATOR FUND

Our pilot was a big success, proving the concept:

- We engaged six industry leaders as Co-Chairs
- We recruited 22 members
- We raised over \$100,000
- We accelerated 3 tech-enabled nonprofits



Our co-chairs are thought leaders working at the intersection of impact and technology

Cedric Brown
Kapor Center



**Chief of
Community
Engagement**

Donnie Fowler
Tech4America



CEO

Jim Green
Salesforce



**SVP,
Government
Affairs and
Public Policy**

Jackie Mahendra
Omidyar Network



Senior Advisor

Julie Mentor
New Door Ventures



**Managing
Director**

Chris Worman
TechSoup



**VP, Alliances &
Program
Development**

Our members are ambassadors to tech

The AdRoll logo, featuring the word "AdRoll" in a bold, sans-serif font. "Ad" is in blue and "Roll" is in black.The Google logo, featuring the word "Google" in its multi-colored, sans-serif font.The Omidyar Network logo, featuring a stylized "ON" icon in blue and the text "OMIDYAR NETWORK" in a sans-serif font.The Airbnb logo, featuring a white stylized "A" icon on a red square background, with the word "airbnb" in white lowercase letters below it.The Hustle logo, featuring the word "Hustle" in a white, cursive script font on a black square background.The Patreon logo, featuring an orange stylized "P" icon and the word "patreon" in a lowercase sans-serif font.The Salesforce logo, featuring the word "salesforce" in a white, lowercase sans-serif font inside a blue cloud shape.The Facebook logo, featuring a white lowercase "f" inside a blue square.The Kapor Center for Social Impact logo, featuring a circular icon with three overlapping circles in blue, yellow, and red, followed by the text "KAPOR CENTER FOR SOCIAL IMPACT" in a sans-serif font.The Twilio.org logo, featuring a red circular icon with four dots and the text "twilio.org" in a red, lowercase sans-serif font.

Pitch night was inspiring

“In that room, I experienced real connection happening between the nonprofits presenting and the members asking compelling questions. I realized that this is the conversation that has been missing from both sectors. This is how we’ll catalyze change.”

- Cassie Gruenstein, FCF Board member



We granted \$85,000 for civic technology

First Prize:
\$70,000



Two Runner Up's:
\$7,500 each



notifica

by United We Dream

**ONLINE
SOS**

Early indicators are positive

Members:

- 67% of Members say this is the largest gift they have given to date
- 90% of Members say they are inspired to give more in the future

Grantees:

- Are leveraging members' expertise to help bring digital solutions to market
- Have gained access to an un-tapped resource of intellectual and financial capital





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Thank You!

Keep in touch:

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