

# Sacramento Countywide Nonprofit Partnership Initiative

Community-based nonprofits play a crucial role in addressing Sacramento County's most pressing challenges, including homelessness and food access. While we often focus on their important services, their internal structures, financial strategies, and organizational systems are also crucial to sustaining their impact. This initiative is designed to strengthen the organizational capacity and long-term sustainability of community-based nonprofits serving Sacramento County residents experiencing homelessness or food access challenges.

Through a combination of training, technical assistance, peer learning, and grant funding, participating organizations will build the operational strength needed to expand their impact and better serve vulnerable communities.

The Sacramento Region Community Foundation, in partnership with the County of Sacramento, will implement this 20-month capacity building training and grant program for mid-sized nonprofits working in housing insecurity/instability and/or food access.

## Application Instructions

- **Deadline:** Wednesday, April 8, 2026
- **Location:** <https://www.grantinterface.com/Opportunity/Catalog?urlkey=srcf>
- **Questions:** Please contact Monica Haulman, Sacramento Region Community Foundation's Director of Community Impact, at [monica@sacregcf.org](mailto:monica@sacregcf.org).

## Eligibility Requirements

- Operate as a 501c3 tax-exempt nonprofit organization in good standing with the IRS, the California Secretary of State, the California Department of Justice, and the Franchise Tax Board.
- Have operated and provided services in Sacramento County for at least five years.
- Provide services in at least one of the following areas:
- Homeless Services: primarily working in the areas of outreach and engagement, supportive services for individuals experiencing homelessness, prevention and diversion programs, housing and stabilization.
- Food Access: primarily working in the areas of outreach and resource navigation related to food access, supplying fresh and nutritious food, and connecting residents to short-term and long-term food solutions.

- Organizations should also demonstrate a moderate level of operational maturity, such as:
- Have an annual operating budget roughly between \$500,000 and \$2 million
- Have a well-established leadership and governance structure with room for growth
- Have multiple paid staff

## Priority Organizations

This program is designed for nonprofits who are ready to strengthen and scale their existing operations, and who could benefit from peer collaboration. While organizations with annual operating budgets between \$500,000 and \$2 million will be prioritized, applicants slightly outside of this range may use their application to describe how their organization aligns with the program's intended scope. Organizations that are in the very early stages of developing their basic operational infrastructure are not eligible.

Because this initiative is designed to strengthen local capacity to address food access and homelessness, priority will be given to organizations whose core mission and primary programs focus on these areas. Organizations for which these services represent a secondary or limited portion of their work may be less competitive unless they demonstrate plans to significantly expand these efforts.

## Program Benefits

Beginning in May 2026 and continuing through December 2027, 10 participating organizations will each receive:

- Four semi-annual installments, totaling \$80,000, in flexible grants per participating organization (funding intended to support organizations to work on capacity building, which could include costs such as staff time to participate in this program, staff time to implement learnings, investments in building organizational infrastructure, etc.)
- A comprehensive organizational analysis and report on capacity needs and operational growth opportunities
- Technical assistance and mentorship from topic experts and experienced nonprofit leaders
- Peer learning and networking opportunities with other cohort participants and County staff
- Trainings and resources on:
  - Organizational and financial administration
  - Staff development and management
  - Executive leadership and governance
  - Fundraising and sustainability
  - Grants management and relationships
  - County funding processes
  - Marketing, communications, and community engagement

## Participant Expectations

Please note that full funding is contingent upon full participation.

- Participate in a baseline organizational assessment, including sharing documents and engaging in interviews to support the assessment.
- Participate in approximately 8-10 different training modules over the course of the project period. Each training module will include a 2-4 hour in-person training session, as well as some pre-work and follow-up, and optional office hours to consult on specific topics.
- Engage in mentor and coaching support
- Participate in three networking events at the beginning, middle, and conclusion of the program.
- Designate one primary representative who will participate consistently and help implement improvements within the organization. (Additional attendees are welcome to participate.)
- **The approximate time commitment over the entire 20-month program is estimated at roughly 200 hours.**