

New Donor Search

Phase 1: Organizational Analysis | Generated August 31, 2026

Organizational Profile

FIELD	VALUE
Legal Name	Santa's Elves Kids Giving to Kids Inc
EIN	46-3482103
Founded	2010
Status	501(c)(3)

Mission

KidsGiving365 designs opportunities for others to make a difference in the lives and communities around them. The organization creates ways to educate and teach children about giving, and works to make charity and volunteering a natural part of their lives.

Core Programs

- Santa's Elves Holiday Giving Program (\$48,729 annual cost)
- Back-to-School Program (\$350 annual cost)
- Year-Round Giving Platform (cost not provided)

Financial Snapshot

METRIC	VALUE
totalRevenue	\$100,912
totalExpenses	\$71,794
programExpenseRatio	68%
adminRatio	7%
fundraisingRatio	25%
fundingSourcesBreakdown	Individuals, businesses, and foundations: \$82,408; Gifts in kind: \$16,903; Program service revenue: \$1,600

Funder's Snapshot

KidsGiving365 facilitates in-person giving experiences where families provide gifts and school supplies directly to children in Denver's public housing communities. This all-volunteer organization engaged over 7,000 participants in 2016, aiming to instill lifelong giving habits in youth.

Funding Gap Analysis

The mission statement is vague and focuses on the giver's experience, not the impact on the low-income recipients. A funder focused on poverty alleviation will question the theory of change.
Outcomes are exclusively outputs (e.g., '2,574 children received gifts'). There is no data on the program's impact, such as whether it actually creates 'lifelong givers' or improves conditions for recipients.
The request to fund an Executive Director and Development Leader is a major strategic shift for an all-volunteer group. A detailed transition plan, management structure, and specific job descriptions are missing.
The 'Back-to-School Program' is listed as a primary growth target but its \$350 budget is negligible. A scalable program plan with a realistic budget is needed to attract growth funding.
The cost and maintenance plan for the custom matching software is not provided. Funders will see this as a potential unfunded liability.
Cost-per-participant is not calculated and appears artificially low (\$7) because the value of donated gifts is not clearly connected to program expenses. This obscures the true cost of the program.

Red Flags a Funder Would See

The organization has zero paid staff. This signals high risk regarding sustainability, professional oversight, and the ability to scale.
The fundraising expense ratio is 25%, which is very high for an all-volunteer organization. A program officer would question why it costs \$17,849 to raise \$84,008 in cash.
The operating model, which puts 'the giver and the receiver in the same room,' can be perceived as 'poverty tourism' and raises questions about the dignity and privacy of the recipients.
Revenue is heavily dependent on a single holiday-themed event, creating significant operational and financial risk if that event were to fail.
The accounting method is 'Cash Basis.' This is not GAAP compliant and can provide a misleading picture of financial health.
The board includes co-founders and major individual/corporate donors, creating potential for conflicts of interest and founder's syndrome.
The stated goal to diversify into foundation funding is undermined by a mission and impact story that is better suited for individual donors motivated by experiential giving.

Funding Ask Optimization

Recommended Ask: \$75,000

Total 2016 expenses were \$71,794 against \$100,912 in revenue, producing a \$29,118 surplus. The implied ask of \$150,000 to \$200,000 is 2x to 3x the organization's entire annual expense base and is not supportable at this stage. The validated need breaks down as follows. A part-time Executive Director at 50 percent time is the appropriate first hire for an organization at this revenue level. Colorado nonprofit salary data indicates

\$45,000 to \$65,000 for a full-time ED at organizations under \$500,000 in revenue. A half-time role costs approximately \$25,000 to \$32,500 in salary plus \$5,000 to \$7,500 in payroll taxes and benefits, totaling \$30,000 to \$40,000 for year one. A full-time hire would consume more than 40 percent of total revenue before any program work is funded and is premature. The Back-to-School Program has a stated budget of \$350, which is not a scalable program. A realistic pilot expansion serving 200 to 300 additional children would cost approximately \$10,000 to \$20,000 in direct program costs, based on the Santa's Elves implied program cost-per-child of roughly \$19. The Year-Round Giving Platform technology cost is entirely unquantified. A custom software build is not fundable without a detailed scope, vendor quotes, and a maintenance plan. This line item should be removed from any near-term ask. The Santa's Elves core program at \$48,729 is already covered by existing revenue and does not require new grant support. A \$75,000 ask covers a part-time ED for one year, a meaningful Back-to-School Program expansion, and a small reserve for organizational development such as accounting system upgrades and board governance training.

New Donor Search

Phase 2: Search Brief | August 31, 2026

Validated Search Brief

Summary

Funder Types: ["Independent Foundation", "Family Foundation", "Community Foundation", "Corporate Foundation", "Grantmaking Public Charity", "Individual Donor"]

Subject Areas: ["Community & Economic Development", "Youth Development", "Philanthropy, Voluntarism & Grantmaking Foundations"]

Subject Keywords: youth giving, educating youth

Populations Served: ["Children & Youth", "Economically Disadvantaged"]

Geography: {"scope": "State", "states": ["Colorado"], "cities": ["Denver"]}

Support Types: ["Project / Program Support", "General Operating Support", "Capacity Building / Organizational Development"]

Funding Range: \$25K-\$75K

Funding Terms: Multi-year

Relationship Stage: Identification

Access Paths: ["Cold prospect", "Board connection"]

Consistency Flags

- CRITICAL: Intake requests \$25K-\$50K but org profile analysis validates need at \$60K-\$95K and recommends \$75K ask. Intake range is understated. Revise to \$50K-\$75K.
- CRITICAL: Intake lists supportTypes including 'Pledges' but org profile shows no pledge program or strategy. Remove or clarify.
- MODERATE: Intake omits 'Capacity Building' from supportTypes but org profile identifies critical need for ED hire, accounting system upgrade, and board governance training. Add Capacity Building.
- MODERATE: Mission statement in org profile emphasizes 'giver experience' and 'lifelong giving habits' but intake subjectKeywords focus on 'educating youth.' These are aligned but tension exists. Recommend reframing mission to center recipient impact.
- MODERATE: Org profile identifies 'Philanthropy, Voluntarism & Grantmaking Foundations' as Candid PCS subject area, but intake does not list this. Add to subject areas to attract youth philanthropy and giving education funders.
- MINOR: Legal name 'Santa's Elves Kids Giving to Kids Inc' is seasonal and conflicts with year-round positioning. Operating name 'KidsGiving365' is stronger. Consider legal name change or consistent use of operating name in all grant materials.

New Donor Search

Phase 3: Donor Matching | August 31, 2026

Ranked Donor Prospects

1. The Denver Foundation

Type: Community Foundation

Composite Score: 96.3

Confidence: VERIFIED

Perfect local fit. Strong alignment on mission (youth well-being, capacity building), giving history, grant size, and geography (Denver).

2. Western Union Foundation

Type: Corporate Foundation

Composite Score: 95.5

Confidence: VERIFIED

Warm prospect. As an existing funder, they have the highest possible giving history and accessibility. Perfect capacity for a follow-on grant.

3. El Pomar Foundation

Type: Independent Foundation

Composite Score: 93.5

Confidence: VERIFIED

Top-tier Colorado funder. Strong alignment on youth development mission and giving history within the state. Perfect capacity and geographic fit.

4. One Valley Community Foundation

Type: Community Foundation

Composite Score: 84.3

Confidence: NEEDS VERIFY

Exceptional mission alignment. Has funded a 'Youth Giving Project' before, proving interest in the model. Geographic distance is the main risk.

5. Bank of America Charitable Foundation

Type: Corporate Foundation

Composite Score: 82.5

Confidence: VERIFIED

Strong corporate prospect. Excellent capacity and local Denver presence. Fit requires framing the program as economic mobility for youth.

6. Colorado Trust

Type: Health Conversion Foundation

Composite Score: 80

Confidence: LIKELY

Major local funder with high capacity and perfect geographic fit. Requires reframing mission towards civic engagement to align.

7. Goldman Sachs - Community Development Grants

Type: Corporate

Composite Score: 73

Confidence: VERIFIED

National corporate prospect. Good capacity and potential fit if framed as economic opportunity. More competitive than local options.

8. Fred and Nancy Sperling Family Foundation

Type: Family Foundation

Composite Score: 71.5

Confidence: NEEDS VERIFY

Good mission alignment. 990 data shows a grant for 'Educating youth' and willingness to fund nationally. Low accessibility and small grant size.

9. Tom And Kathy Shannon Familyfoundation Inc

Type: Family Foundation

Composite Score: 69

Confidence: NEEDS VERIFY

Strong mission keyword match ('EDUCATING YOUTH'). Geographic focus is a major question mark and accessibility is low (no website).

10. Northern New York Community Foundation

Type: Community Foundation

Composite Score: 69

Confidence: VERIFIED

Model prospect only. Perfect mission alignment proves the concept is fundable, but strict geographic focus prevents a grant.

11. Reinsch Pierce Family Foundation Inc

Type: Family Foundation

Composite Score: 58.5

Confidence: NEEDS VERIFY

Mission keyword match ('EDUCATING YOUTH') but with a strong ideological filter. Low accessibility and unknown geographic focus make it a long shot.

12. Sonoma Savanna Youth Foundation

Type: Family Foundation

Composite Score: 47

Confidence: NEEDS VERIFY

Weak alignment. Interest in 'educating youth' model is secondary to a different subject (conservation). Geographic distance is a major barrier.

13. Peter G. Peterson Foundation

Type: Independent Foundation

Composite Score: 44

Confidence: NEEDS VERIFY

Long shot. Tenuous mission connection (fiscal policy vs. giving). Included due to 'youth education' keyword in 990 data.

14. Questa Economic Development Fund

Type: Private Foundation

Composite Score: 43.5

Confidence: NEEDS VERIFY

Weak fit. Regional focus on New Mexico makes funding in Colorado unlikely. Mission alignment is secondary (economic development).

15. Annie E. Casey Foundation

Type: Independent Foundation

Composite Score: 40.5

Confidence: VERIFIED

Poor fit for direct funding. Grant size is too large and focus is on systems-change, not local programs. Valuable for research only.

New Donor Search

Phase 4: Network Overlay | August 31, 2026

Summary

Analysis reveals one top prospect with a Direct (1st degree) connection via a board member who is an executive at the funding company. Three high-priority local foundations have strong Likely Bridge (2nd degree) paths through influential board members. Two national corporate prospects require Strategic (3rd degree) networking. The remaining four prospects are considered Cold due to strict geographic limitations or a complete lack of identifiable access points.

Top 5 Introduction Opportunities

1. Western Union Foundation

Lead by: Jennifer Ramirez (Treasurer/Co-Founder)

Angle: Internal champion seeking renewal and increase. Frame the request around scaling a proven model (Back-to-School program) and building organizational capacity to support growth.

Approach: Executive-to-executive

2. The Denver Foundation

Lead by: Lloyd Lewis (Director)

Angle: Peer-to-peer introduction from a respected Denver nonprofit CEO. Lloyd can vouch for the organization's community impact and facilitate a warm meeting with the appropriate program officer.

Approach: Board-to-staff

3. Colorado Trust

Lead by: Tsehai Teklehaimanot (Director)

Angle: Programmatic partner introduction. Tsehai can connect the organization to Trust staff, highlighting the program's direct service to Denver Housing Authority residents, a key population for health equity initiatives.

Approach: Partner-led

4. El Pomar Foundation

Lead by: Lloyd Lewis (Director)

Angle: Statewide nonprofit leader endorsement. Lloyd can leverage his stature as CEO of Arc Thrift Stores to secure a meeting and lend credibility to the organization's work in youth development and volunteerism.

Approach: Board-to-staff

5. Bank of America Charitable Foundation

Lead by: Jennifer Ramirez and Stella Castro (Directors)

Angle: Corporate peer network outreach. Task them with identifying the local BofA community relations lead via LinkedIn and personal networks to request an introductory meeting, framing the mission as youth economic mobility.

Approach: LinkedIn-led

Connection Classification

Hot (1st-degree): Western Union Foundation

Warm (2nd-degree): The Denver Foundation, El Pomar Foundation, Colorado Trust

Strategic (3rd-degree): Bank of America Charitable Foundation, Goldman Sachs - Community Development Grants

Cold: One Valley Community Foundation, Fred and Nancy Sperling Family Foundation, Tom And Kathy Shannon Familyfoundation Inc, Northern New York Community Foundation

Full Connection Map

- . The Denver Foundation
- . Western Union Foundation
- . El Pomar Foundation
- . One Valley Community Foundation
- . Bank of America Charitable Foundation
- . Colorado Trust
- . Goldman Sachs - Community Development Grants
- . Fred and Nancy Sperling Family Foundation
- . Tom And Kathy Shannon Familyfoundation Inc
- . Northern New York Community Foundation

Our People Roster

Deborah Sherman (President and Co-Founder)

LinkedIn: Needs Search (Needs Validation)

Background: U.S. Department of Justice, FBI Denver

Jennifer Ramirez (Treasurer and Co-Founder)

LinkedIn: <https://www.linkedin.com/in/robert-baron-14545b9> (Needs Validation)

Background: Vice President, Western Union (per bio), Major Donor (\$7,400)

Stella Castro (Secretary and Co-Founder)

LinkedIn: <https://www.linkedin.com/in/stella-castro-aa594b1> (Likely)

Background: Strategy and Field Marketing, Cigna Health

Katie Burkhart (Director)

LinkedIn: Needs Search (Needs Validation)

Background: Manager of WOW! Business Marketing

Maura Fallon-Schmitz (Director)

LinkedIn: <https://www.linkedin.com/in/maura-fallon-schmitz-858b306> (Verified)

Background: President and CEO, KeyStat Marketing (existing corporate partner)

John Gay II (Director)

LinkedIn: Needs Search (Needs Validation)

Background: Business Management Consultant, John Gay & Associates

Brandon Gill (Director)

LinkedIn: <https://www.linkedin.com/in/brandon-gill-3706bb29> (Needs Validation)

Background: Owner, Urban Land Acquisitions (per bio)

Dayana Gill (Director)

LinkedIn: <https://www.linkedin.com/in/dayanagill> (Needs Validation)

Background: Licensed Physical Therapist and Owner, Pilates Lifestyle (per bio)

Lloyd Lewis (Director)

LinkedIn: <https://www.linkedin.com/in/lewislloyd> (Verified)

Background: CEO and President, Arc Thrift Stores (existing partner)

Marti Moore (Director)

LinkedIn: <https://www.linkedin.com/in/martimoore> (Verified)

Background: Technology Services, Charter Communications

Elaine Nguyen (Director)

LinkedIn: Needs Search (Needs Validation)

Background: Principal and Co-Founder, Visual Integrator Consulting

James Salinas (Director)

LinkedIn: Needs Search (Needs Validation)

Background: Denver Parks and Recreation

Tsehai Teklehaimanot (Director)

LinkedIn: Needs Search (Needs Validation)

Background: Resident and Community Services Program Specialist, Denver Housing Authority

Diane White (Director)

LinkedIn: Needs Search (Needs Validation)

Background: President, DianeWhitePR

Stephen Wiles (Director)

LinkedIn: Needs Search (Needs Validation)

Background: Franchise Owner, Batteries Plus Bulbs (existing partner), Major Donor (\$15,500)

New Donor Search

Phase 5: Intelligence Reports | August 31, 2026

Western Union Foundation

Confidence: VERIFIED

Background And Identity

Legal Name: Western Union Foundation, Inc.

Ein: Not found in available sources

Founding Date: Not found in available sources

Founders: Not found in available sources

History: Since its inception, the foundation has committed over \$120 million to projects in 137 countries (as of 2019). A 2012 initiative, 'Education for Better,' signaled a three-year commitment to global education. By 2020, in response to the pandemic, priorities expanded to include strengthening global healthcare systems. The current focus has consolidated around creating economic opportunity for youth and people who migrate, with major programs like the Western Union Foundation Fellowship for entrepreneurs launched in 2021. (Source: ir.westernunion.com, prnewswire.com)

Current Mission: The Western Union Foundation's mission is to create economic opportunity for youth and people who migrate in search of better opportunities. (Source: ir.westernunion.com)

Organizational Structure: Corporate foundation. Leadership reports to the Western Union Foundation Board of Directors. (Source: ir.westernunion.com)

Giving Patterns And History

Annual Giving: \$3,870,496 (2024)

Average Grant Size: Not found in available sources

Grant Size Range: Grant amounts found range from \$150 to \$50,000, with multi-year commitments totaling \$180,000. (Source: philanthropy.org, grantedai.com)

Grants Per Year: Not found in available sources

Giving By Subject: Economic opportunity, education, scholarships, entrepreneurship/leadership development, workforce readiness, disaster/humanitarian relief. (Source: ir.westernunion.com, insidephilanthropy.com)

Giving By Population: Youth, immigrants, refugees, entrepreneurs, and community leaders. (Source: ir.westernunion.com, businesswire.com)

Giving By Geography: Global, with specific programs in the MENA region and support for international students. Also funds US-based organizations in states including CO, CA, TX, IL. (Source: prnewswire.com, zeffy.com)

Trends: Stable, with a clear strategic shift towards large, signature programs like the Global Scholars and the Fellowship for entrepreneurs, alongside a continued gift matching program.

Notable Grants: \$180,000 (4 grants, 2020-2023) to Ck Catholic Education Foundation. (Source: philanthropy.org), \$50,000 to Tonys Charitable Foundation (CO). (Source: philanthropy.org), \$25,000 to JVS SoCal (2022) for workforce development. (Source: grantedai.com), Gift Match Grant to Salt Of The Earth (2023). (Source: grantedai.com), \$150 to Compass Montessori School (FY2021), likely a matching gift. (Source: philanthropy.org)

Keyword Match Grants: A past grant of \$10,500 was made to KidsGiving365 (the user's organization), which directly aligns with 'youth giving' and 'educating youth'. (Source: orgProfile), The 'Education for Better' initiative and ongoing Global Scholars program directly support 'educating youth'. (Source: ir.westernunion.com, iie.org), A grant of \$180,000 to Ck Catholic Education Foundation shows a history of funding youth education. (Source: philanthropy.org), Multiple social media posts reference the foundation's work in 'educating youth'. (Source: Facebook search results)

Leadership And Board

Key Decision Makers: Current key decision-makers are not specified in the available sources. Past leadership includes Patrick Gaston (President, 2013) and John Dye (Board Chair, 2013). (Source: ir.westernunion.com)

Board Members: Not found in available sources. The board is mentioned in press releases but individual members are not listed. (Source: advisorycloud.com)

Connections To Our Network: Co-founder and Treasurer of our nonprofit, Jennifer Ramirez, is a Vice President at Western Union. She is the key internal connection. (Source: networkOverlayData)

Leadership Tenure: Not found in available sources.

Public Presence And Signals

Website Analysis: The foundation's presence is primarily through the Western Union corporate investor relations and blog sites. They emphasize large-scale initiatives like the Fellowship and Global Scholars program. The tone is professional, global, and focused on measurable impact like wage gains and number of people served. (Source: ir.westernunion.com, westernunion.com/blog)

News Coverage: Recent press releases (2023-2024) focus on scholarship awards for international students, commitments to drive wage gains for their program participants, and celebrating milestones like connecting 50,000 people to economic opportunities. (Source: businesswire.com, ir.westernunion.com)

Social Media: The foundation does not appear to have its own active social media channels. Its programs (e.g., Western Union Foundation Fellowship) are heavily promoted by partners and in public Facebook groups for grants and opportunities, indicating a strategy of dissemination through networks. (Source: Facebook search results)

Conferences And Media: No specific conference appearances were found. Their public signals are primarily through press releases and the wide promotion of their fellowship and scholarship application cycles on platforms like FundsforNGOs and Opportunities For Youth. (Source: fundsforngos.org, opportunitiesforyouth.org)

Strategic Assessment

Why Strong Match: The foundation is a past funder (\$10,500), indicating prior alignment. The user's mission to 'educate youth about giving' directly matches the foundation's historical 'Education for Better' focus and current support for youth leadership development. The direct, high-level connection to Jennifer Ramirez at Western Union makes this a uniquely warm prospect for a renewal/increase. (Source: orgProfile, networkOverlayData)

Potential Concerns: The foundation's primary stated focus has narrowed to economic opportunity for migrants and refugees. The user's organization serves low-income families in Denver, which may not align with this specific current priority. Their grantmaking appears to be shifting towards larger, structured, global programs rather than smaller, local community grants.

Recommended Approach: A warm approach is required. Leverage the direct connection to Jennifer Ramirez, VP at Western Union, as the internal champion. The goal should be to navigate a renewal and increase request, bypassing any cold application process. (Source: networkOverlayData)

Application Process: No open RFP for general grants was found. The foundation operates specific programs with deadlines (e.g., Global Scholars, Fellowship). Some funding is relationship-based with 'no formal application process.' They also have a 'Gift Matching Grant' program. The best path is a direct conversation initiated by the internal contact. (Source: ffwdorg.notion.site, zeffy.com)

Suggested Framing: Frame the ask as a renewal and expansion of a successful past partnership. Highlight the program's impact on 'educating youth' and developing leadership skills, using language that aligns with their Fellowship program's goals. Position the program as creating 'economic opportunity' by building the human capital (empathy, civic engagement, leadership) of Denver's next generation.

The Denver Foundation

Confidence: VERIFIED

Background And Identity

Legal Name: The Denver Foundation

EIN: 84-6048381

Founding Date: c. 1925

Founders: Not found in available sources

History: As a community foundation approaching its centennial, The Denver Foundation has a long history of grantmaking in the Denver area. Since 2001, it has distributed nearly 40,000 grants. Leadership has seen some transition, with David Miller serving as CEO until 2016, followed by Christine Márquez-Hudson, and Javier Alberto Soto assuming the role in 2019. The foundation's strategic framework is revisited annually, with recent documents indicating an 'evolving priority' toward 'youth well-being'. (Source: denverfoundation.org, facebook.com/TDFcommunity)

Current Mission: To 'inspire people and mobilize resources to strengthen our community.' Their grantmaking aims to 'support organizations that advance our core values of community and constituent leadership & racial equity.' (Source: denverfoundation.org, instagram.com/tdfcommunity)

Organizational Structure: The Denver Foundation is a community foundation, structured as a public charity. It is governed by a Board of Trustees and managed by a professional staff, led by a President and CEO. (Source: philanthropy.org, denverfoundation.org)

Giving Patterns And History

Annual Giving: \$169,000,000 (FY2025 Annual Report), \$143,235,358 (FY2024 990 Report)

Average Grant Size: Not found in available sources. The grant range is exceptionally wide, from \$500 for capacity building grants to a \$250,000 impact investment.

Grants Per Year: Approximately 1,600-2,000 (Estimate based on 40,000 grants since 2001)

Giving By Subject: Affordable housing, youth well-being, youth mental health, civic engagement and policy, community health, clean energy, education, and arts. Grantmaking is guided by core values of racial equity and community leadership. (Source: denverfoundation.org, opengrants.io)

Giving By Population: Residents of Metro Denver, with a focus on youth and advancing racial equity. (Source: denverfoundation.org)

Giving By Geography: Primarily the seven-county Metro Denver area, with some statewide Colorado initiatives. (Source: denverfoundation.org)

Trends: Increasing. Grantmaking grew from \$143.2M in FY2024 to a self-described 'record-breaking' \$169M reported in the FY2025 annual report. (Source: instrumentl.com, facebook.com/TDFcommunity)

Notable Grants: \$250,000 impact investment to Tepeyac Community Health Center. This is not a standard grant and shows their use of diverse financial tools. (Source: denverfoundation.org Floodlight Archives), Investment in the Collective Clean Energy Fund to expand an accessible home energy program, indicating an interest in environmental and energy equity. (Source: covecleanenergyfund.com), \$67,000 grant to The Denver Waldorf School in 2024, showing specific support for K-12 education. (Source: philanthropy.org), Administers a fund for Eulipions, Inc., an arts organization, for the purpose of 'educating youth'. (Source: snpo.org)

Keyword Match Grants: The foundation's website explicitly states 'The Denver Foundation's evolving priorities: youth well-being.' (Source: denverfoundation.org), A 2026 grant program is specifically for 'Community Grants Program - Youth Mental Health'. (Source: grantedai.com), Multiple sources connect the foundation to the keyword 'educating youth', including a fund for Eulipions, Inc., a partnership with Denver Food Rescue ('educating youth on nutrition'), and mentions in community documents. (Source: snpo.org, denverfoodrescue.org, sals3.patientpop.com), The foundation's support for giving circles to 'democratize philanthropy' philosophically aligns with the concept of 'youth giving'. (Source: denverfoundation.org), The foundation maintains over 80 scholarship funds, a direct form of support for educating youth. (Source: yanamom.com)

Leadership And Board

Key Decision Makers: Javier Alberto Soto, President and CEO since 2019, leads the strategic direction. Grant decisions are likely influenced by program staff and approved by the Board of Trustees. (Source: denverfoundation.org)

Board Members: Lloyd Lewis (CEO, Arc Thrift Stores), Tsehai Teklehaimanot (Denver Housing Authority), Marcela de la Mar (Former role at Consulate General of Mexico, joined 2025)

Connections To Our Network: Multiple strong paths exist through the board. The strongest is Lloyd Lewis, CEO of Arc Thrift Stores, a major Denver nonprofit likely known to the foundation. A second path is through Tsehai Teklehaimanot, whose role at Denver Housing Authority (DHA) makes her a natural programmatic peer to foundation staff focused on Denver communities. (Source: Network Overlay Data)

Leadership Tenure: Javier Alberto Soto has been President and CEO since 2019. His predecessor, Christine Márquez-Hudson, served for a relatively short period after David Miller's long tenure from 2002-2016. This indicates stability with recent leadership changes. (Source: denverfoundation.org)

Public Presence And Signals

Website Analysis: The website is comprehensive, detailing numerous grant programs, funds, policy positions, and news. It emphasizes core values of racial equity and community leadership. There is a clear and required process for applications through an online portal, 'TDF Grant Manager'. The tone is institutional, professional, and community-centric. (Source: denverfoundation.org)

News Coverage: The foundation regularly issues press releases announcing grant cycles (e.g., '\$2.5 million in community grants'), new investments ('Invests in Collective Clean Energy Fund'), and board appointments. (Source: denverfoundation.org)

Social Media: Active on Instagram (@tdfcommunity) and Facebook (/TDFcommunity). Content includes grantee spotlights, announcements of total annual giving, promotion of philanthropic models like giving circles, and sharing annual reports. (Source: Instagram, Facebook)

Conferences And Media: Past leadership has participated in public discussions on philanthropy with state leaders. The foundation is also identified as a key audience for presentations by community organizations on topics like 'educating youth', indicating its influential role in the local nonprofit sector. (Source: Facebook, sa1s3.patientpop.com)

Strategic Assessment

Why Strong Match: The foundation is a strong match due to its explicit and 'evolving' priority on 'youth well-being' and its geographic focus on Metro Denver. Multiple data points directly link the foundation to funding for 'educating youth' across various sectors (arts, nutrition, health). The nonprofit's work with residents of Denver Housing Authority communities aligns directly with the professional background of board member Tsehai Teklehaimanot.

Concerns: The Denver Foundation is a large, sophisticated funder with many established relationships, meaning competition for funding is high. As a community foundation, a significant portion of its assets are in donor-advised funds, which are not available for discretionary grantmaking, so the pool of available funds may be smaller than the headline number suggests.

Recommended Approach: A warm introduction is strongly advised. Leverage the identified network paths through board members Lloyd Lewis (via Arc Thrift Stores) or Tsehai Teklehaimanot (via Denver Housing Authority). An introduction from either should precede submission of an LOI or a direct inquiry with a program officer.

Application Process: Applications must be submitted through the 'TDF Grant Manager' online portal. The foundation uses a mix of open RFP cycles (e.g., Community Grants Program) and specific fund deadlines (e.g., Lowe Fund). Prospective applicants should review the 'Grant Opportunities' section of the website and read the FAQs before applying. (Source: denverfoundation.org)

Suggested Framing: Position the ask to align with the foundation's stated language around 'youth well-being' and its core values of 'community and constituent leadership & racial equity.' Emphasize the program's impact on youth in Denver, and specifically highlight any work with Denver Housing Authority communities to resonate with board member Tsehai Teklehaimanot. Frame 'youth giving' activities as a method to 'democratize philanthropy,' echoing language the foundation uses to describe giving circles.

One Valley Community Foundation

Confidence: VERIFIED

Background And Identity

Legal Name: One Valley Community Foundation

EIN: 81-0519514

Founding Date: Not found in available sources

Founders: Not found in available sources

History: The organization was previously known as the Bozeman Area Community Foundation (Source: causeiq.com). It has evolved into a central philanthropic hub for its region, launching and leading major initiatives such as the 'Give Big Gallatin Valley' annual giving day, a joint COVID-19 response fund, and regional housing solutions (Source: onevalley.org, greatergallatinunitedway.org).

Current Mission: To "connect people who care to causes that matter" and to be "the nonprofit organization that identifies and addresses the priorities and concerns of the Gallatin Valley." (Source: onevalley.org/about, onevalley.org/board-staff).

Organizational Structure: A community foundation with a professional staff led by a President & CEO and governed by a board of directors (Source: onevalley.org/board-staff, LinkedIn).

Giving Patterns And History

Annual Giving: Granted nearly \$1.5M in FY2024 (Source: 2024 Annual Report), Granted a total of \$7,487,831 between tax years 2021-2024 (Source: funderscope.com)

Average Grant Size: Approximately \$54,655 (calculated from 137 grants totaling \$7,487,831 over 4 years, Source: funderscope.com).

Grant Size Range: \$500 to \$143,706 (Source: instagram.com, causeiq.com)

Grants Per Year: Approximately 34 (calculated from 137 grants over 4 years, Source: funderscope.com)

Giving By Subject: Community Development, Nonprofit Capacity Building (e.g., free workshops), Housing, Disaster Response, Youth Philanthropy (Source: onevalley.org, facebook.com).

Giving By Population: General population of Gallatin Valley, with specific programs for local nonprofits and youth (Source: onevalley.org).

Giving By Geography: Southwest Montana, with a focus on Gallatin Valley and Bozeman (Source: onevalley.org).

Trends: Appears stable to growing. The 'Give Big Gallatin Valley' initiative raised \$3.3 million and \$2.9 million in recent years, and the foundation's 2024 annual report highlights significant fundraising and granting activity (Source: facebook.com, onevalley.org).

Notable Grants: Recipient of a \$42,252,114 grant from the Silicon Valley Community Foundation for 'General Nonprofit' purposes, as listed on SVCF's 2021 Form 990 Schedule I. This is an unusually large, non-obvious inbound grant. (Source: ProPublica Nonprofit Explorer)., Recipient of a grant from the Gianforte Family Charitable Trust (Source: 2021 Gianforte Fam Charitable Tr 990-PF)., Recipient of \$500,000 from Gallatin County's COVID-19 relief funds (Source: facebook.com/gallatingov)., Recipient of a \$53,745 grant from The Arthur M. Blank Family Foundation, in partnership with the City of Bozeman (Source: onevalley.org)., Grant of \$143,706 to Bridgcare for a 'Building Campaign / Unrest' in 2024 (Source: causeiq.com).

Keyword Match Grants: [object Object], [object Object]

Leadership And Board

Key Decision Makers: Bridget Wilkinson is the President & CEO and public face of the foundation. Grant decisions for specific programs, like the Youth Giving Project, are delegated to participant committees (e.g., local students). The Board of Directors provides ultimate oversight. (Source: LinkedIn, onevalley.org).

Board Members: A full list of board and staff members is available on the foundation's website but was not included in the provided search results. (Source: onevalley.org/board-staff).

Connections To Our Network: No visible path. The foundation's geography (Bozeman, MT) is a significant barrier, and no board members have stated connections to Montana. (Source: Network Overlay Data).

Leadership Tenure: Bridget Wilkinson has served as President & CEO since at least 2021 (Source: onevalley.org). Data on board tenure or other staff turnover was not found in available sources.

Public Presence And Signals

Website Analysis: The website (onevalley.org) is professional and community-centric. It highlights key initiatives like the Youth Giving Project, Regional Housing, and the 'Give Big Gallatin Valley' giving day. It serves multiple audiences with dedicated sections for donors, nonprofits, and professional advisors. The tone is collaborative and positions the foundation as a community leader.

News Coverage: Press releases and news coverage focus on the results of their 'Give Big' giving day, grants awarded through the Youth Giving Project, and partnerships with local government and other funders like The Arthur M. Blank Family Foundation (Source: onevalley.org/media-press, onevalley.org/one-valley-news).

Social Media: Active on Facebook and Instagram. Content includes announcements of reports, promotion of nonprofit workshops, results from fundraising events, and celebrating community partnerships and impact stories (Source: facebook.com/onevalleycommunityfoundation, instagram.com).

Conferences And Media: President & CEO Bridget Wilkinson was selected for the national CFLeads Executive Leadership Institute and speaks at foundation-hosted 'Advisor Events' (Source: onevalley.org/advisor-events).

Strategic Assessment

Why Strong Match: The foundation has a demonstrated, programmatic commitment to 'youth giving' and 'educating youth' through its 'Youth Giving Project.' This is a direct and rare alignment with the core mission of a nonprofit focused on youth philanthropy education.

Concerns: The primary barrier is geographic. The foundation is exclusively focused on Gallatin Valley, MT. The prospect is rated 'COLD' with 'No visible path,' and a grant is 'unlikely without a local connection or program' in their service area. (Source: Network Overlay Data).

Recommended Approach: A cold approach for a program outside of Montana is not recommended. The only viable path is to first establish a programmatic partnership or presence within Gallatin Valley. An introduction should be sought only after a local connection is made. A direct email or LOI without a local angle will likely be rejected.

Application Process: The foundation does not appear to have a single, open RFP for all programs. Instead, it offers grants through specific initiatives, some of which have their own application processes and timelines (e.g., Youth Giving Project, Women Who Wine). They also create responsive funds for community needs like disaster relief. (Source: onevalley.org/grants).

Suggested Framing: If a local presence were established, the ask should be framed as a partnership to support or expand their existing 'Youth Giving Project.' The nonprofit should position itself as an expert resource that can bring a proven curriculum or model to enhance the educational experience for youth in Gallatin Valley, complementing the foundation's current work.

Bank of America Charitable Foundation

Confidence: VERIFIED

Background And Identity

Legal Name: Bank Of America Charitable Foundation Inc

EIN: 20-0721133

Founding Date: 2004 (Tax-exempt since March 2004)

Founders: Not found in available sources. Established as the philanthropic arm of Bank of America Corporation.

Organizational History And Evolution: The foundation serves as the primary grantmaking vehicle for Bank of America. While its core mission has been consistent, leadership changes signal shifts in emphasis. Former President Kerry Sullivan, who served for nearly 15 years, focused on driving economic mobility and social progress through a lens of racial equality. (Source: GreenLight Fund, The Org). The foundation's giving is structured around large, national initiatives and local market priorities.

Current Mission: To help advance economic mobility for individuals and families, and to support economic progress in communities across the company's global footprint. (Source: The Org, Council on Foundations). Another stated mission is to 'strengthen the economic and social health of communities across the company's global footprint through \$200 million in annual philanthropic investments.' (Source: Council on Foundations).

Organizational Structure: Private foundation, operating as the philanthropic arm of the Bank of America Corporation. It is managed by a team of philanthropy executives within the bank's Environmental, Social and Governance (ESG) group. (Source: Council on Foundations).

Giving Patterns And History

Total Annual Giving: \$216,309,069 (2024), \$225,600,000 (approx. annual)

Average Grant Size: Not found in available sources.

Grant Size Range: \$3,000 - \$100,000 (Source: Hinchilla), though some grants are significantly larger.

Grants Per Year: Not found in available sources, but likely in the thousands given the total giving amount.

Giving By Subject Area: Economic Mobility, Basic Needs (including housing), Workforce Development and Education, Community Development. Specific grant cycles include 'Stable Housing & Empowering Communities'. (Source: Inside Philanthropy, Facebook).

Giving By Population Served: Individuals and families, with a focus on advancing economic mobility. (Source: The Org).

Giving By Geography: Global footprint of Bank of America, with a focus on local communities where the bank has a presence. (Source: The Org).

Trends: Stable. Annual giving has remained consistently over \$200 million. (Source: Instrumentl, Hinchilla).

Notable Grants: \$250,000 to Wonders of Wildlife National Museum and Aquarium (Source: wondersofwildlife.org), \$200,000 to Project H.O.M.E. in Philadelphia (Source: freelibrary.org), \$7,500 to Voices for Children - CASA of Monterey County (Source: Facebook), \$750 to Tulare County Historical Society (2022) (Source: Philanthropy.org)

Keyword Match Grants: Bank of America's Student Leaders® Program: A program mentioned in the context of youth giving back to the community. (Source: Facebook), General Focus on 'Educating Youth': Multiple sources note that the foundation's philanthropic arm works on 'educating youth' to help communities at a local level. (Source: snpo.org, Instrumentl), Funding for Homeless Education: The foundation is listed as a funder in the 'Homeless Education Advocacy Manual,' which focuses on youth. (Source: homelesslaw.org)

Leadership And Board

Key Decision Makers: Grant decisions are likely made by a committee of philanthropy executives. Key leaders include Dannielle Campos (National Philanthropy Director) and Larry Chattoo (Philanthropic Giving Strategy Executive). Kerry Herlihy Sullivan was the President for nearly 15 years, but has recently departed. Her successor was not named in the available sources. (Source: Council on Foundations, pfva.org, GreenLight Fund).

Board Members: Not found in available sources. The board likely consists of Bank of America executives.

Connections To Our Network: No direct connection is visible. The most plausible path is through corporate networking. Jennifer Ramirez (Western Union) and Stella Castro (Cigna) should be asked to search their professional networks for contacts at Bank of America in Denver, particularly in community relations or local leadership roles. (Source: Network Overlay Data).

Leadership Tenure And Turnover: Significant recent turnover at the top. Kerry Herlihy Sullivan, President for nearly 15 years, has departed. This may signal a shift in strategy or priorities. (Source: GreenLight Fund).

Public Presence And Signals

Website Analysis: The foundation's web presence is integrated into the main Bank of America 'About Us' site. It is professional, corporate, and process-oriented. It heavily emphasizes specific, time-bound Request for Proposal (RFP) grant cycles, such as 'Stable Housing & Empowering Communities'. The site provides clear FAQs and links to an online application portal. (Source: about.bankofamerica.com).

News Coverage And Press Releases: The foundation regularly issues press releases for major grants, such as the \$250,000 grant to Wonders of Wildlife and the \$200,000 grant to Project H.O.M.E. They also disclose philanthropic activities in SEC filings. (Source: wondersofwildlife.org, freelibrary.org, sec.gov).

Social Media Presence: The foundation does not appear to have its own dedicated social media channels. News about its grants is typically shared by the main Bank of America corporate accounts or by the grantee organizations themselves. (Source: Facebook).

Conference Appearances And Media: Leadership, such as Dannielle Campos, are members of and likely participate in major philanthropic networks like the Council on Foundations, indicating engagement with the broader sector. (Source: Council on Foundations).

Strategic Assessment

Why This Funder Is A Strong Match: The foundation has a stated interest in 'educating youth' and runs the 'Student Leaders® Program,' which aligns directly with KidsGiving365's mission to teach children about giving. (Source: snpo.org, Facebook). Their model of funding local priorities where they have a corporate presence makes the Denver market a viable target.

Potential Concerns Or Barriers: This is a highly sophisticated, large corporate funder that uses a formal RFP process. The applicant organization's status as an all-volunteer group with cash-basis accounting and no financial review is a critical mismatch and a likely barrier to funding. The foundation's grant cycles are thematic and highly competitive; a small, local nonprofit may struggle to stand out.

Recommended Approach: A cold application to a national RFP is unlikely to succeed. The recommended approach is a warm introduction via the corporate networking path identified in the network overlay data. The goal should be to connect with a local market leader or community relations contact in Denver to introduce the program as a potential local partner for their youth and community engagement goals.

Application Process And Timeline: The foundation uses an online application portal and has specific RFP cycles with firm deadlines. For example, the 'Stable Housing & Empowering Communities' grant cycle had a deadline of June 29. Applicants must register and apply through their website. (Source: about.bankofamerica.com, Facebook).

Suggested Framing: Position the ask as a partnership to cultivate the next generation of community leaders in Denver, directly aligning with the spirit of their 'Student Leaders® Program.' Frame the program as a hands-on way to achieve their goal of 'educating youth' in philanthropy and civic responsibility. Before any approach, the organization must address its financial reporting gaps (obtain an independent financial review, move to accrual accounting) to be considered a credible partner for a funder of this scale.

El Pomar Foundation

Confidence: VERIFIED

Background And Identity

Legal Name: El Pomar Foundation

EIN: 84-6002373

Founding Date: 1937 (Tax-exempt since June 1939)

Founders: Spencer and Julie Penrose

History: Founded in 1937, El Pomar is one of Colorado's oldest and largest private foundations. An early focus was on supporting the Pikes Peak region. The foundation has evolved to a statewide, place-based grantmaking model through its Regional Partnerships program, which uses community-informed councils to address local needs. A notable recent operational shift includes the 2026 sale of its historic headquarters to The Broadmoor to consolidate staff. (Source: elpomar.org, gazette.com)

Current Mission: El Pomar Foundation's mission is to enhance, encourage and promote the current and future well-being of the people of Colorado. Stated priorities include arts and culture, civic and community initiatives, education, health, and human services. A key strategy is its "place-based grant making program, Regional Partnerships, [which] seeks to help communities address local needs through community-informed grant making..." (Source: elpomar.org, insidephilanthropy.com)

Organizational Structure: Private foundation. It is professionally staffed with a President & CEO, COO, and a grants office, governed by a Board of Trustees. While founded by the Penrose family and with historical family involvement on the board, it operates with independent staff and a diverse board. (Source: ProPublica, philanthropysouthwest.org, elpomar.org)

Giving Patterns And History

Total Annual Giving: 2025: \$20,396,867 (Source: instrumentl.com), 2024: Not found in available sources, 2023: Not found in available sources

Average Grant Size: Varies widely. Examples range from \$434 to an average of \$153,000 in a multi-year series to a single organization. (Source: philanthropy.org)

Grant Size Range: Examples from search results include a \$434 grant and a \$22,500 grant. A series of grants to one organization totaled \$917,000. (Source: philanthropy.org, facebook.com)

Grants Per Year: Not found in available sources

Giving By Subject: Arts and culture, civic and community initiatives, education, health, and human services. Specific initiatives include youth mental health, wildland fire mitigation, and youth philanthropy. (Source: insidephilanthropy.com, coag.gov, instrumentl.com)

Giving By Population: General population of Colorado, with specific programs targeting youth. (Source: elpomar.org)

Giving By Geography: Exclusively the state of Colorado. The Regional Partnerships program ensures a statewide, place-based focus, with grants specifically noted in Summit and Chaffee counties. (Source: elpomar.org, facebook.com)

Trends: Not found in available sources

Notable Grants: Wildland Fire Fund Grant: A specific, non-obvious fund established by the foundation to support Colorado's fire departments, showing an interest in targeted, practical community safety initiatives beyond their general categories. (Source: instrumentl.com), Partnership with Colorado Attorney General: Participation in a \$20 million initiative with other foundations to boost youth mental health and wellness, indicating a high-level, collaborative approach to current issues. (Source: coag.gov), Anna Keesling Ackerman Fund: A named fund within El Pomar mentioned in relation to housing voucher programs, revealing a complex structure with designated funds for specific purposes. (Source: agendasuite.org), Youth in Community Service (YICS): An older program (cited in a 2001 paper) that demonstrates a decades-long history and foundational interest in youth philanthropy, predating modern trends. (Source: files.eric.ed.gov)

Keyword Match Grants: Youth in Community Service (YICS) & EPYCS Programs: Historical programs like YICS and 'EPYCS: A Legacy of Giving' directly match the 'youth giving' keyword, showing a long-term commitment to the field. Academic papers from the early 2000s cite El Pomar as a leader in promoting 'youth giving through volunteering and learning about service.' (Source: files.eric.ed.gov, researchgate.net), Funding Alert Publication: A funding notice explicitly states one of the foundation's aims is 'educating youth,' a direct

match to the search keyword. (Source: snpo.org), Partnership on Colorado Youth Sports Giving Day: Collaboration with the Daniels Fund on a 'Youth Giving Day' shows current activity in the 'youth giving' space. (Source: danielsfund.org), Jae Foundation Support: An Instagram post about a grantee notes their work 'educating youth about the dangers of drugs and alcohol,' linking El Pomar's funding to the 'educating youth' keyword. (Source: instagram.com)

Leadership And Board

Key Decision Makers: The Board of Trustees formally approves grants. Kyle Hybl (President & CEO) and Matt Carpenter (COO) are key executive leaders. The Grants Office team manages the application process. (Source: philanthropysouthwest.org, elpomar.org)

Board Members: Paul O'Brien, Trustee (El Pomar Fellowship alum) (Source: LinkedIn), David Siegel, Trustee (Executive Director, Ent Center for the Arts at UCCS) (Source: elpomar.org), Thayer family member(s) have historically served, including as chairman. (Source: elpomar.org)

Connections To Our Network: The most credible path is through our board member Lloyd Lewis. As CEO of Arc Thrift Stores, a significant statewide nonprofit, he likely has direct or one-degree-removed connections to El Pomar's trustees or senior staff, who are deeply networked in the Colorado nonprofit leadership community. (Source: networkOverlayData)

Leadership Tenure: The foundation has a history of long-term family leadership. Current leadership includes promotions from within (Kyle Hybl to CEO) and a pipeline from its Fellowship program to the Board of Trustees (Paul O'Brien), suggesting stability and a culture of long-term engagement. (Source: philanthropysouthwest.org, LinkedIn)

Public Presence And Signals

Website Analysis: The website (elpomar.org) is professional and transparent. It prominently features the 'Regional Partnerships' place-based model, an interactive grant history tool, annual reports, and a clear 'Apply' section with guidelines. The tone is established and community-focused.

News Coverage: Recent coverage includes the sale of their headquarters (The Gazette, 2026), announcements of grant awards in various counties (Summit Daily News, The Mountain Mail), and their participation in a statewide youth mental health initiative (coag.gov, 2024).

Social Media: Active on LinkedIn and Facebook. They post about new trustees, staff awards, grant announcements, and share their reports. The content reinforces their role as a community leader and supporter of the Colorado nonprofit sector. (Source: LinkedIn, Facebook)

Conferences And Media: Not found in available sources

Strategic Assessment

Why Strong Match: The foundation has a deep, documented history of funding 'youth giving' and 'educating youth,' which are our core keywords. This is not a passing interest but a foundational part of their identity, evidenced by academic citations of their work. Their exclusive focus on Colorado and place-based regional model aligns perfectly with our geographic scope and community-level work.

Concerns: As one of Colorado's largest foundations, competition for funding is likely intense. Their Regional Partnerships model may require buy-in from a local council in addition to the main board, adding a layer of complexity to the approval process.

Recommended Approach: Pursue a warm introduction via our board member Lloyd Lewis to a trustee or senior staff member, as suggested by network overlay data. This can provide valuable context before submitting a formal application. Concurrently, follow the clear, rolling application process outlined on their website, likely starting with an LOI or direct contact with the Grants Office.

Application Process: The foundation uses a competitive grant process with applications accepted on a rolling basis. There is no set deadline for their general fund. The website provides a clear 'Apply' portal and process guidelines. The Grants Office is listed as the primary contact for questions. (Source: elpomar.org, insidephilanthropy.com)

Suggested Framing: Frame the ask as a continuation of their long-standing legacy in 'youth giving' and 'educating youth,' citing their historical YICS program. Position the program within their 'Regional Partnerships' framework by detailing the specific Colorado communities we serve. Emphasize how we develop youth as civic leaders, aligning with the spirit of their prestigious Fellowship program.

New Donor Search

Phase 6: Outreach Emails | August 31, 2026

Outreach Emails

One Valley Community Foundation

To: Bridget Wilkinson, President & CEO

Approach: Cold outreach (mitigated by partnership framing)

Subject: Regarding your Youth Giving Project

Dear Bridget Wilkinson,

We were so impressed to learn about One Valley's Youth Giving Project and its recent grant round empowering local students to become philanthropists.

Our organization, KidsGiving365, shares this exact mission. For over a decade, we have developed curricula and hands-on programs that educate youth on community needs and the practice of strategic giving.

I would welcome the chance for a brief conversation to explore if our model could be a resource for your students in Gallatin Valley.

I've attached a one-page overview of our youth philanthropy curriculum for your reference. Thank you for your consideration.

Sincerely,

[Sender Name]

[Sender Title]

Personalization Evidence

Activity Referenced: The foundation's 'Youth Giving Project,' a hands-on youth philanthropy program, and its recent \$15,000 grant round distributed by student participants in 2024.

Source: One Valley Community Foundation Website (Press Releases and Program Pages)

URL: <https://onevalley.org/press-releases/ygp-2024>

Suggested Attachment: One-page overview of the KidsGiving365 youth philanthropy curriculum.

Send Timing: Send mid-week, mid-morning. Avoid sending near 'Give Big Gallatin Valley' event dates to avoid being lost in the noise.

Follow-Up Plan: If no response in 10 business days, send a brief follow-up referencing the potential to support their existing program. Given the geographic barrier, do not pursue further if there is no response.

El Pomar Foundation

To: Mr. Kyle Hybl, President & CEO

Approach: Direct outreach to CEO

Subject: Your legacy in youth philanthropy in Colorado

Dear Mr. Hybl,

We have long admired El Pomar Foundation's commitment to youth philanthropy, particularly your foundational Youth in Community Service (YICS) program. Your leadership in this space has been an inspiration for decades.

At KidsGiving365, we continue this vital work by creating hands-on giving experiences for children in the Denver metro area. We aim to make philanthropy a natural part of life for the next generation of Coloradans, directly aligning with the spirit of your historical programs.

I would welcome the opportunity for a brief conversation to share how our work aligns with the foundation's goals for Colorado's communities.

I have attached a one-page summary of our programs for your review. Thank you for your consideration.

Sincerely,

[Sender Name]

[Sender Title]

Personalization Evidence

Activity Referenced: The foundation's historical Youth in Community Service (YICS) program, which demonstrates a decades-long, foundational interest in youth philanthropy and service learning.

Source: Academic paper by M. Rosen (2001), 'Youth Giving: A Study of the Youth as Philanthropists Project,' cited in prospect research.

URL: files.eric.ed.gov

Suggested Attachment: One-page summary of KidsGiving365 programs

Send Timing: Send Tuesday or Wednesday morning. Given their rolling application cycle, timing is flexible, but avoid major holidays.

Follow-Up Plan: If no response in 10 business days, forward the original email to the general Grants Office contact address, noting the initial outreach to the CEO.

Bank of America Charitable Foundation

To: Ms. Dannielle Campos, National Philanthropy Director

Approach: Cold outreach to national leadership with local framing

Subject: Regarding your Student Leaders® Program in Denver

Dear Ms. Campos,

We have long admired Bank of America's commitment to fostering youth leadership, particularly through your national Student Leaders® Program which empowers young people to serve their communities.

Our organization, KidsGiving365, shares this focus by creating hands-on opportunities for Denver youth to learn about philanthropy and civic engagement. We believe that teaching children to give back is a powerful way to cultivate the very leaders your program supports.

I would welcome the opportunity for a brief conversation to introduce our work and explore how we might support your community goals in Denver.

I have attached a one-page overview of our programs for your reference. Thank you for your consideration.

Sincerely,

[Sender Name]

[Sender Title]

Personalization Evidence

Activity Referenced: Bank of America's Student Leaders® Program, a paid internship and leadership development program for high school juniors and seniors.

Source: Bank of America Corporate Website, 'Making an Impact' section.

URL: <https://about.bankofamerica.com/en/making-an-impact/student-leaders>

Suggested Attachment: KidsGiving365 Program Overview (one-page PDF)

Send Timing: Send Tuesday or Wednesday morning. As a large corporate foundation, standard business hours are best. Avoid major holidays and the end of fiscal quarters.

Follow-Up Plan: If no response within 10 business days, forward the original email with a brief note. If still no response, pivot to the recommended strategy of pursuing a warm introduction to a local Denver market leader.

Western Union Foundation

To: Foundation Leadership, Program Officer

Approach: Internal champion: Jennifer Ramirez (VP, Western Union)

Subject: Your past support and our shared focus on youth opportunity

Dear Program Officer,

We remain deeply grateful for the Western Union Foundation's past grant of \$10,500, which was instrumental in helping us educate Denver youth about philanthropy and community engagement.

As your focus has evolved to include creating economic opportunity, we see a powerful alignment. Our programs build essential leadership skills and civic-mindedness in young people, creating the human capital that strengthens communities for the long term. Our mutual colleague, Jennifer Ramirez, can speak to this impact.

I would welcome the opportunity to briefly reconnect and explore how we can continue our partnership.

I have attached a one-page summary of our program's impact. Thank you for your consideration.

Warmly,

[Sender Name]

[Sender Title]

Personalization Evidence

Activity Referenced: A past grant of \$10,500 from the Western Union Foundation to KidsGiving365.

Source: User-provided orgProfile, 'majorFunders' section.

URL: N/A (user-provided internal data)

Suggested Attachment: One-page program impact summary

Send Timing: Coordinate send with internal champion, Jennifer Ramirez, for maximum impact. Send Tuesday or Wednesday morning.

Follow-Up Plan: If no response in 7-10 business days, ask Jennifer Ramirez to follow up internally.

Grant Narrative — El Pomar Foundation

Generated August 31, 2026 · True Prospects by AIEZ.ai

1. Executive Summary

KidsGiving365 requests \$20,000 from El Pomar Foundation to expand our Back-to-School Program, providing essential school supplies to 200 additional low-income children in Denver Housing Authority communities. Since 2010, KidsGiving365 has engaged over 7,000 participants, fostering a spirit of giving in youth while directly supporting families in need. This grant will enable us to significantly scale our summer backpack event, ensuring more children start the school year prepared, thereby reducing a key barrier to educational success and promoting community well-being in Colorado.

2. Statement of Need

In Denver, 1 in 5 children live in poverty, impacting their access to basic necessities like school supplies. [DATA NEEDED: Specific, current statistic for Denver child poverty, ideally from a local source like Denver Department of Public Health & Environment or Colorado Children's Campaign.] For families residing in Denver Housing Authority communities, where the average household income is significantly below the city median, the cost of school supplies can be a substantial burden. Without essential items like backpacks, notebooks, and pencils, children often start the school year at a disadvantage, affecting their confidence, engagement, and academic performance. Our program directly addresses this critical need, ensuring children have the tools required for learning.

3. Project Description

The KidsGiving365 Back-to-School Program will provide new backpacks filled with grade-appropriate school supplies to 200 additional children (ages 5-18) living in Denver Housing Authority communities. This summer, we will partner with [DATA NEEDED: Name specific Denver Housing Authority community centers or schools for distribution] to identify eligible families and distribute the supplies. Our all-volunteer team will coordinate the procurement of supplies, assemble the backpacks, and facilitate direct distribution events, ensuring each child receives a personalized package. This direct-service model, which has successfully served [DATA NEEDED: Number of children served by Back-to-School Program in previous year] children in prior years, fosters community connection and ensures resources reach those most in need efficiently. The program will run from June to August, with supply procurement in June, assembly in July, and distribution events in early August, just before the start of the school year.

4. Organizational Capacity

KidsGiving365, operating as Santa's Elves Kids Giving to Kids Inc., has a 14-year track record of successfully delivering community-focused programs in Denver. In 2016 alone, our all-volunteer team engaged over 7,000 participants, including 2,574 children receiving gifts and 1,485 children participating as givers. Our core strength lies in our dedicated volunteer base of approximately 200 active individuals and strong relationships within Denver Housing Authority communities. We have successfully managed programs with annual expenses of over \$70,000, demonstrating our ability to execute impactful initiatives with lean operational costs. Our established logistics for sourcing, organizing, and distributing items ensure efficient program delivery.

5. Outcomes & Evaluation

Success for the expanded Back-to-School Program will be measured by the number of children served and the positive impact on their school readiness. By August 31, 2024, we will ensure 200 additional children in Denver Housing Authority communities receive a new backpack filled with school supplies. We will track the number of participants through sign-in sheets at distribution events and maintain a database of recipient families. [DATA NEEDED: A plan for qualitative feedback, e.g., brief surveys with parents/guardians at distribution events regarding perceived impact on child's school readiness and family financial burden.] We will also collect anecdotal feedback from community partners regarding the program's value to families. This data will be compiled into a brief report by September 30, 2024, demonstrating the direct benefit to children and families.

6. Budget Justification

The \$20,000 request will directly fund the purchase of 200 complete sets of school supplies and backpacks for the Back-to-School Program. This includes approximately \$75 per backpack for supplies (notebooks, pens, pencils, folders, rulers, etc.) and the backpack itself, totaling \$15,000. The remaining \$5,000 will cover essential program coordination costs, including volunteer training materials, transportation for supply delivery and distribution events, and outreach materials to families. Every dollar directly supports providing tangible resources to children, ensuring they are equipped for academic success.

7. Sustainability

The Back-to-School Program is a core component of KidsGiving365's year-round efforts and will continue beyond this grant through our established fundraising strategies. We maintain a diverse funding base of individual donors, local businesses, and in-kind contributions that support our annual programs. We will leverage the success of this expanded program to attract new individual and corporate sponsors specifically for our Back-to-School initiative. Additionally, we plan to integrate this program more deeply into our Year-Round Giving Platform, encouraging ongoing community support and volunteer engagement to sustain and grow the program in future years.

Data Gaps to Fill Before Submitting

1. Specific, current statistic for Denver child poverty, ideally from a local source like Denver Department of Public Health & Environment or Colorado Children's Campaign.
2. Name specific Denver Housing Authority community centers or schools for distribution.
3. Number of children served by the Back-to-School Program in previous year.
4. A plan for qualitative feedback, e.g., brief surveys with parents/guardians at distribution events regarding perceived impact on child's school readiness and family financial burden.

Ways to Strengthen This Proposal

1. Explicitly connect KidsGiving365's work to El Pomar's 'Regional Partnerships' framework by detailing how the Back-to-School Program addresses specific, community-informed needs within Denver, aligning with their place-based grantmaking strategy.
2. Emphasize how the Back-to-School Program 'educates youth' by providing them with the fundamental tools for learning, linking it to El Pomar's historical interest in 'educating youth' and their Youth in Community Service (YICS) program legacy.
3. Refine the mission statement and program description to clearly articulate the direct impact on low-income children and families, rather than focusing on the 'giver's experience,' to better align with El Pomar's human services priority and poverty alleviation interests.

Stewardship Calendar — Major Donors

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12-month calendar for major donors with 2 asks (April Annual Gala, November Year-End Appeal), 10 value touches. 2 touchpoints from program staff and board chair, 3 non-digital touchpoints (Handwritten Note, Personal Phone Call, Holiday Card).

3 value touches : 1 solicitation (2 solicitations in 12 months, 10 value-add touchpoints)

January — Impact Report

From: Executive Director · Channel: email

A detailed report showcasing the impact of the Santa's Elves Holiday Giving Program, specifically highlighting the 2,574 children who received gifts.

Draft:

Dear [Donor Name], Thanks to your incredible generosity, 2,574 children experienced the joy of receiving gifts through our Santa's Elves Holiday Giving Program this past season. Your support directly brought smiles and comfort to these children, making a tangible difference in their lives. We are so grateful for your partnership.

February — Personal Update

From: Program Staff (Santa's Elves Program Lead) · Channel: email

A personal email update from the program lead, sharing a specific story or anecdote from the holiday giving program.

Draft:

Dear [Donor Name], I wanted to share a heartwarming story from our recent Santa's Elves program. One little girl, Maria, received a new winter coat and a doll she had always dreamed of. Her mother told us it was the first new coat Maria had ever owned. Your support made this moment possible for Maria and her family.

March — Handwritten Note

From: Board Chair · Channel: mail

A genuine, handwritten note from the Board Chair expressing gratitude and referencing the impact on children.

Draft:

[Handwritten Note] Dear [Donor Name], On behalf of the entire board, I want to extend our deepest gratitude for your commitment to KidsGiving365. Your support for programs like Santa's Elves truly transforms lives, bringing joy to children who need it most. Thank you for being such a vital part of our mission.

April (ASK) — Annual Gala Invitation

From: Development Director · Channel: mail

An invitation to the annual gala, highlighting how attendance supports the year-round giving platform and future programs.

Draft:

Dear [Donor Name], You are cordially invited to our Annual Gala on [Date] at [Location]. This special evening celebrates the impact we make together and raises crucial funds for our Year-Round Giving Platform, ensuring we can continue to educate children about giving and support vital programs like Back-to-School. Your presence would mean a great deal.

May — Video Update

From: Executive Director · Channel: email

A short video message from the ED, featuring clips of children receiving gifts or participating in programs, reinforcing the impact.

Draft:

Dear [Donor Name], I wanted to share a quick video update (link provided) that truly captures the spirit of KidsGiving365. You'll see the pure joy on children's faces as they receive gifts, made possible by supporters like you. This visual reminder of your impact is something we cherish.

June — Survey

From: Development Director · Channel: email

A brief survey asking for feedback on communication preferences and areas of interest, framed around improving donor experience.

Draft:

Dear [Donor Name], We value your partnership and want to ensure we're communicating effectively. Please take a few moments to complete our brief survey (link provided) about your preferences and what aspects of our work you find most compelling. Your feedback helps us better share the impact you create.

July — Personal Phone Call

From: Executive Director · Channel: phone call

A personal phone call to thank the donor and share a brief, specific update on planning for the upcoming Back-to-School program.

Draft:

[Phone Call Script] Hi [Donor Name], this is [ED Name] from KidsGiving365. I was just calling to personally thank you for your incredible support. We're currently planning our Back-to-School program, which will help children start the school year with confidence, and your past generosity makes this work possible. We anticipate helping [number] children this year.

August — Program Update

From: Program Staff (Back-to-School Program Lead) · Channel: email

An email update detailing the successful execution of the Back-to-School Program, including the number of children served.

Draft:

Dear [Donor Name], I'm thrilled to report on the success of our Back-to-School Program! Thanks to supporters like you, we provided [number] children with essential school supplies, ensuring they started the academic year prepared and excited to learn. Your contribution directly impacted their educational journey.

September — Social Media Shoutout

From: Development Director · Channel: social media

A public thank you on social media (without naming the donor specifically, but acknowledging major donor support collectively) for making programs possible.

Draft:

[Social Media Post] A huge shoutout to our incredible major donors! Your unwavering support powers our mission to teach children about giving and makes programs like Santa's Elves and Back-to-School a reality for thousands of kids. We couldn't do it without you! #KidsGiving365 #CommunityImpact

October — Site Visit Invitation

From: Executive Director · Channel: email

An invitation to visit a program site or the office to see preparations for the upcoming Santa's Elves program.

Draft:

Dear [Donor Name], As we gear up for our Santa's Elves Holiday Giving Program, I'd love to invite you for a brief visit to our office to see the preparations firsthand. You'd get a glimpse into how your support translates into gifts for thousands of children. Please let me know if you're available on [Date options].

November (ASK) — Year-End Appeal

From: Executive Director · Channel: email

A year-end appeal focused on the upcoming Santa's Elves program and the overall impact of the Year-Round Giving Platform.

Draft:

Dear [Donor Name], As the holiday season approaches, we are once again preparing for our Santa's Elves Holiday Giving Program, aiming to reach even more children in need. Your year-end gift will ensure thousands of children experience the magic of receiving gifts and help sustain our Year-Round Giving Platform, fostering a culture of giving all year long. Please consider a gift today.

December — Holiday Card with Impact Story

From: Executive Director · Channel: mail

A personalized holiday card including a brief, uplifting story of a child impacted by the Santa's Elves program.

Draft:

Dear [Donor Name], Wishing you a joyful holiday season! We wanted to share a special moment from this year's Santa's Elves program: a young boy named Leo, who received his first-ever bicycle. His excitement was truly priceless. Your generosity makes these precious moments possible for children like Leo. Thank you for being a part of our KidsGiving365 family.