

The below letter was sent to all Leap Ambassadors via direct email and regular mail on October 2, 2019.

{{Ambassador First Name}},

We're sharing some exciting news and asking for your advice and support regarding the future of the Leap Ambassadors Community and the value we can create as we move forward together.

It's About Making a Difference

As we pass our six-year mark, the Leap team is enthusiastic about the community and sees the opportunity for it to have even greater benefit and impact. We're inspired by the efforts of so many of you and the impressive group that makes up our community (see summary of our community achievements below). Together, we have the chance to advance greater social impact in terms of more high-performing nonprofits and funders, improved lives, and stronger communities. Why? We believe your collective and individual actions are already making a difference, and the community can build on what it has achieved and learned to be even more engaged and effective. As one ambassador recently shared in an email, "I'm quite blown away by the generosity and thoughtfulness of the community—the shared sense that we're fighting a good fight—and the way that transcends geographies and domains."

Strategy for Change & Campaign

Your feedback has been quite clear: We must more deliberately describe the community and ensure ambassadors are "on the same page" about why we exist and what we seek to do. So that's why, with help from many of you, we've developed the Community's Strategy for Change. This document aims to get everyone in the community more closely aligned to the mission and more intentional in our collective actions to benefit fellow ambassadors and the field. Tomorrow, we'll send you that document; announce a campaign to roll out the strategy and its implementation; ask you to respond to a survey to get your feedback on ways to advance the strategy, gauge your interest in participating in a major ambassadors convening in 2020, and get you to weigh in on the community's evolving future.

Community's Future

As Mario has signaled over the past two years, he will continue funding the Leap Ambassadors support team and community operations through 2023, when he will be 80. *FWIW, the financial support is for a team of almost 20 talented individuals (equivalent to 12 FTEs) and operational costs. We estimate an approximate annual run-rate of \$1.7 million for these four more years and additional special expenses (e.g., large ambassador convenings).*

Over the next four years, all of you who make up the community must determine whether there's enough interest, willingness, and availability to sustain it and what you will do to make that happen. We look forward to discussing with you and your fellow ambassadors what you want to do post-2023—whether it's to continue the community by transitioning it from Morino Ventures/Institute to a new base of operation (e.g., a new entity, consolidating with an established institution, or into several smaller units) or use the next four years to make a positive, lasting mark on the field and then sunset and celebrate.

Regardless of what lies ahead, together we have a tremendous opportunity over these next four years to build on what we've already achieved with the chance to have a lasting positive impact on the field.

Thank you for your commitment to the community and for all the ways you're helping to grow a larger, more engaged, and more inclusive community of ambassadors who are individually and collectively contributing to a more-effective social sector.

With warmest regards,

Cheryl Collins, Linda Johaneck, Liz Walters, and Lowell Weiss on behalf of the entire Leap support team

p.s. Also sent as snail mail