

Leap Futures Initiative (LFI) LAC Townhall

November 2022

Thank you for
joining us
today!

LFI Steering Committee

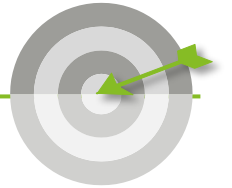
- A. Toni Young
- Amy Morgenstern
- Andrew Niklaus
- Art Taylor
- Brad Dudding
- Britt Lake
- Carmen Moreno-Rivera
- Christine Robinson
- Debra Natenshon
- Doug Bauer
- Erika Van Buren
- James Stancil
- John Brothers
- Kathy Park
- Louis Erste
- Omar Butler
- Quentin Wilson
- Shelley Metzenbaum
- Tracy Gray




**Special thanks to the Steering
Committee members speaking
during today's session!**

Today's Agenda

Topic	Time
Leap Futures Initiative Process & Path Forward	5 mins
Timeline & Contingency Planning	10 mins
Working Group Updates	20 mins
Survey Questions & Next Steps	15 mins

Objectives



-  Share how the Steering Committee arrived to the Path Forward and discuss open questions
-  Update the LAC on the progress to date and next steps around the Value Prop, Fundraising, and Partnership working groups
-  Provide space for ambassadors to complete the survey

The purpose of the LFI is to help the LAC map out scenarios to **become a sustainable, self-governed entity.**

Path Forward



The **lead concept** suggests that beginning in 2024, the LAC will be **housed within a partner organization**



The LAC will **offer a set of key services similar to the services currently provided**

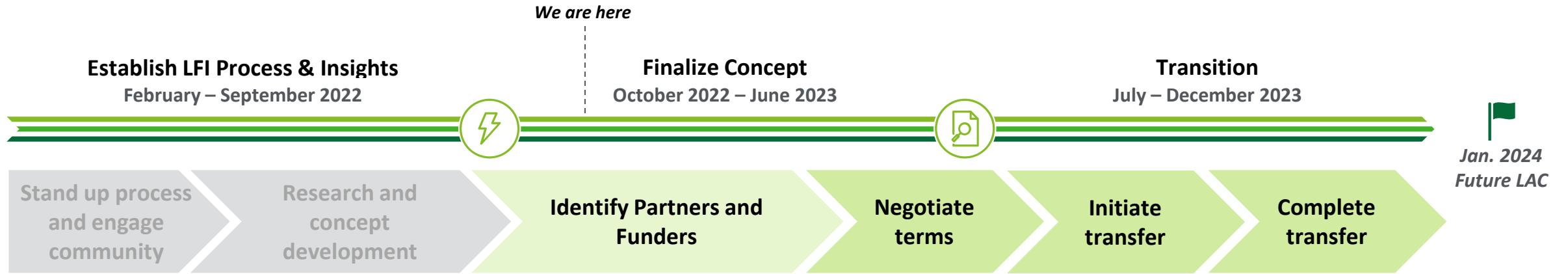


These efforts will be sustained through a **mixed funding model**, consisting primarily of grant funding, annual commitments, and possibly a nominal membership dues structure



The LFI Steering Committee has **designed a robust process to pursue this concept**

LFI Timeline



Key Milestones for LFI Process:

- ● **November 2022**
Test LAC alignment on approach
- ● **January 2023**
Test partner fit and funding viability
- ● **Q2 2023**
Confirm LAC is supportive of final path forward

LEAF Future Initiative Partner and Funder ID Workplan		Oct-22	Nov-22	Dec-22
User Preparation	Activity			
	<ul style="list-style-type: none"> Identify current state value propositions, including with LAC and finalise Enable operational planning needs (e.g., budget) to include in relation to value proposition Enable operational team to prepare to engage with prospective funders and partners Coordinate with fundraising and Partnership working groups to set enable in funder and partner conversations Coordinate internal research and conversations with "warm leads" (i.e., potential funders that have shown initial interest) Coordinate focus groups with prospective funders based on current stakeholder preparation and potential of new value propositions Enable goal membership team approach/outline and finalise with Steering Committee Coordinate funder commitments and share with the LAC Coordinate trial outreach and conversations with "warm leads" (i.e., potential partners that have shown initial interest) Coordinate outreach and conversations with additional potential partner organizations Develop partner criteria and outreach strategy/outline/feedback Coordinate outreach to interested partner organizations Research fiscal sponsorship model as a contingency option 			
Accounting				
Key Working Groups				

Partner and Funder ID Workplan

LEAF Future Initiative Negotiation Checklist
<p>OVERVIEW AND KEY ASSUMPTIONS: The below is a checklist of key considerations for the formal/legal negotiations to take place since the community has made a strategic decision to move forward with a viable partner. These negotiations will reflect the transfer of the community's assets/liabilities to the partner entity (the transfer process) outlined on the next tab.</p> <p>Exclude the LAC as an initiator of historic activities and not a negotiating organization, much of the typical due diligence proceedings are not relevant - see box to the right for the status of relevant and not relevant documentation.</p> <p>Key assumption prior to undertaking these steps, there has been general mutual alignment on the path forward, with details and templates to be worked out through the negotiation process.</p>
<p>NEGOTIATION STEPS AND CONSIDERATIONS:</p> <p>STEP 1: DETERMINE NEGOTIATION APPROACH WITH PARTNER</p> <ul style="list-style-type: none"> Formal negotiation team <ul style="list-style-type: none"> Which founding members/community members participate, and which representatives from Member ventures need to participate? Which representatives from the prospective partner will participate? Who will facilitate? Establish processes and funding <ul style="list-style-type: none"> What are final decision-makers and what is the decision-making process? Is an NDA required? When and how will meetings take place? What resources will be needed for negotiation (e.g., legal and how will those be funded)? Who begins are aligned?
<p>Documentation for Negotiations and Due Diligence:</p> <p>Available via LFI process:</p> <ul style="list-style-type: none"> Current state budget and future budget Current state staffing and future staffing Membership agreements List of all assets and technology system <p>Available from Member Ventures (TBC):</p> <ul style="list-style-type: none"> Employee handbook and policies Employment contracts Privacy and data security policies and procedures <p>Not relevant/available:</p> <ul style="list-style-type: none"> Articles of incorporation Agrees provided by the negotiators (i.e., company and accounts) Financial statements Board of director members, minutes Tax forms Additional financial statements or other Property deeds or related

Negotiation Checklist

LEAF Future Initiative Transfer Planning Workplan		Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23
User Preparation	Activity															
	<ul style="list-style-type: none"> Coordinate with fundraising and Partnership working groups to set enable in funder and partner conversations Coordinate internal research and conversations with "warm leads" (i.e., potential funders that have shown initial interest) Coordinate focus groups with prospective funders based on current stakeholder preparation and potential of new value propositions Enable goal membership team approach/outline and finalise with Steering Committee Coordinate funder commitments and share with the LAC Coordinate trial outreach and conversations with "warm leads" (i.e., potential partners that have shown initial interest) Coordinate outreach and conversations with additional potential partner organizations Develop partner criteria and outreach strategy/outline/feedback Coordinate outreach to interested partner organizations Research fiscal sponsorship model as a contingency option 															
Accounting																
Key Working Groups																

Transfer Planning Workplan

Contingency Planning



More time needed to secure funding - Bridge to Future State with Basic Transfer and Minimal Operations

LAC transfers assets to an interim place, continues minimum operations via volunteers and/or part-time interim staff running the online forum, and continues to finalize the LFI proceedings.

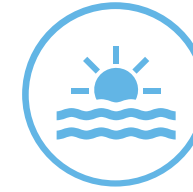
Assumes funding / partnership forthcoming but not finalized.



No partner but sufficient funding - Align with a Fiscal Sponsor

LAC aligns to a fiscal sponsor, which can house the assets and provide comprehensive back-office support for an interim period or longer term.

Assumes sufficient funding (likely minimum \$200K/year sustainable funding) and fiscal sponsor willingness.



No partner or funding - Celebrate and Sunset

LEAP Support Team will wind down operations, working with the LAC to achieve a graceful sunset for LAC, including securing a home to archive and keep accessible the community assets.

LFI Working Groups

Value Proposition

Engage the LAC on the development of future value propositions as relevant, with an initial focus on equity

Members:

- Amy Morgenstern
- Brad Dudding
- Debra Natenshon
- Dina Wilderson
- Kathy Park
- Keren Abina Sotomayor
- Louis Erste
- Pratchi Shah
- Quentin Wilson
- Steve Seleznow
- Shelley Metzenbaum
- Tracy Gray

Fundraising

Hold conversations with prospective funders to secure grant funding for the LAC, as well as make recommendations on membership fees

Members:

- Brad Dudding
- Doug Bauer
- Jenn Rothberg
- Kathy Reich
- Mari Kuraishi

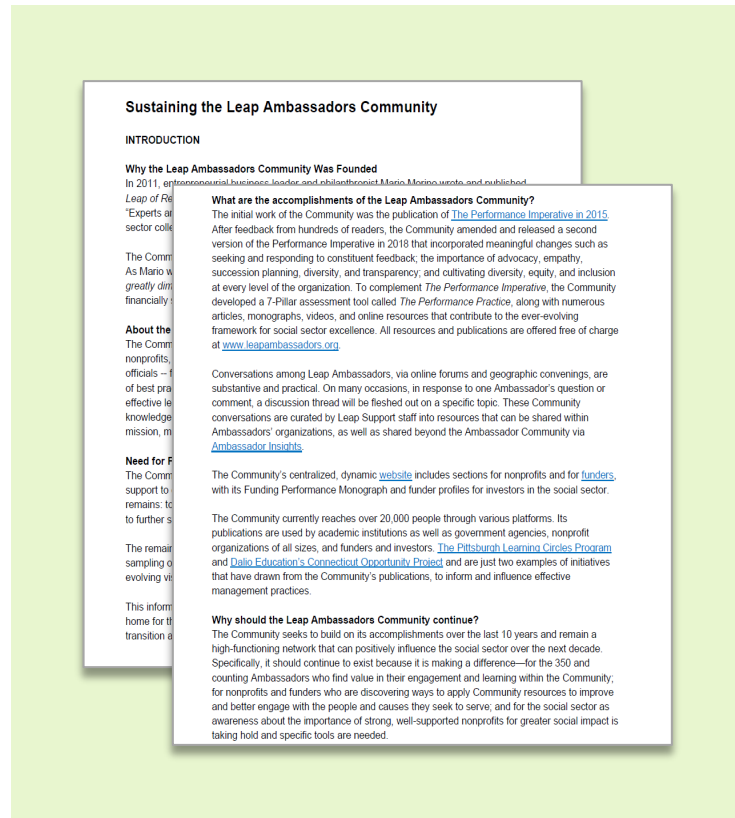
Partnership

Facilitate conversations with prospective partner organizations and initiate/manage process to elicit other potential partners

Members:

- A. Toni Young
- Erika Van Buren
- Heather Carpenter
- Hilda Polanco
- Jeremy Kohomban
- John Brothers
- Meridith Polin
- Randal Pinkett
- Tosca Bruno-van Vijfeijken

Value Proposition Working Group Update



- Initial working group members produced an **LAC value proposition** that articulates the current state value of the community
- The working group will be developing **potential future state value propositions** based on ideas that have surfaced to date
- These materials will be combined with **financial and operational materials** for funder and partner conversations

Fundraising Working Group Update

- **Aligned on mix of revenue types (grants + annual commitments) and most likely source of funding as the LAC itself**, with priority placed on infrastructure funders that have an ambassador in the LAC
- Using **financial analysis** to set fundraising targets
- Conducted **preliminary focus groups and 1:1 conversations with ~15 funders**
- The working group **identified 26 funders** to hold initial conversations with, to be held in mid-late November/early December
- **Brad Dudding, Mari Kuraishi, and Kathy Reich** are initially leading individual and group conversations with funders
- Will make a **recommendation on funding feasibility** by January 2023

Partner Working Group Update

- Aligned that the **most likely partners are organizations that have an ambassador in the community**; also considering **fiscal sponsorship**
- Developing **partner criteria** to evaluate potential leads
- **In initial confidential conversations with 4 “warm leads”** for partners spanning the philanthropic and social sectors
- Continuing **outreach to the full LAC** to identify other potential partners and continuing to source and evaluate potential opportunities
- Holding **conversations with the Tides Foundation, Rockefeller Philanthropy Advisors, and other fiscal sponsors** to assess fiscal sponsorship
- Will make **a recommendation on partner feasibility** by January 2023



While we have some "warm leads" on partners, we also want to be inclusive and expansive in considering potential partners. Thinking outside of the box, what types of organizations or specific groups come to mind?

Survey: please help shape the future of our community!

Thanks to the LAC members for your great participation in the LFI process thus far – the vast majority of community members have engaged in some way.

To ensure the path forward reflects the desires of the community, it's important to hear from most of the Leap Ambassadors Community (our aim is **100%** participation!)



Survey Questions

Question 1 (required): What is your name?

Question 2 (required): Do you support the Steering Committee's recommendation to continue the LFI process on behalf of the LAC?

- I am supportive
- I am not supportive [optional comment box to share details]
- I need more information [optional comment box to share details]

Question 3 (conditional on Question 2): If you are supportive, is your support...

- Very strong
- Strong
- Moderate
- Tepid

Question 4 (optional free response): Given our mission, vision, and values, what organizations would you add as partner prospects for the LAC?

Question 5 (optional free response): Is there anything else you'd like to share?