The Ah-Ha Project creates safe space to explore, test, implement, and scale creative solutions that increase financial stability and quality of life in Lancaster County. It encourages thoughtful risk-taking and creative problem solving. And when things don’t work the way we thought, it asks questions that help us learn from our failures and make changes to our work to bring us closer to the change we are trying to create.

PROGRAM PURPOSE: Supports the various stages of Social Enterprise including feasibility studies, business plans, marketing/branding, legal fees, working capital for supplies and/or inventory, implementation, and scale.

Social Enterprise definition: Organizations or programs using market-based strategies with an integrated focus on people, planet, and profit (triple bottom line) to achieve their missions for common good.

| LOCAL examples of Social Enterprise (see our video at www.lancfound.org/localgood) |
|----------------------------------|---------------------------------|--------------------------------|
| Ten Thousand Villages            | Vision Corps                    | Upohar Ethnic Cuisine          |
| Goodwill Industries Thrift Shops | Lancaster Food Company          |                                |

FUNDS AVAILABLE: $120,000, grant range of $10,000 to $30,000


ELIGIBILITY: Applications must come from current 501(c)(3) community benefit organizations that are registered with or exempt from the PA Bureau of Charitable Organizations. Community Foundation staff will verify these requirements utilizing Guidestar and other online resources. Organizations will also be required to submit:

- Audited or reviewed (not compiled, not a 990) financial statement prepared by an independent CPA firm within 12 months
- A current board of directors roster
- A current fiscal year organizational budget

The Community Foundation will not typically fund the following:

- Creation of new organization
- Schools
- Capital campaigns
• Political campaigns
• Expenses incurred before the grant is awarded
• Cemetery associations
• Religious causes that further a specific belief/agenda
• Individuals

Projects must benefit residents of Lancaster County, PA. The Community Foundation will accept only one application per project concept. Please refer to the “2017 Program & Grant Opportunities” guide for further eligibility details.

FUNDING PERIOD: November 9, 2017 – December 31, 2018

AWARD NOTIFICATION: By phone or email, November 9, 2017

APPLICATION FORM: Available at www.LancFound.org/grants. Applicants are encouraged to have a conversation with program staff prior to submitting a proposal.

STAFF FEEDBACK ON APPLICATION DRAFTS: Community Foundation staff will review and comment on application drafts submitted by September 7. Application drafts should be SUBMITTED through the grant portal. Drafts that are saved, but not submitted, will NOT be considered for feedback.

On or before September 14, we will issue comments and revert your application back to “draft” status. You will then have the ability to make revisions and re-submit by the final September 21 deadline.

FINAL APPLICATION DEADLINE: September 21 at 11:59 p.m.

PARTNER COHORT: Partner organizations meet as a cohort on a monthly basis

COHORT PURPOSE: To facilitate collective learning, sharing, problem solving, and creativity

CAPACITY BUILDING RESOURCES: A la carte menu of resources to support your organization, as you determine the need. $1,000 is available to every organization in the cohort.

EVALUATION CRITERIA:
1. Fits the definition of Social Enterprise
2. Social Enterprise Vision
   Clearly articulated social enterprise idea that positions the organization to effectively achieve their mission
3. Problem
   Clearly state the community problem/demonstrated need the enterprise is addressing.
4. Planning or Implementation Process
   Well-planned, logical proposal outlining the steps for the planning process, implementation or scaling of the social enterprise with a defined time-line and budget.
5. **Organizational Capacity**
   Demonstrate the organization’s current capacity to successfully implement this proposal or steps your organization will take to increase their organizational capacity in the realm of social enterprise.

6. **Return On Investment (ROI)**
   Describe exploration of ROI measures as either part of the planning process, implementation, or scale.

7. **Market Trends**
   Describe how exploration of market trends will be included in the planning process or how market trends inform the social enterprise.

8. **Community Connections**
   Identify connections and potential community partners.

9. **Next Steps**
   Outlines a plan to evaluate the feasibility plan/business plan, take the next logical step, sustain, and/or scale the social enterprise.

**APPLICATION REVIEW PROCESS**
- Community Foundation staff scan applications for completeness and fund alignment
- Community volunteers review qualified applications using evaluation criteria
- Due diligence is performed on top-scoring applications to ensure financial viability of grant partners
- Volunteer feedback is compiled and recommendations are taken to the Community Foundation board for approval
- Partners notified of awards

**TIMELINE**
- November 30, 2017, 3 p.m. Partner cohort orientation session
- February 28, 2018, 3 p.m. Cohort meeting
- May 23, 2018, 3 p.m. Cohort meeting
- August 22, 2018, 3 p.m. Cohort meeting
- December 19, 2018, 3 p.m. Cohort meeting
- January 23, 2019, 4:30 p.m. Ah-Ha Project partner celebration
- February 20, 2019 Completion report, feasibility or business plan if applicable, and invoices
- June 19, 2019, 3 p.m. Partner/cohort results meeting

**GRANT PAYMENT**
The Community Foundation will provide grant dollars to the organization after the signed grantee partner agreement is returned to the Community Foundation.

**PARTNER REPORTING**
- Attendance at all scheduled cohort meetings
- Completion report – February 20, 2019
- A copy of the feasibility or business plan is this was the outcome of the grant
- Invoices for expenses of $500 and over with completion report
- Reports are to be completed using the grantee portal (https://goo.gl/89hMXT).