



## Fund-Host Alignment

EXHIBIT 1: Five Archetypes of Collaborative Organizations

Mission Aligned	Fiscal Sponsorship Specialists	Issue Experts	Movement-Driven Regrantors	Place-Based Hosts
<ul style="list-style-type: none"> <li>Provide basic fiscal sponsorship services as a secondary, not primary organizational activity.</li> <li>Have not built processes that enable and support separate initiatives</li> <li>Fees may be relatively low, but the scope of services will be limited.</li> </ul>	<ul style="list-style-type: none"> <li>Have a distinct process for bringing in discrete projects.</li> <li>Bring significant operational capacity and HR, finance, and compliance services.</li> <li>Able to host complex donor collaboratives, including those that hire staff to implement programs directly, manage a high volume of financial transactions, and/or provide grants to non-charitable entities.</li> <li>May have multiple investment platforms, e.g., c3 and c4 nonprofits, that allow them to support lobbying and political activity.</li> <li>Fees are generally higher than basic service providers.</li> </ul>	<ul style="list-style-type: none"> <li>Have subject matter experts on staff who actively shape the strategy and grant-making portfolios of the funds they host.</li> <li>May provide structured donor education programs and activities and/or facilitate coordination, convening, and knowledge sharing among grantees and field partners.</li> <li>May provide fundraising capabilities</li> </ul>	<ul style="list-style-type: none"> <li>Field-led organizations formed to shift power and resources to marginalized communities.</li> <li>Proximate leaders shape the strategy and grant-making portfolios of the collaborative funds they host.</li> <li>Can often find funding and strategy gaps within the movement. If resourced and empowered, it can translate those gaps into new initiatives.</li> </ul>	<ul style="list-style-type: none"> <li>Centered in a particular city or region and bring longstanding trust and relationships with local partners and community organizations.</li> <li>Typically provide fiscal sponsorship for donor collaboratives that are similarly focused on their specific place or region.</li> <li>Able to facilitate connections to local organizations and coordination among them, e.g., for rapid response, disaster relief, etc.</li> </ul>
<p><b>Examples:</b> Community foundations, established nonprofits</p>	<p><b>Examples:</b> New Venture Fund, RPA, Tides, Global Impact</p>	<p><b>Examples:</b> Resources Legacy Fund, Proteus, Panorama Global</p>	<p><b>Examples:</b> Borealis Philanthropy, NDN Collective</p>	<p><b>Examples:</b> Miami Foundation, Houston Foundation</p>