



The Frederick P.

**LENZ
FOUNDATION**

for American Buddhism

PAY IT FORWARD RECOVERABLE GRANTS Sustainability Finance Fund

Program Fact Sheet

What is it?

Pay It Forward Recoverable Grants are an innovative financing program designed by The Frederick P. Lenz Foundation for American Buddhism for the purpose of assisting its grantees to develop, launch, and sustain major donor campaigns and other high-impact fundraising initiatives that lead to financial sustainability. It combines several distinct program elements to ensure that grantees will be successful in achieving their fundraising objectives and that their individual success will serve to benefit all the members of the Lenz Foundation community:

- Pay it Forward Recoverable Grants are zero interest loans, plus repayment terms customized to individual borrower's needs ranging from \$10,000 - \$100,000 depending on the financing requirements and projected return on investment described in the proposal.
- Expert advice from Foundation-approved fundraising consultants is optional but recommended to help you plan your campaign. The Foundation is prepared to help cover consultant's expense from a Technical Assistance Fund described below.

The Pay It Forward Recoverable Grant Program continues the Foundation's commitment to building a strong, vibrant American Buddhist community that honors Dr. Frederick Lenz's legacy of selfless giving. While the Foundation is donating its time, energy, and financial resources to assist its grantees to achieve financial sustainability, grantees and consultants participating in this program are also expected to contribute their time, energy, and resources to ensure that other Foundation grantees will be afforded similar opportunities to achieve their financial and strategic goals.

The Technical Assistance Fund

On successful conclusion of their fundraising campaigns and repayment of their Pay it Forward Recoverable Grant to the Foundation, borrowers will be required to donate 5% of the borrowed amount to The Technical Assistance Fund. This donation will ensure the continuation of this Program going forward. The purpose of this fund is to offset costs for the Pay It Forward Recoverable Grant recipient to optionally hire a credible consultant or consulting firm to assist with strategy and implementation of the proposed program. The Lenz Foundation will match each donation made to the Technical Assistance Fund on a 1:1 basis. Funds allotted to Recipients for such a purpose are in addition to the recoverable grant and need not to be repaid to the Foundation. Applicants which desire such assistance should make a request with their application and identify the proposed consultant with his/her qualifications, proposed role/work plan and costs and what part of the cost the Foundation is being requested to finance.

Does my organization qualify?

A Pay It Forward Recoverable Grant is not an outright grant. Although the Foundation is making funds available to qualified borrowers without interest and other costs associated with commercial loans, borrowers are expected to repay the grant in full. To qualify, borrowers must meet certain minimum criteria and must have:

- Evidence of being a 501(c)(3) public charity; priority given to current or past Foundation grantees
- A three-year financial history of operating at or near break-even
- A three-year track record of stable or increasing donated income
- Minimal retained deficit or outstanding debt
- Solid development infrastructure, including an up-to-date donor database and in-place donor stewardship policy
- Board engagement and participation in fundraising, donor cultivation, and stewardship
- A commitment from a reliable Guarantor for the full amount of the Pay it Forward Revocable Grant. Without a guarantor, the Pay it Forward Revocable Grant will not proceed.

How does it work?

Organizations interested in participating in this program should request a standard grant application form via the email provided below. Unless covered in the grant application, additional documentation including the following information should be submitted via email:

- Proposed fundraising initiative to be supported by the Pay it Forward Recoverable Grant
- A clear description of why the proposed initiative will lead to financial stability
- Proposed amount to be raised and projected return on investment
- Prior fundraising campaign experience (including three-year fundraising history)
- Organizational assets that will be used to ensure a successful campaign, including fundraising/development infrastructure, staff, and board participation
- A notarized letter from a guarantor that states that in case of default, the guarantor will cover the amount to be repaid.

What next?

Request a blank standard grant application form and then submit it, along with the information and attachments described above, via e-mail to the Director of Administration at admin@fredericklenzfoundation.org. Applicants will be screened by the Foundation and notified of the application's status.