



THE PHOENIX CLUB

OF NASHVILLE

Venture Philanthropy Process

The Purpose of Venture Philanthropy

The Phoenix Club of Nashville strives to make a positive, outsized, and permanent impact upon the lives of Middle Tennessee's under-served youth. We align our membership, fundraising platforms, and strategic partnerships with this goal because we believe that, with smart alignment of resources and focused support, every child can chart a path to success and secure a brighter future for themselves.

Evolution of Grant Making

Since our 2001 inception, The Phoenix Club of Nashville has enjoyed growth on all fronts, from membership and programs to fundraising and grant making. Now comprising more than 100 professional members, the Club has provided approximately \$1.8 million to Middle Tennessee nonprofits. With a growing number of youth-focused nonprofits worthy of support, and seeking to amplify the impact of our investments, we have created a merit-based 'Venture Philanthropy' process to allocate donations to the most deserving projects. *Venture Philanthropy allows us to apply venture capital and business management concepts to our philanthropic pursuits, using total community impact to measure return on investment.*

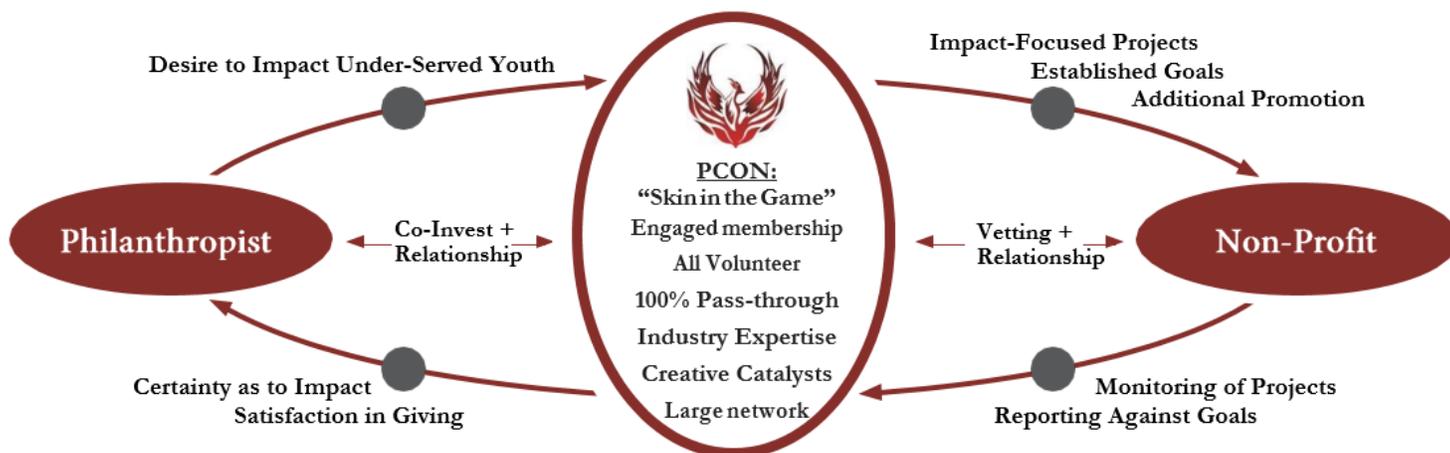
Features of Our Venture Philanthropy Model

Strategic Giving: Members use the Venture Philanthropy platform to generate investment ideas in-house, identify strong nonprofit partners, and work alongside these partners to craft qualifying grants.

Process-Driven Grants: For all grants, we evaluate potential grantees and projects, and require the formal approval of both a Selection Committee as well as our full Board.

Investment Stewardship: During a grant, members maintain a relationship with the grantee, monitor progress against milestones, look for other ways to help (e.g. volunteering, referrals, board service), and measure performance against goals.

Continuous Improvement: We produce case studies of all grants, in order to learn from our experiences and to provide clear, consistent reporting to our donor base.



Venture Philanthropy In Action

Teach for America (TFA): In September 2018, we entered into a partnership with TFA to support the organization's Assistant Principal Fellowship program alongside Metro Nashville Public Schools, Lipscomb University and other corporate and community partners. The TFA Assistant Principal Fellowship program trains and provides advancement opportunities for a talented and diverse pool of future school leaders in Nashville to address leadership chum and increase educational outcomes for students at Metro Nashville schools.

Preston Taylor Ministries (PTM): In August 2018, the Phoenix Club partnered with PTM by sponsoring PTM's expansion to an 8th after school program site for students at Historic First Community Church in Nashville. This additional location will expand PTM's efforts working with youth in the Nashville community to build a sense of connectedness and academic confidence through literacy instruction.

Communities in Schools of Tennessee (CISTN): In 2018, we partnered with CISTN to accelerate the expansion of their integrated student support programming throughout 11 additional schools in Nashville for the 2018-2019 school year. CISTN embeds site coordinators inside of schools to address the issue of Chronic Absenteeism.

Rock The Street, Wall Street: Following up on a successful 2017 campaign, we continued our partnership with HCA to co-sponsor RTSWS for the 2018-2019 school year. RTSWS is an organization focused on educating pre-college age women on personal finance as well as encouraging them to pursue careers and college degrees in finance or other STEM-related fields.

Boy Scouts of America: In mid-2018, we funded Boy Scouts STEM Scouts to sponsor four STEM Scouts laboratories in Middle TN, serving approximately 72 boys and girls on a weekly basis. STEM Scouts laboratories are designed to increase core competencies in science to elementary aged students while teaching the overarching values of Scouting.

Teach for America (TFA): In early 2018, we helped to combat the ongoing issue of the "summer slump" among school age children (where ~2 months' worth of reading and math are lost in the summer months) by funding TFA's Summer Academies program in Nashville to not only prevent students from losing acquired knowledge but to also provide educational gains prior to the new school year. This program also trains the incoming class of TFA teachers for the upcoming school year.

The Porch Writers' Collective: In early 2018, the Phoenix Club issued a grant to fund The Porch Writers' Collective to launch Creative Writing Workshops at Whitsitt Elementary to improve literacy through encouraging a love of writing to 3rd graders during the fall semester. The workshops teach creative writing fundamentals through time spent in person with the students and conclude with a student anthology of written works from the program.

RePublic Schools: In 2017, addressing the growing skills gap in computer science, we invested in programmable drones to facilitate RePublic's first-ever avionics elective, and funded a community event to raise awareness of the school's unique computer science teacher training curriculum.

Barefoot Republic: Having supported summer camps for underserved youth for many years, we spotted an opportunity to impact over 5x as many children using the same investment by partnering with the well-established Barefoot Republic Camp & Retreat, which runs programs in Nashville and Scottsville, KY.

Junior Achievement: In 2013, we conceived a 'Shark Tank'-styled program, administered by Junior Achievement called 'JA Company Pitch,' which challenges teams of high school students to launch a viable business. We have funded the program and judged the competition every year since inception.

A Strong Value Proposition

For Nonprofits: We offer nonprofits not only funding, but access to a deep bench of energetic, well-connected young professionals who work in a wide variety of sectors and functional groups, and who are willing to offer creative, pro-bono assistance. We also commonly find synergies between different nonprofits that can help each group more easily achieve their goals.

For Philanthropists: We provide enhanced certainty and satisfaction for philanthropists seeking to support effective Middle Tennessee youth programs. We develop success criteria and goals prior to investment, apply 100% of donations to projects, co-invest alongside our donors, and keep donors apprised of performance.

For Our Members: We afford members numerous opportunities to learn about problems afflicting their community, to engage in meaningful ways with nonprofit organizations and leaders, and to implement viable solutions.

Overview of The Phoenix Club of Nashville

The Phoenix Club of Nashville is a 100% volunteer, 're-granting,' 501(c)(3) organization for young professional men, with a dual mission to benefit under-served youth in Middle Tennessee and to develop our members into community leaders. The organization was launched in 2001 as an independent affiliate of The Phoenix Club of Memphis, which was established in 1955. Other chapters operate in Jackson, MS and Birmingham, AL. In Nashville, we are governed by an elected Board and have over 100 members drawn from a wide range of professions. We are fully sustainable, as membership dues far exceed our minimal overhead. *As a result, 100% of funds raised from programs and events, and 100% of individual and corporate donations, goes to support ambitious, innovative, and goal-based youth projects. To date, we have donated approximately \$1.8 million to local nonprofits.*

Nonprofit Partnerships



To learn more about The Phoenix Club of Nashville's impact on Middle Tennessee's youth, visit www.phoenixclubofnashville.org