



# Advocating from Our Positions to Make Small but Important Changes

*KARI AANESTAD, DIRECTOR OF ADVANCEMENT, MINNESOTA COUNCIL OF  
NONPROFITS;*

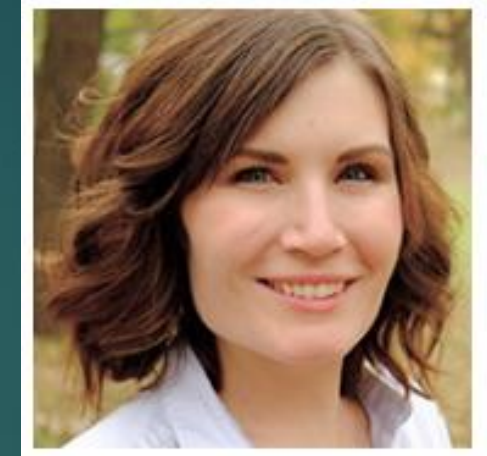
*EG NELSON, SENIOR COMMUNITY FUNDING COORDINATOR, CENTER FOR  
PREVENTION, BLUE CROSS AND BLUE SHIELD OF MINNESOTA; AND*

*ANDREA SANOW, DEVELOPMENT COORDINATOR, MINNESOTA COUNCIL OF  
NONPROFITS*

# Roadmap

- ▶ Overview & Introductions – Why this topic?
- ▶ A little bit of our own stories
- ▶ Your turn! Individual work
- ▶ Small group discussion
- ▶ Large group report out
- ▶ Closing remarks

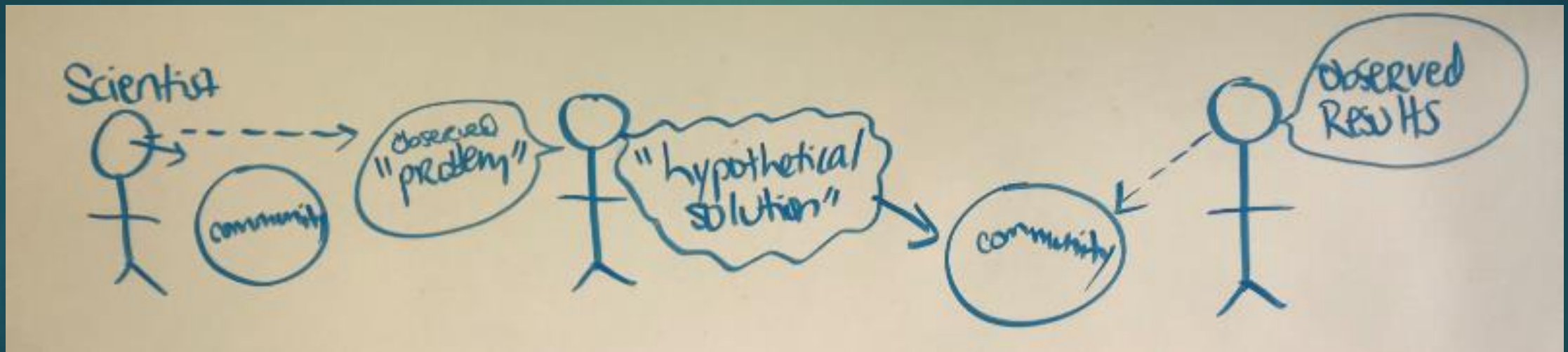
# Who we are



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# Scientist vs. Equity Process Engineer

## Scientist



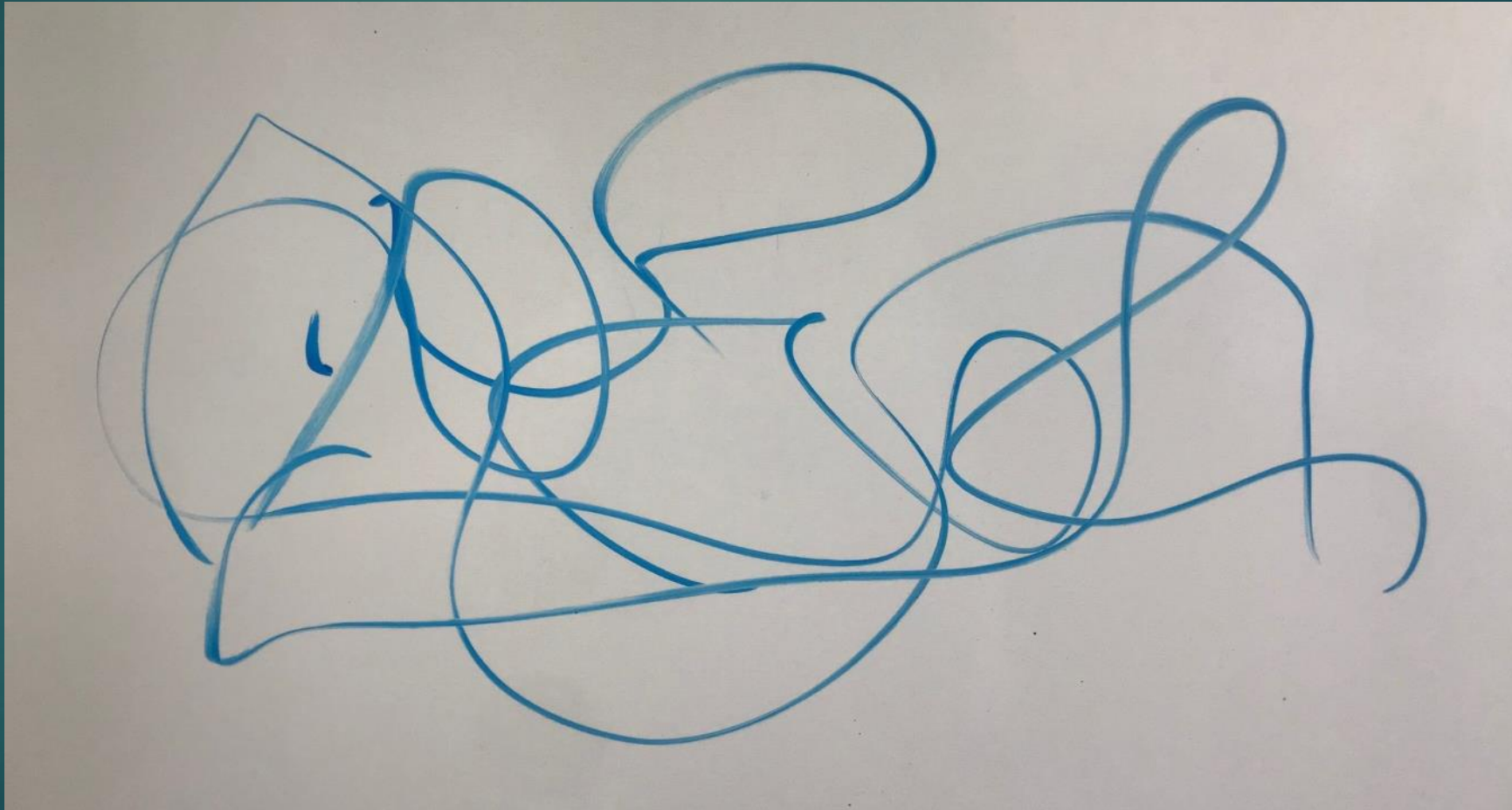
# Scientist vs. Equity Process Engineer

## Equity Process Engineer

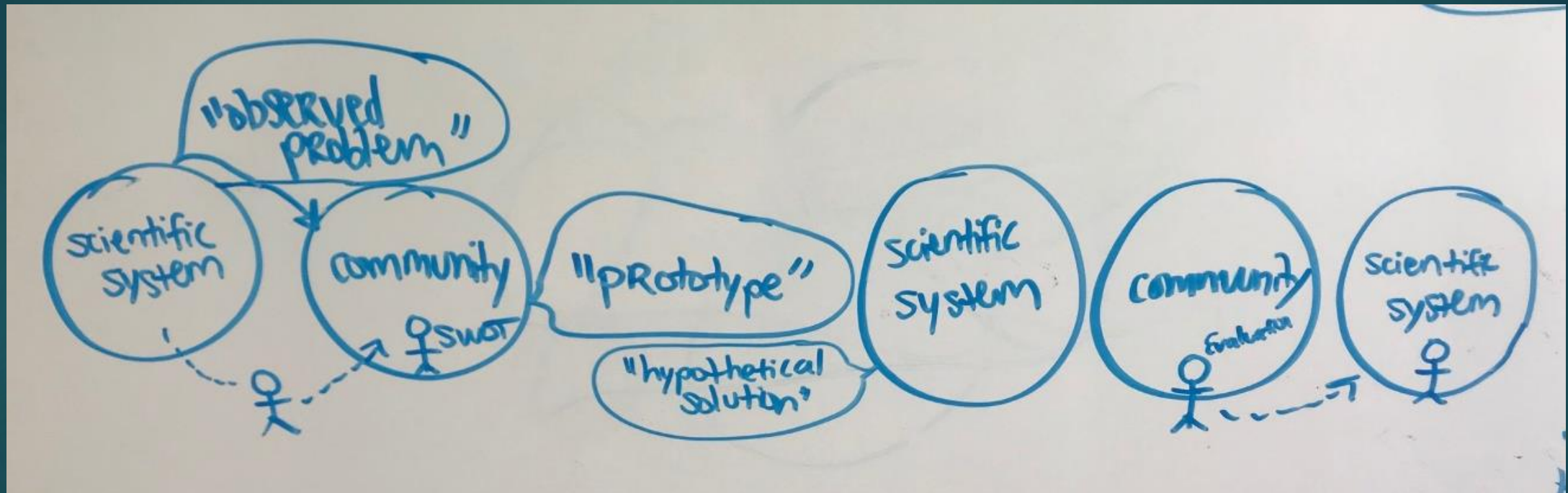




# When an Equity Process Engineer works in a Scientific System



# Advocate for Small, Important Changes



# Our stories, examples from our work

- ▶ Grantseeking and Grantmaking focus, but broadly applicable
- ▶ How to use power to advocate
- ▶ Importance of community feedback
- ▶ Center marginalized groups
- ▶ Attention to process design
- ▶ Evaluation, further discovery, iteration



# Key Groups

- ▶ Minnesota Council of Nonprofits
- ▶ Minnesota Council on Foundations
- ▶ PEAK Grantmaking
- ▶ Grant Professionals Association Northstar Chapter
- ▶ [GrantAdvisor.org](http://GrantAdvisor.org)

# Your turn!

- ▶ List 5-10 things you have decision-making power over in your role
- ▶ Who is impacted? In what ways?
- ▶ If you could change something,
  - ▶ what would it be,
  - ▶ why, and
  - ▶ with what impact?



Share with a neighbor

# Large Group

What “ah-has” did you have?

What's one thing you might act upon after today?

# What opportunities are there for grantseekers to leverage power?

- ▶ Build relationships with funders at all levels (program officers, admins, etc.)
- ▶ Provide feedback! (surveys, GrantAdvisor, direct conversations)
- ▶ Opportunities to be on review panels – you understand your field the best
- ▶ Ask questions/self-advocate.



# Where do we go from here?

- ▶ Where and how would you like to connect with and provide feedback to funders?
- ▶ How can MCN, MCF, Grant Professionals Association, PEAK, GrantAdvisor or others entities support this?
- ▶ What has or has NOT been helpful in the past?

Thank you!