

2016 Grant to Power of Two

Grant Type: **Dollar and nondollar support**

Dollar Amount: **\$60,000**

Foundation Name: **Arbor Brothers**

What was your objective with the grant or initiative?

Arbor Brothers provides financial support and in-depth consulting to social entrepreneurs whose organizations have moved off the drawing board and onto the growth curve. The organization's main objective with its grants is to help instill an outcomes-focused culture in each of its grantees. In short, Arbor Brothers aims to help build the systems and structures that will enable leaders to grow their ideas into powerful and sustainable forces for change. In this case, the objective was to help Power of Two, an early childhood organization in Brownsville, New York, refine its theory of change and build a financial planning tool.

What were the results of this grant or initiative?

In October 2015, Arbor Brothers made a grant to Power of Two. Over the course of the subsequent year, Arbor Brothers met every 2 to 3 weeks with Power of Two's executive director and management team, investing approximately 300 hours to cocreate a theory of change document and financial model. Equipped with these new tools, Power of Two can articulate more clearly its unique value proposition to a variety of audiences and outline the logical connections between its program activities and anticipated outcomes. On the financial front, the organization now has a projection tool that enables it to budget for multiple years and answer key questions about its blend of expected revenue sources, expense trajectory for the next few years, and anticipated cost per outcome.

Why would you say this grant or initiative had outsized impact?

In this case, financial support plus capacity-building support equals outsized impact. The financial contribution by Arbor Brothers fueled exceptional programmatic outcomes, whereas its capacity-building work helped build Power of Two into a stronger organization. Arbor Brothers is encouraged by the words of Power of Two Executive Director Anne Heller: "We are thrilled to work with Arbor Brothers. Their hands-on approach and strategic smarts were enormously helpful to our team as we shifted our focus from launching in one neighborhood to scaling citywide."

Many nonprofit leaders are interested in meaningful thought-partnership and willing to get into the weeds with funders who are ready to roll up their sleeves and do the dirty work alongside their grantees. Power of Two is an example of an exceptional early stage organization that is benefiting from patient, committed capital, and capacity-building support.



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