

We inspire and ignite the health of the Inland Empire



**Vibrant Health Fundraising Training Program (2025 Summer)
Request for Applications**

A 7-week fundraising training series and individual coaching support intended to equip 20 leaders from nonprofit organizations, with annual budgets above \$300,000, with the tools and knowledge to improve individual donor stewardship and fundraising practices. To apply, [click here](#).

Overview

IEHP Foundation (IEHPF) recognizes the hard work of nonprofit organizations (NPOs) in the Inland Empire, which often operate with limited resources but provide crucial services to their communities. Given the vital role NPOs play in building healthy communities, it is critical that NPOs develop a diversified funding portfolio that is sustainable and flexible to meet the evolving needs of Inland Empire community members.

To support NPOs in building their fundraising capacity, IEHPF hosted an IE Vibrant Health Forum in February 2025 focused on major gifts and individual fundraising strategies. Through participant feedback, the need for additional training, role playing and coaching was lifted. In response, IEHPF has partnered with Lisa Wright (Founder, Green Parakeet LLC) and Launa Wilson (Founder, Launa Wilson Consulting) to develop a program to better equip local NPO leaders with the knowledge to improve their effectiveness and efficient management of individual donors.

The Vibrant Health Fundraising Training Program (2025 Summer) is designed to equip NPO fundraising leaders and staff, who have moderate experience in donor development, with the tools and knowledge necessary to improve their donor management processes and skills so that the financial resources available for NPOs to advance Vibrant Health are expanded.

Organizations will be able to select (1) staff member to participate in a **7-week fundraising training program and one 2-hour individual coaching session** with IE-based fundraising experts. In total, 20 organizations will be selected for this training opportunity.

While IEHP Foundation will not be providing organizations funding for participation in this training, it is estimated that the training is valued at \$2,500 per person.

Training Goals & Objectives

The overall goal of the **Vibrant Health Fundraising Training Program (2025 Summer)** is to develop an informed and engaged cohort of nonprofit fundraising professionals. This overall goal will be accomplished as the following measures of success are achieved by participants:

1. **Case for Support:** Participants will be able to articulate a compelling case for support that aligns with their organization's mission.
2. **Fundraising Calendar:** Participants will develop a strategic fundraising calendar that incorporates key fundraising activities.

3. **Stewardship Matrix:** Participants will design a stewardship matrix to effectively cultivate and retain donors.
4. **CRM and Website Mini-Audit and Recommendations:** Fundraising coaches will conduct a mini CRM and website audit with each participant and make recommendations.
5. **Donor Portfolio Design:** Participants will create or refine a donor portfolio, including donor tiering and goal setting.
6. **Discovery Visit:** Participants will be able to conduct an effective discovery visit to identify potential donor interests.
7. **Cultivation Visit and Action Plan:** Participants will be able to plan and execute a cultivation visit with a tailored action plan.
8. **Proposal Development:** Participants will be able to develop a clear and persuasive fundraising proposal.
9. **Ask Visit:** Participants will be able to confidently conduct an ask visit to solicit major gifts.

Fundraising Coaches

The training and coaching sessions will be led by Lisa Wright and Launa Wilson – two women with extensive experience fundraising for small, medium and large nonprofit organizations in the Inland Empire. [Click here](#) to learn more about their backgrounds and experiences.

Participant Expectations

There are two requirements for participants to successfully complete the training program and receive a certificate of completion: attendance and reporting.

- **Class Attendance:** Participants are expected to attend all classes in their entirety, as classes are not recorded and each class provides a foundation for the class to come. Participants are also encouraged to schedule (1) two-hour, individual coaching session with either Lisa Wright or Launa Wilson during September 17 – October 29. Upon completion of the class series, participants will receive a Certificate of Completion from IEHPF and the fundraising coaches.
 - **Participant Expectation:** In order to meet the class attendance requirement, it must be the same person from the organization attending all classes and completing all homework assignments.
 - **Time Commitment:** Homework will be assigned for each class and it is anticipated that homework assignments will take approximately 2 hours to complete. In total, considering both homework and class time, participants should anticipate a commitment of approximately 4 hours per week from August – September 2025.

- **Class Location:** The first 6 class sessions will take place at the IEHP Community Wellness Center in San Bernardino. The last class will take place at IEHP Center for Learning & Innovation in Rancho Cucamonga. [Click here](#) for the Schedule of Classes to see the exact dates, times and locations for the classes.
- **Reporting Expectations:** In order to capture the impact of the training, participants will be required to complete two surveys. Each survey is intended to be completed by the leader who attended the classes and access to the survey will be provided via email no less than one week before the completion deadline. Each survey is anticipated to take no more than 30 minutes to complete.
 1. **First Post Survey** due September 24, 2025 by 5pm PT. An email will be sent during the week of the last class.
 2. **Second Post Survey** due January 30, 2026 by 5pm PT. An email will be sent no later than Monday, January 19, 2026.

Optional feedback surveys will be provided at the end of each class in order for participants to ask questions and provide immediate feedback on the classes.

Failure to complete the program requirements may jeopardize eligibility for future IEHPF grants.

Eligibility & Criteria

Nonprofit, public benefit organizations with evidence of tax-exempt status under Section 501(c)(3) of the Internal Revenue Code and:

- Have been operating for no less than 3 years (2022 – present).
- Have had an annual operating budget over \$300,000 for the past 3 years (2022 – present).
- Are headquartered and/or have a significant presence in Riverside and/or San Bernardino County
- Have programs/services primarily serve **Inland Empire children, youth or families** from one or more of the following IEHPF priority populations:
 - Low-income households and/or those living in poverty
 - Rural and remote communities
 - Communities experiencing the poorest health outcomes. This includes cities with a Healthy Places Index (HPI) score lower than the 25th percentile. For more information about HPI, [click here](#).
- Provide direct services, lead collective action and/or engage in advocacy efforts focused on at least one of IEHPF's priority Vital Condition action areas below. For more information about Vital Conditions for Health & Well-Being, [click here](#).

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- Basic Needs for Health & Safety
 - Access to healthy food and nutrition services
 - Reducing unhealthy behaviors and addictions
 - Access to physical health services
 - Access to mental health services
- Meaningful Work & Wealth
 - Access to education programs/ career pathways for healthcare workforce
 - Access to education programs/career pathway for social service workforce
- Humane Housing
 - Access to safe living conditions for unhoused families
 - Access to affordable housing for housing insecure
 - Access to home ownership
- Have a 2025 Candid Guidestar Seal of Transparency rating of either gold or platinum. [Click here](#) to learn more about how to obtain this status.
- Have an organizational representative (e.g., Executive Director, Development Coordinator, VP of Fundraising) who can commit to attending the [7-week training program and 2-hour coaching session](#). This person must interact directly (face-to-face) with donors.
- Have a way to pull a list of individual donors (e.g., CRM system, Excel, Quickbooks)

Organizations that are **not** eligible to apply include:

- Fiscally sponsored organizations
- Private foundations
- 501(c)(4) organizations

Organizations who are part of the 2025-2026 Champions for Vibrant Health Leadership Network **may** be eligible to apply. Please email grants@iehpfoundation.org to determine eligibility.

Evaluation of Applications

A total of 20 organizations will be selected to participate in the cohort. Applications will be reviewed by IEHP Foundation staff and volunteers, with evaluation criteria aligned with IEHP Foundation's mission, values and priority populations.

In particular, special consideration will be given to how applicants demonstrate how participation in this grant program will help expand the **ARCH** of their organizational strength. ARCH includes:

- **Accountability** to funders and community by being operationally efficient through healthy finances and strong leadership.
- **Results-oriented** by striving to achieve results that are identifiable, measurable, demonstrate progress and provide opportunities for learning and improvement.

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- **Connectedness** to community and partnership networks, coalitions and collaborations.
- **Health Outcomes** by improving organization's position to be a trusted messenger of health to IEHPF's priority populations through improving health outcomes related to IEHPF's priority Vital Condition action areas.

Key Dates and Deadlines

- **April 28, 2025:** Application Opens
- **May 30, 2025:** Applications due by 5:00 pm PT
- **June 30, 2025:** Applicants notified of final selection status via email by 5:00 pm PT
- **August 4 – September 17, 2025:** Weekly class sessions (see [Class Schedule](#))
- **September 24, 2025:** First Post Survey Due by 5pm PT
- **January 19, 2026:** Second Post Survey Sent
- **January 30, 2026:** Second Post Survey due by 5pm PT*

Failure to complete the program requirements may jeopardize eligibility for future IEHPF grants.

*Organizations who complete the second post survey in a timely manner will receive a \$100 donation from IEHPF to their organization.

How To Apply

Applications must be submitted in IEHP Foundation's grant management system **no later than Friday, May 30, 2025, by 5:00 pm PT**. To access the grant management system, [click here](#).

To preview the full grant application, [click here](#). Late applications will not be considered.

Communications

Email communications regarding the status of your application will come from IEHP Foundation Grants <administrator@grantinterface.com> or grants@iehpfoundation.org. Make sure both these email addresses are marked safe on your server to avoid communications being blocked or sent to a SPAM folder.

Additional Questions

For any additional questions, comments or accommodation needs, please email Sara Omari, Grants & Strategy Manager, at grants@iehpfoundation.org. Please allow 1 – 3 business days for a response.