

IE HHP

Foundation

Igniting Vibrant Health in the Inland Empire.

Vibrant Health Fundraising Training Program (2026 Spring)

Virtual Information Session

February 18, 2026

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Grants & Strategy Manager

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Information Session Overview

- **IEHP Foundation:** Mission, Vision, Values and Strategies
- **Vibrant Health Fundraising Training Program (2026 Spring):** Timeline, Goals, Expectations, Eligibility Requirements and Evaluation
- **Testimonials:** Impact stories from 2025 cohort participants
- **Grant Management Portal:** Access and Navigation
- **Questions & Answers** (time permitting)

A recording of this webinar will be available at iehpfoundation.org/grants within 3 business days.

A follow-up email will also be sent to those who registered for the call with a link to the recording and copy of this presentation.

Information Session Logistics

- As you have questions, type them into the Teams Webinar Q & A feature.
- We will do our best to answer them live but may need to follow-up after the webinar.
- For additional questions, email grants@iehpfoundation.org. Allow 1 – 3 business days for a response.



About IEHP Foundation

Our Why

At IEHP Foundation, we know that healthy living starts long before and extends well beyond a doctor's visit. That's why we collaborate with nonprofit organizations and invest in initiatives that strengthen the building blocks for good health.

Because when everyone in the Inland Empire lives a full and vibrant life, our region thrives!



Igniting Vibrant Health Together!

IEHP Foundation is a separate nonprofit organization, created by **Inland Empire Health Plan** as a strategic investment in a community-centered approach to tackle health disparities from the start.

While the health plan delivers clinic-based healthcare services, the Foundation focuses on improving the community conditions that shape a person's health, like access to food, housing, mental health care and economic opportunity. Our independence as an organization allows us to invest flexibly in long-term, community-led solutions to help improve health and wellness across the region.






Advancing Vibrant Health in the Inland Empire.



IEHP Foundation Funding Priorities





Building Healthy Neighborhoods

-  **Basic Needs** – Access to nutritious food and physical and mental health services.
-  **Meaningful Work & Wealth** – Healthcare and social services workforce development.
-  **Humane Housing** – Quality, affordable rental housing and homeownership.



Cultivating Healthy Living

-  **Increasing Healthy Behaviors** – Creating environments that encourage nutritious diets, exercise & movement, and healthy social connections.
-  **Decreasing Risky Behaviors** – Alcohol, tobacco, drug use and risky sexual activity.

Igniting Vibrant Health

Foundation Grantmaking

Since inception...

\$17 M

Invested in improving health and wellness in the IE.

260

IE based nonprofits have received IEHP Foundation grants.



Building Capacity of

Trusted Health Messengers



Champions for Vibrant Health

- \$4.6M** General Operating support grants over two-years.
- 80** Champions including executive & emerging leaders.
- 40** Organizations serving families & children in San Bernardino & Riverside counties.



Capacity Building Grants

- 25** Small Nonprofit Capacity Building Graduates
- 22** Major Gift Cohort Graduates
- 20** Organizations selected for 2026 Storytelling Cohort
- \$125k** awarded in grants



Vibrant Health Forums

- Convened over 500 nonprofit leaders to learn about the issues that shape health & strengthen the nonprofit sector, including:
- **Maximizing Individual Giving**
 - **Storytelling for Impact**
 - **Lessons from the Blue Zones**
 - **Serving on California State Boards and Commissions**



Responsive Grants

- 30** Nonprofits funded
- \$470k** invested in projects supporting CHWs, mental health care, housing, youth programs and more.

Building Healthier Communities

IEHP Foundation invests in **place-based initiatives** including:

- **Blue Zones Projects** in Banning, Coachella, Palm Springs, Riverside and Mead Valley.
- **Vibrant Villages** in Barstow and San Bernardino city.



VIBRANT VILLAGES



Become a Champion for Vibrant Health

The vital community partners who collaborate and engage with Foundation through trainings, grants and events, are considered as our:

Champions for Vibrant Health



Grant Objectives, Expectations & Application Evaluation

Summary

- A **7-session fundraising training** series intended to equip leaders from **20** Inland-Empire serving nonprofit organizations with the tools and knowledge to **improve their donor management processes and skills to solicit more donors and increased gifts.**
- Intended for nonprofit staff with **moderate experience in donor development** and spend a majority of their workday interacting with donors.
- Each participant will also engage in (2) one-hour individual coaching sessions.
- 2026 Spring cohort will be the second cohort for this training series – the first was implemented in 2025 Summer.

A promotional banner for the IEHP Foundation's Vibrant Health Fundraising Training Program 2026. The banner features a teal and green gradient background. On the right side, there is a photograph of a man and a woman sitting at a desk, looking at a laptop. The man is wearing a brown sweater and glasses, and the woman is wearing a light blue shirt. The text on the banner includes the IEHP Foundation logo, the program title, a call to action to increase individual giving and maximize major gifts, and a green button that says 'Apply Today!'.

IEHP Foundation
**Vibrant Health Fundraising
Training Program 2026**

Increase individual giving &
maximize major gifts!

[Apply Today!](#)

Testimonials

*“One meaningful success since the training was our most recent end-of-year Holiday Appeal campaign. In prior years, this appeal had been challenging, and we did not meet our goal. This year, I went into the campaign with greater confidence and applied the strategic mindset reinforced throughout the training. I set **clearer goals, planned earlier, and approached our messaging and outreach more intentionally** instead of responding in real time as the season picked up.*

*As a result, we met and exceeded our Holiday Appeal goal for the first time in several years. Beyond the financial outcome, the process felt more **manageable and affirming**, and **it strengthened my confidence** in what is possible with a thoughtful plan. The key lesson for me was that even small shifts toward proactive strategy can produce measurable results. I am excited to build on this momentum next year by using ideas from the training to identify matching sponsors or challenge donors to create urgency, increase engagement, and help us exceed our goal even further.”*

- Vibrant Health Fundraising Training 2025 Cohort Participant

Testimonials

*“Since the training, our organization **implemented donor portfolios** that are reviewed weekly. We identified our top “A” donors and have **started intentionally cultivating** them. One donor increased their giving by \$5,000 for calendar year 2026 & will make a public statement of support at our gala to motivate others to give. A second donor has been a decades-long supporter. She made her first major gift, out of her retirement assets, after we asked her directly to do so!”*

- Amber Berkey, Michelle’s Place Cancer Resource Center

Fundraising Coaches

Extensive experience leading fundraising efforts for small, medium and large nonprofits in the Inland Empire.



Launa Wilson

Launa Wilson Consulting



Lisa Wright

The Green Parakeet, LLC

Goals & Objectives

Overall Goal: Develop an informed and engaged cohort of fundraising nonprofit professionals by increasing the individual knowledge of and organizational infrastructure for:

1. Case for Support
2. Fundraising Calendar & Stewardship Matrix
3. CRM and Website
4. Donor Types & Donor Portfolio Design.
5. Discovery Visit, Cultivation Visit and Action Planning & Fundraising Staffing:
6. Proposal Development & Ask Visits
7. Navigating Executive Leadership for Fundraising Success & Developing a Culture of Philanthropy

Practical assignments (e.g., Refining Case for Support, Tiering Donors, etc.)

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Participant Expectations

- **Who:**
 - Full-time development staff
 - Moderate fundraising experience
 - Primary job responsibility includes engaging with donors and cultivating gifts
- **Attendance Expectations:**
 - Must attend all 7 classes in-person at IEHP Center for Learning & Innovation (Rancho Cucamonga)
 - Must complete practical assignments and be engaged during class sessions
 - Must complete 2 coaching sessions – one before July 30 and both before August 28
- **Reporting Expectations**
 - April 2026: Pre-Survey
 - August 2026: Post-Survey
 - January 2027: Second Post-Survey - *If completed organization receives a \$100 donation from IEHP Foundation*
 - Each survey should take no more than 20 minutes to complete and will be administered via Microsoft Forms.

Funding

- No direct grants provided through this training program (aside from \$100 if second post-survey is completed)
- Training in-kind value at \$2,500 per person.
- If Organizational Strength project is identified through training, organizations are encouraged to apply for a 2026 Healthy Organizations Grant.



Key Dates & Deadlines

Pre-Selection:

- **February 9, 2026:** Application Opens
- **February 18, 2026:** Virtual Information Session
- **February 20, 2026:** Recording of Info Session available on website
- **March 9, 2026:** Applications due by 12:00 pm PT.
- **April 10, 2026:** Applicants notified of final selection status via email by 12:00 pm PT.

Post-Selection:

- **April 24, 2026:** Pre-Survey due by 12pm PT
- **May 5 – July 30, 2026:** Bi-weekly class sessions ([see Class Schedule](#)).
- **August 7, 2026:** First Post Survey Due by 12pm PT.
- **January 22, 2027:** Second Post Survey Sent.
- **January 29, 2027:** Second Post Survey due by 12pm PT*



Organization Eligibility Requirements

- ✓ Be a public, 501c(3) nonprofit with up-to-date tax (Form 990) filings
- ✓ Have been in operations no less than 3 years (2023 – present)
- ✓ Annual operating budget over \$300,000 for past 3 years (2023 – present)
- ✓ Headquartered or have significant presence in Riverside and/or San Bernardino County
- ✓ Serve Inland Empire children, youth and families from at least one of IEHPF's priority populations
 - Low-Income households and/or those living in poverty
 - Rural and remote communities
 - Communities experiencing the poorest health outcomes (HPI < 25)
- ✓ 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:
 - Basic Needs for Health & Safety (Food/Nutrition, Behaviors, Physical or Mental Health Services)
 - Meaningful Work & Wealth (Healthcare Workforce, Social Service Workforce)
 - Humane Housing
- ✓ Has a 2025/2026 Candid Guidestar Seal of Transparency that is gold or platinum

Organizations NOT eligible to apply

- ✓ Fiscally sponsored organizations
- ✓ Private foundations
- ✓ 501(c)(4) organizations
- ✓ Organizations who participated in the Vibrant Health Fundraising Training Program 2025 Summer cohort, although exceptions may apply.

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.

Please note that you will be required to complete a brief eligibility quiz to confirm eligibility prior to submitting your application on the Grants Management Portal.

Public, 501c(3) Nonprofit

- Must have own EIN and cannot be fiscally sponsored
- Must be in good standing with the IRS and not delinquent on any tax filings
- Cannot be a private non-operating Foundation
- Cannot be a 501c(4) organization



Officially Recognized (3+ Years)



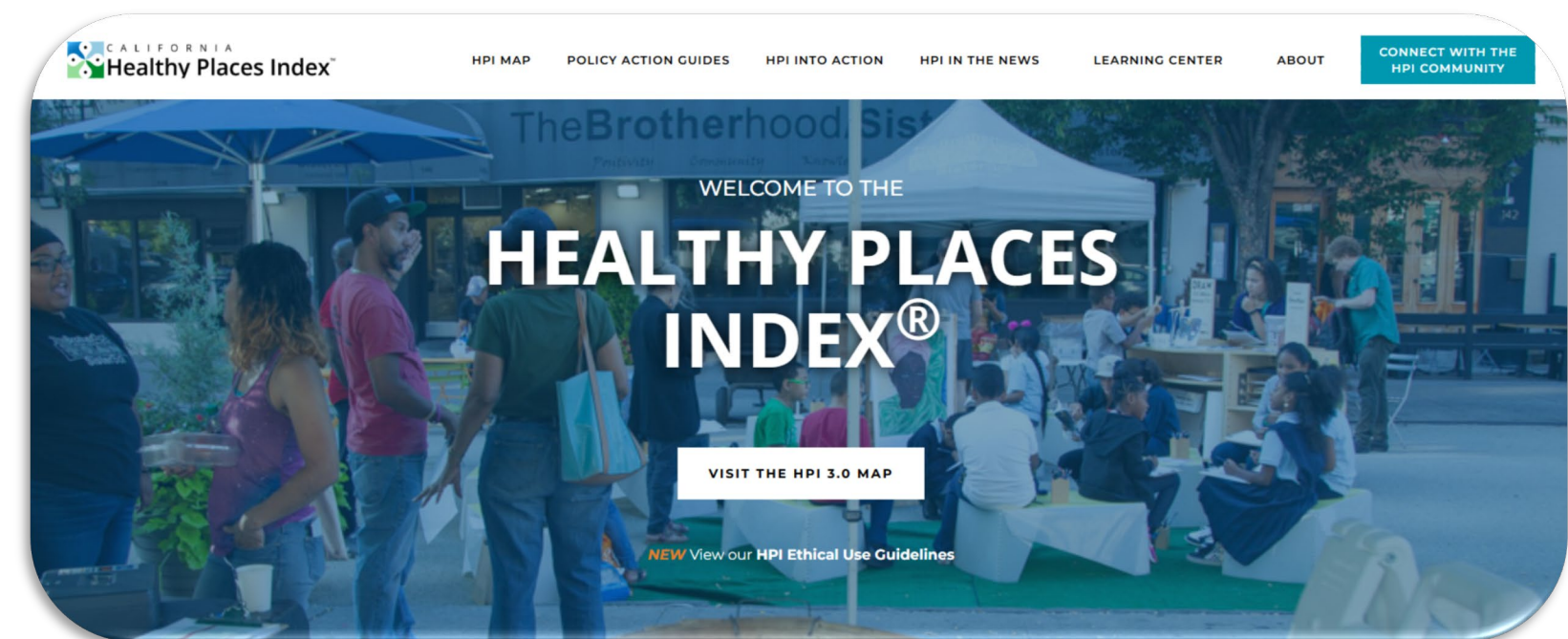
- Officially recognized means the organization had been given tax-exempt status as a nonprofit by CA and/or federal government
- Organizations that were fiscally sponsored for 3+ years and now have their own EIN may be considered. Email grants@iehpfoundation.org for consideration.

Annual Operating Budget

- The organization's annual operating budget for the past three years must be greater than \$300,000.
- Past three years includes 2023 – present.
- Annual operating budget includes all anticipated revenue and expenses for the organization.
- Organizations that have had an operating budget that exceeds \$300,000 for more than one year, but less than 3 years, **may** be considered. Email grants@iehpfoundation.org for consideration.

Population Served

- Organizations do not need to be headquartered in the Inland Empire but do need to demonstrate a significant presence in Riverside and/or San Bernardino Counties.
- Organizations can be a direct or indirect service provider – could be a coalition that supports direct service providers or promotes collective advocacy
- Organizations must serve Inland Empire families with children, youth or families from one or more of the priority populations:
 - Low-income households and/or those living in poverty
 - Rural or remote communities
 - Communities experiencing the poorest health outcomes. This includes cities with a Healthy Places Index (HPI) score lower than the 25th percentile.



Vital Condition Action Areas

- **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 and social service workforce
- Access to education programs and job placement for community members who are under-insured, not insured or on Medi-Cal.
- Access to education programs/career pathways to upskill community members to high-wage and living wage careers

- **Humane Housing**

- Access to safe living conditions for unhoused families
- Access to affordable housing for housing insecure
- Access to home ownership



[Vital Conditions - Inland Empire Vital Conditions Network](#)

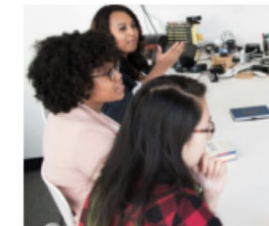
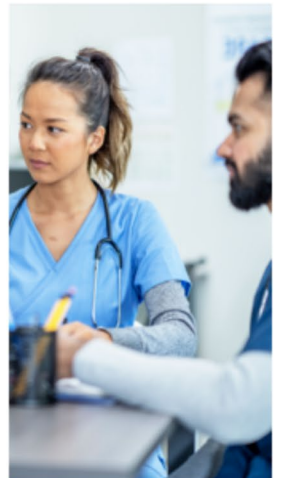
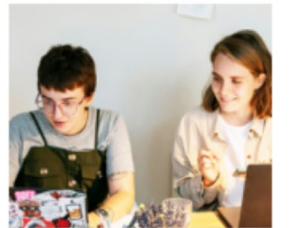
Candid Guidestar Seal of Transparency

- Organizations must have a 2025 or 2026 Candid Guidestar Seal of Transparency rating of either gold or platinum.
- Organizations can obtain this seal by updating their Candid profile with demographic and financial information. Updates can be completed in a day.
- If your organization has not claimed/verified a profile, plan for up to 5 business days for your organization's account to be verified.
- IEHP Foundation is leveraging Candid Guidestar to decrease administrative time to complete applications and enhance data available on nonprofit landscape.

Candid.



The state
of diversity
in the U.S.
nonprofit
sector



Candid Guidestar Seal of Transparency

IEHP Foundation

Location: Rancho Cucamonga,
CA

EIN: 36-5021477

Tax status: 501(c)(3) Public
Charity



- Candid Guidestar is to be updated on an annual basis.
- For information on how to update profile, [click here](#).
- Assistance from IEHP Foundation is available upon request.

Evaluation of Applications - ARCH

Accountability:

To funders and community by being operationally efficient through healthy finances and strong leadership.

1.1 Board Engagement*

Organization and participant demonstrate an understanding of how their board is currently engaged in fundraising and articulate an opportunity to improve/expand their engagement.

Scoring Options: 0 - 5

1.2 Impact of Training - Organization Capacity Building*

Organization articulates how participation in this training opportunity will help them with an organizational fundraising challenge and goal.

Scoring Options: 0 - 5

1.3 Impact of Training - Participant Capacity Building*

Organization and participant articulates how their staff member's participation in the training will positively impact their ability to grow individually and support the organization in improving the reach and effectiveness of their donor management/fundraising efforts.

Scoring Options: 0 - 5

1.4 Funding Portfolio Diversity*

Organization demonstrates a funding portfolio that is somewhat diverse, with opportunity to improve upon individual donor fundraising.

Scoring Options: 0 - 5

Evaluation of Applications - ARCH

Results-Oriented:

By striving to achieve results that are identifiable, measurable and demonstrate progress to data-driven decisions.

2.1 Donor Tracking*

Organization articulates that they have a donor tracking and management system in place that demonstrates an opportunity for improvement.

Scoring Options: 0 - 5

2.2 Organization History & Organization Budget*

Organization demonstrates a history of services that appear sustainable and able to grow in depth/quality. Organization is also in good standing with IRS and Candid profile is up-to-date.

Scoring Options: 0 - 5

2.3 Commitment to Success*

Participant articulates a commitment to be fully engaged in the classes with no major barriers to success.

Scoring Options: 0 - 5

2.4 Application Completeness*

Organization demonstrates responses that are thoughtful and appear to adhere to directions presented.

Evaluation of Applications - ARCH

Connectedness:
To community
and networks
with other
organizations

3.1 Community Need & Reach*

Organization articulates a history of program and services that address a community need and demonstrate a decent size reach within key communities.

Scoring Options: 0 - 5

3.2 Donor Engagement*

Participant selected from organization interacts regularly with individuals or articulates explicitly changes to role that will lead to them interacting face-to-face with individual donors on a regular basis.

Scoring Options: 0 - 5

3.3 Engagement with Available Resources*

Participant attended live Virtual Information Session or reviewed recording and materials on-demand.

5 = Reviewed Materials or attended live information session.

0 = Did not review materials or attend live information session.

Scoring Options: 0 - 5

Evaluation of Applications - ARCH

Health Outcomes:

Organization is positioned as a trusted messenger of health to IEHP Foundation's priority populations through improving health outcomes related to IEHP Foundation's priority Vital Condition action areas.

4.1 Vital Condition Alignment*

Organization's mission, programs and services align with IEHP Foundation's priority Vital Conditions.

Scoring Options: 0 - 5

4.2 Priority Population Alignment*

Organization mission, programs and services focus on primarily serving families with children in the Inland Empire from IEHP Foundation priority populations/communities and contributes positively to the overall diversity of program cohort.

Scoring Options: 0 - 5

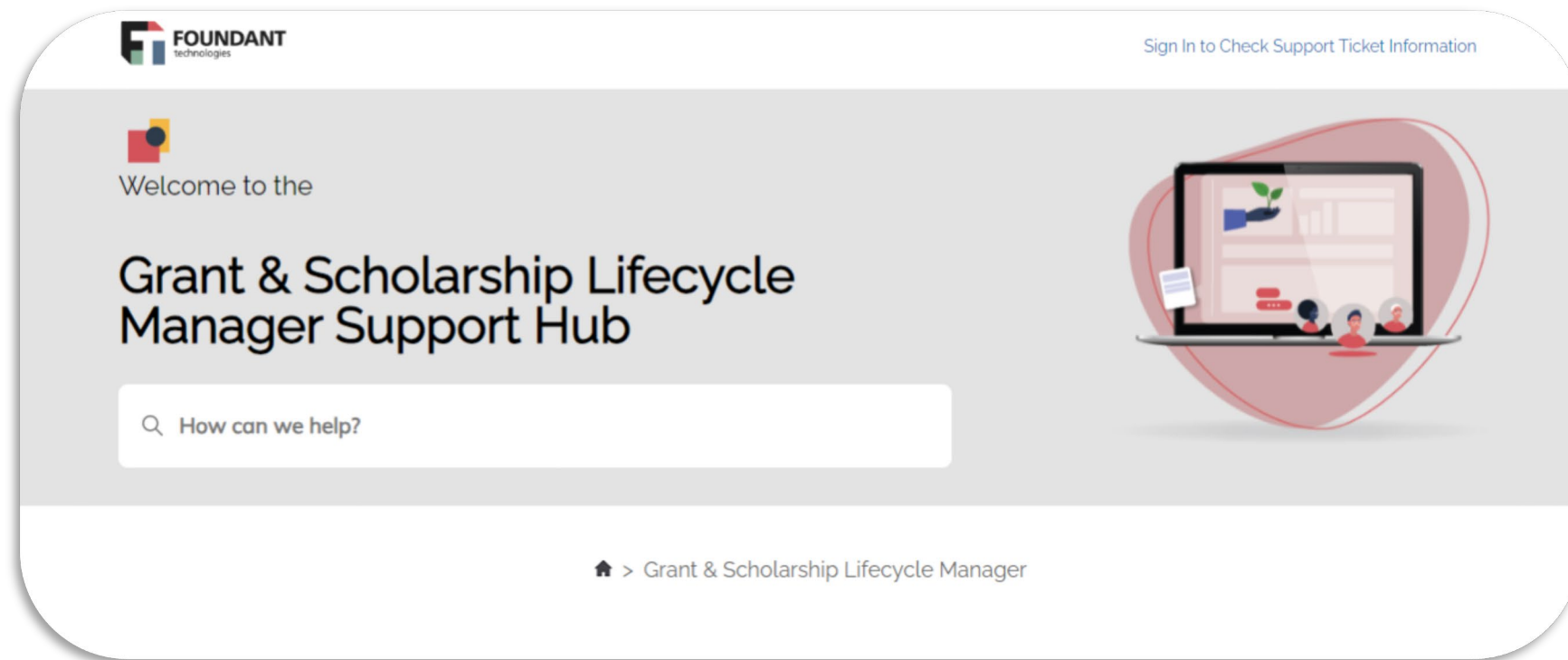
4.3 Trusted Messenger of Health*

Organization's program and services position them to be trusted messengers of health to priority populations in a sustainable way.

Scoring Options: 0 - 5

How to Apply: Navigating the Grants Portal

Tutorials and Support



- Foundant Support Hub offers a library of tutorials, please reference as needed: [Grant & Scholarship Lifecycle Manager – Foundant Technologies](#)
- Recommended to use “applicant” as a key word in searching for tutorials and support.
- Specific helpful tutorials are linked throughout the application process.

Grants Management Portal

IEHP Foundation uses Foundation Grants Lifecycle Management (GLM) as the platform to management all grant and funding opportunities.

- To access, go to iehpfoundation.org and click on Grantee Portal in the upper righthand corner.
- For additional information on available grant/funding opportunities click the Grant tab.



Organization Profile

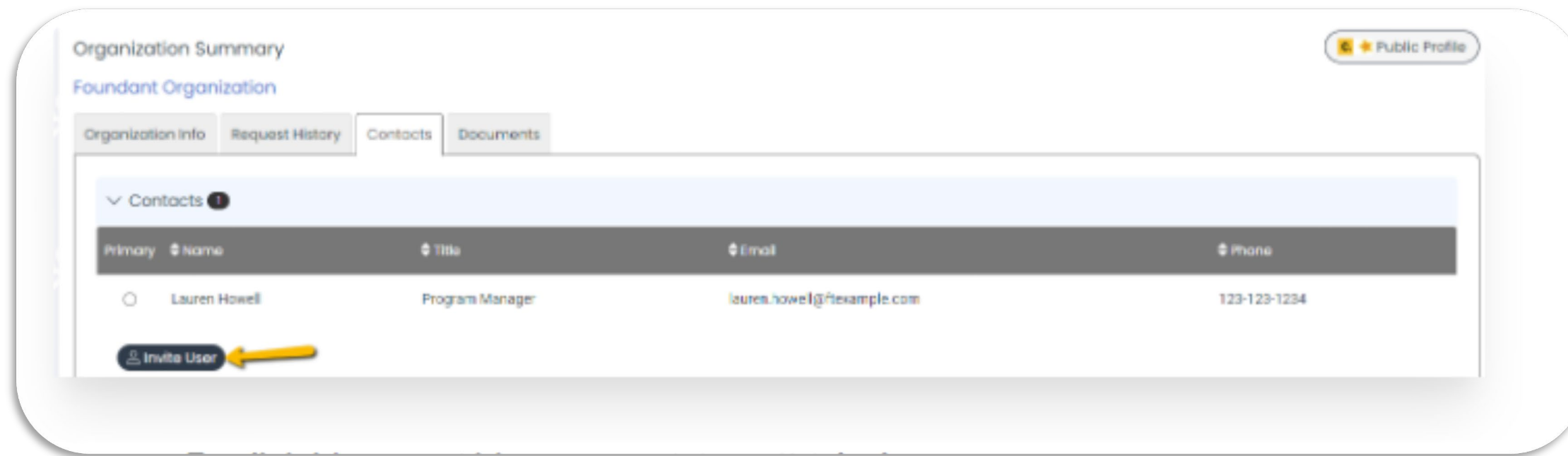
- Each **organization** should have one profile in IEHP Foundation's grant management portal
 - If another funder for your organization uses Foundant GLM, a profile will need to be created in IEHP Foundation's grant management portal, as profiles are not shared between funders.
 - If your organization has received funding from IEHP Foundation before, an organization profile already exists. **Do not create a new profile.**
- Each **organization** should only submit one application for this opportunity. Organizations that submit more than one application will not be considered.
- Organization information needed to setup an account is minimal:
 - Name of Organization
 - EIN
 - Address
 - Website
 - Phone Number
 - Email Address
 - Primary Contact
 - Mission Statement
 - IEHPF Subregions Served
 - Vital Conditions Addressed

Individual (User) Profile

- Each individual should have their own, unique user profile. IEHP Foundation recommends that users do not share logins.
- Individuals (grant writers) that represent multiple organizations can have one login.
- **Applicant** for the grant will be IEHPF's main point of contact for grant updates.
 - Primary contacts will be copied on the email communications
- Individual contact information needed to setup an account includes:
 - Name
 - Job Title
 - Address – use official organization address/place of work. Do not use personal address
 - Email
 - Phone Number
 - Password

Individual (User) Profile

- Each organization will need **one primary contact identified**. This contact can be the same as the applicant or it can be another staff member
 - Primary contact must have signing rights for the organization.
- Multiple individuals can be assigned and invited to work on the application. Instructions available [here](#). Please note individuals must work asynchronously on the application.
- Communication between staff is important as prior versions of the application cannot be recovered.



Eligibility Quiz

- Before navigating to the applications, organizations will create a brief Eligibility Quiz.
- Eligibility Quiz only takes a few minutes to complete.
- If your organization passes the eligibility quiz, instructions will then be provided directly on the Grants Management Portal for how to access the Application.

✓ Eligibility Questions

Is your organization a public, 501c3 nonprofit with up-to-date tax (Form 990) filings?*

Organizations that are eligible to apply must be a nonprofit, tax-exempt organization under section 501(c)(3) of the Internal Revenue Code and must not be a non-operating private foundation. IEHP Foundation will not be considering fiscally sponsored organizations for this opportunity.

Yes

No

Has your organization been in operation as an officially recognized nonprofit for 3 years or more?*

Organizations that are eligible to apply must have been a formally recognized nonprofit organization since 2023.

Yes

No

Application Sections

- 1. General Instructions** - Make sure to start here and read this section thoroughly.
- 2. Organization Profile & General Information**
 - Confirms organization profile, individual profile and primary contact profiles are up-to-date
 - Organization program and services overview, reach and budget information
 - Mostly radio button/checkbox responses and short text area responses
- 3. Organization Fundraising Information**
 - Responses focus on your organization's current fundraising infrastructure, processes, goals and challenges
 - 2 drop-down select questions and 3 narrative questions*
- 4. Participant Information**
 - Participant contact and demographic information – multiple short response/single select questions
 - 2 Narrative questions about fundraising experience and goals*
- 5. Additional Information (Optional)** – One narrative question to share anything about organization or leaders.
- 6. Process Feedback Questions (Optional)** – Help IEHPF learn how to improve application and develop streamlined application.

*Narrative questions = 3000 characters, inclusive of spaces.

Important Notes

- **Apply early**: Allow sufficient response time for any questions, updates to Candid Guidestar and technology concerns. Late applications **will not** be accepted.
- **Status Updates**: Email communications regarding the status of your application will come from IEHP Foundation Grants administrator@grantinterface.com and grants@iehpfoundation.org. You may also view your application status update by logging into the grants management portal.
- **Successful Submission**: An application is considered successfully submitted only if you receive a confirmation email.
- **Follow instructions**: Read all instructions carefully and thoroughly. Failure to adhere to instructions will impact the evaluation of your application.
- **Reach Out** IEHP Foundation recognizes organizations may have unique and nuanced experiences. Email grants@iehpfoundation.org for any questions. Allow 1 – 3 business days for a response.
- **Be Honest** IEHP Foundation values honesty and transparency. This opportunity is intended to be responsive to the opportunities and challenges facing Inland Empire nonprofits.

Questions & Answers

Thank You!

IE  **HP**

Foundation

We inspire and ignite the health of the Inland Empire.