



## County Connections Newsletter

Nonprofit Edition- Spring 2025

### A Message from the Santa Barbara Foundation



Dear Friends and Partners,

Welcome to our County Connections Nonprofit Edition e-newsletter. This publication highlights the critical role of the nonprofit sector in creating a thriving community for all and aims to support our partnership by sharing grant opportunities, training resources, public policy and sector updates.

We recognize these are challenging and uncertain times for our nonprofit partners, as we witness our local safety net organizations navigate significant and sudden funding loss and challenges while simultaneously responding to growing need among our neighbors.

The Santa Barbara Foundation is closely tracking the impact of federal policy changes on our local nonprofit organizations and their ability to serve the needs of our communities and to sustain their operations. Please keep our [Programs Team](#) informed of any challenges you encounter with funding access or program continuity to help us advocate effectively and inform our donor community.

With gratitude,

Santa Barbara Foundation Programs Team

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*"The nonprofit sector is the critical infrastructure that holds our community together during challenging times and helps it thrive during periods of growth."*

*-Jackie Carrera, President & CEO of the Santa Barbara Foundation*

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### Feature Stories



Nonprofit Leaders, ***we need your help!*** We know how critical the sector is in supporting our community and we want to stay informed about the challenges you face in light of the rapid changes, major policy and funding shifts. We request that one senior leader per organization [complete the survey](#) by **May 9th**. Want to learn more? Read the [2022-2023](#) State of Nonprofits in Santa Barbara County Report for a look back at previous findings. Send any questions to the Center for Evaluation & Assessment Director, [Dr. Tarek Azzam](#).

Please also keep an eye out for the State of Nonprofits in SBC Workforce Survey to hear from all nonprofit frontline workers, which is coming soon!

### Take the Survey!



The Santa Barbara Foundation has been a member of a coalition of leaders from across the Central Coast that is working to launch a new housing advocacy organization. The Steering Committee is thrilled to announce we're now hiring a founding director to be the first contract staff member of this new organization - The Home Team - to lead its development and drive housing solutions across Santa Barbara County. **Please note this is not a Santa Barbara Foundation role. The Home Team is an independent**

**entity.** Learn more [here](#).

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Mark your calendars for this year's PFE conference, where nonprofit leaders and funders come together to explore ideas and connections. CalNonprofits CEO Geoff Green will be a guest speaker, along with an array of timely topics and an update from the State of the Nonprofits Report. More details to come.

## SBF Staff Features

**Beatríz Garcia serves as the new Director of Strategic Initiatives and Partnerships**, where she leads efforts to convene partners and bring resources together for large scale, sustainable improvements in our community, with a focus on health equity, affordable housing, digital equity, and access to quality childcare. Beatríz is inspired by her experience as the daughter of immigrant farmworkers and by her 15 years of work leading community organizing, workforce, and civic engagement initiatives that created more opportunities for families to thrive. [Click here to learn more!](#)



**Anne Whatley serves as the new Director of the Collaboration for Social Impact.** Anne brings 20 years of experience building collaborative leadership among nonprofit organizations, driving collective impact, advancing social sector infrastructure, and supporting disaster relief recovery, most notably facilitating the Ventura County Long-Term Disaster Recovery Group. With expertise in cross-sector partnerships and social impact evaluation, Anne has served on the program design committee for the CLU Center for Nonprofit Leadership and is a lead writer of the widely-read [Network Know-How Guides](#) and co-author of the [Network Evaluation Guide](#).

## Grant Updates



## Nonprofit Training Opportunities

### Effective Advocacy with Elected Officials

**May 13** 10-11:15am (via Zoom). Register [here](#).

Join CalNonprofits and the California Policy Forum for an essential webinar on how to build relationships with elected officials, communicate with confidence, and influence policy decisions.



### Diversifying Revenue and Strengthening Your Fundraising Efforts

*Offered in partnership with SBF's Collaboration for Social Impact*

**May 21** 9-11am. South County. [Register here](#).

**May 20** 10am-12pm. North County. [Register here](#).

Generating and managing revenue is crucial for any organization.

This session, led by Campbell & Company's [Kate Effland](#) and

[Christina Knaier](#), will cover the importance of diversifying revenue

streams, evaluating different types such as government grants, fundraising events, and major



giving. We will also discuss steps to strengthen fundraising efforts by building a stronger donor base over time.

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**Leading for Community Impact**

Register for an information session [here](#).  
[Leading for Community Impact](#) 2025-2026 cohort is for northern Santa Barbara County changemakers committed to positive impact. This program offers professional development for nonprofit and social sector leaders to enhance their leadership and build connections with peers, mentors, and community leaders. Applications are due by **May 21st**.



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**Elements of an Effective Case**

*Offered in Partnership with SBF's Collaboration for Social Impact*  
**June 12** 10am-12pm (via Zoom). [Register here](#).  
A strong case for support engages supporters, inspires giving, and celebrates impact. In this session, Campbell & Company's [Kate Effland](#) and [Christina Knaier](#) will cover key elements of an effective case, steps to create or strengthen one, and how it can evolve through an organization's life, especially during campaigns. We will also troubleshoot common challenges and share practical solutions.



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**Board Leadership Institute - 2025 Cohort**

*Offered in partnership with SBF's Collaboration for Social Impact*  
**June 10-Oct 14** 8:45am-12:30pm. In-person & Virtual (Module times may vary). Apply [here](#).  
The 5-month certificate program through the Center for Nonprofit Leadership aims to enhance the skills of leadership teams, including nonprofit board members and a senior leader. It focuses on improving board governance, fiduciary oversight, and the abilities of boards to steward nonprofit organizations. For more information, see the [flyer](#). Applications are due by **May 30th**.



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**Financial Nonprofit Contingency Planning Workshop**

*Offered in partnership with SBF's Collaboration for Social Impact*  
**June 18** 9-11am (via Zoom). Register [here](#).  
This workshop with David Greco will provide organizational leaders with tools to navigate financial uncertainty by identifying risks, examining budget impacts, and developing backup plans. Offered in partnership with the Center for Nonprofit Leadership, this hands-on session will teach participants to make data-driven decisions and communicate contingency plans to boards, funders, and community partners.



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**Brand Reputation & Crisis Management for Nonprofits:  
Maintaining Trust in Challenging Times**

*Offered in partnership with SBF's Collaboration for Social Impact*  
**July 22** 1-4pm. South County. Register [here](#).  
**July 23** 9am-12pm. North County. Register [here](#).  
Join SBF and the Center for Nonprofit Leadership for "Building Resilience in Crisis" with expert strategist Kristen Caloca. This workshop will equip nonprofit leaders with tools to navigate complex crises, including risk assessment, response planning, and maintaining stakeholder trust. Participants will receive practical templates to create customized crisis management plans.



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**PR Strategies for Nonprofits**

*Offered in partnership with SBF's Collaboration for Social Impact*  
**August 12** 9am-12pm. South County. Register [here](#).  
Why do some organizations consistently get press coverage? In this three-part workshop, PR expert Lindsey Carnett will teach you the mechanics of crafting your story and selecting the right media outlets and contacts. Offered in partnership with the Center for Nonprofit Leadership.



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**Making an Impact: Social Media Strategies and Tactics for Nonprofits**

*Offered in partnership with SBF's Collaboration for Social Impact*  
**August 28** 1-4pm (via Zoom). Register [here](#).  
Ready to harness social media marketing for your nonprofit? Join PR expert Lindsey Carnett in this workshop to explore platform audience differences, social media do's and don'ts, content generation best practices, audience engagement, and integrating online strategies with your nonprofit's marketing, fundraising, and branding efforts.



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**Executive Director Roundtable**

*Offered in partnership with SBF's Collaboration for Social Impact*  
**Coming Soon!**  
We will soon launch a quarterly roundtable for ED's seeking a facilitated space to engage timely issues, leave with new tools/awareness, and strengthen their network. [Contact us](#) if you are interested in participating.



**Nonprofit Resources**



[CalNonprofits](#), the leading policy voice for California's nonprofit sector, focuses on advocacy, education, and research to build a more powerful and politically engaged nonprofit network across California.  
[The National Council of Nonprofits](#) is the largest network of nonprofits in North America. We champion, inform, and connect organizations across the country to score big wins for nonprofits and the communities they serve. See resources on their page: Navigating Federal Policy Changes, which also offers legal guidance on threats to tax-exempt status and

addresses concerns in their recent white paper: [Myth v. Reality: Executive Branch Lacks Authority to Target Nonprofit Organizations](#). [The Impact Project](#) provides objective, transparent, and open-source data to help explain how federal policies, funding, and workforce changes affect our communities. Their tool, the [Impact Map](#), shows the local impact of federal workforce, funding, and policy decisions. Your voice matters. You can contribute to the Impact Map by [clicking here](#) to access brief surveys, and a form for adding local news articles to the Map. [StrongNonprofits Toolkit](#) provides resources to strengthen your nonprofit financial management, with tools, guidance and self-assessments, including budgeting, cash flow, operations, data and analysis, audit readiness, and governance and strategy. [Nonprofit Resource Network \(NPRN\)](#) of Santa Barbara County serves as the digital hub for Santa Barbara County's social sector.

## SBF's Strategic Focus Areas Features



**The Community Health Worker/Promotores Collaborative** is a tri-county initiative dedicated to strengthening & sustaining the Community Health Worker & Promotores workforce across the Central Coast. The collaborative unites nonprofits, community health clinics, managed care providers, funders and the CHWs/Promotores themselves to expand access to quality health care and preventative services for our region's most vulnerable residents. Together, we are identifying pathways to long-term workforce sustainability, bridging gaps in care, and advancing health care. To learn more or get involved, [contact us](#)!



The **Digital Equity Coalition (DEC)** is committed to bridging the digital divide and empowering communities across Santa Barbara County through collaborative efforts and shared resources. Visit our new [SBCDEC website](#) to learn more about local and regional opportunities for greater digital access, affordability, literacy and practices, and access essential tools and information including digital literacy tutorials, affordable internet options, device programs, tech support, and training materials. [Contact us](#) if you are interested in joining our partner meetings.

## Nonprofit Sector Policy Highlights

*This section focuses on policies that directly impact the nonprofit sector. It includes links for further information and potential advocacy opportunities.*



### **[SBF SUPPORTED | AB 944 \(Macedo\): State government: emergency services: nonprofit service providers](#)**

Provides nonprofits flexibility to adjust how they deliver services during a state of emergency, as long as they still fulfill the purpose of their contract.



### **[SBF SUPPORTED | AB 880 \(Bennett\): State government grants and contracts: payment of claims and grantees' indirect costs.](#)**

The California Prompt Payment Act requires state agencies to pay grants or contracts within 45 days of receiving an undisputed invoice, with penalties for delays, and this bill proposes removing the exception for Medi-Cal program grants under \$500,000 awarded to nonprofits. The bill also includes better indirect cost coverage and closing the loophole in the Prompt Payment Act.



### **[SBF SUPPORTED | AB 1039 \(Hart\): State-funded assistance grants and contracts: advance payments.](#)**

Accelerates implementation of AB 590 (2023), which authorized up to 25% advance pay for state grants and contracts with nonprofits. Requires that all new grants and contracts offer advance pay by Jan. 1 2026 and requires greater transparency about advance pay on [grants.ca.gov](#) and in contract RFPs.



**[SBF SUPPORTED | AB 688 \(Gonzalez\): Telehealth for All Act of 2025](#)**

Telehealth for all Act of 2025 to identify disparities in telehealth access and help advance telehealth to increase healthcare access for all Californians, especially medically underserved residents.



**[SBF SUPPORTED | AB 403 \(Ortega\): Medi-Cal: Community Health Worker Services](#)**

The proposed legislation requires the Department of Health Care Services to annually analyze Community Health Worker Medi-Cal service utilization for the Legislature starting July 2027, addressing accessibility gaps among the 15 million eligible beneficiaries of whom fewer than 6,000 currently utilize this benefit.



**[SBF OPPOSED | AmeriCorps Funding:](#)**

**[Call to action](#)** in response to administrative decisions compromising funding to AmeriCorps.



**[SBF OPPOSED | Region IX Office Closure \(Head Start\):](#)**

Following CommUnify's call to action, SBF drafted and sent opposition letters protesting the planned closure of the Region IX Head Start office.

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