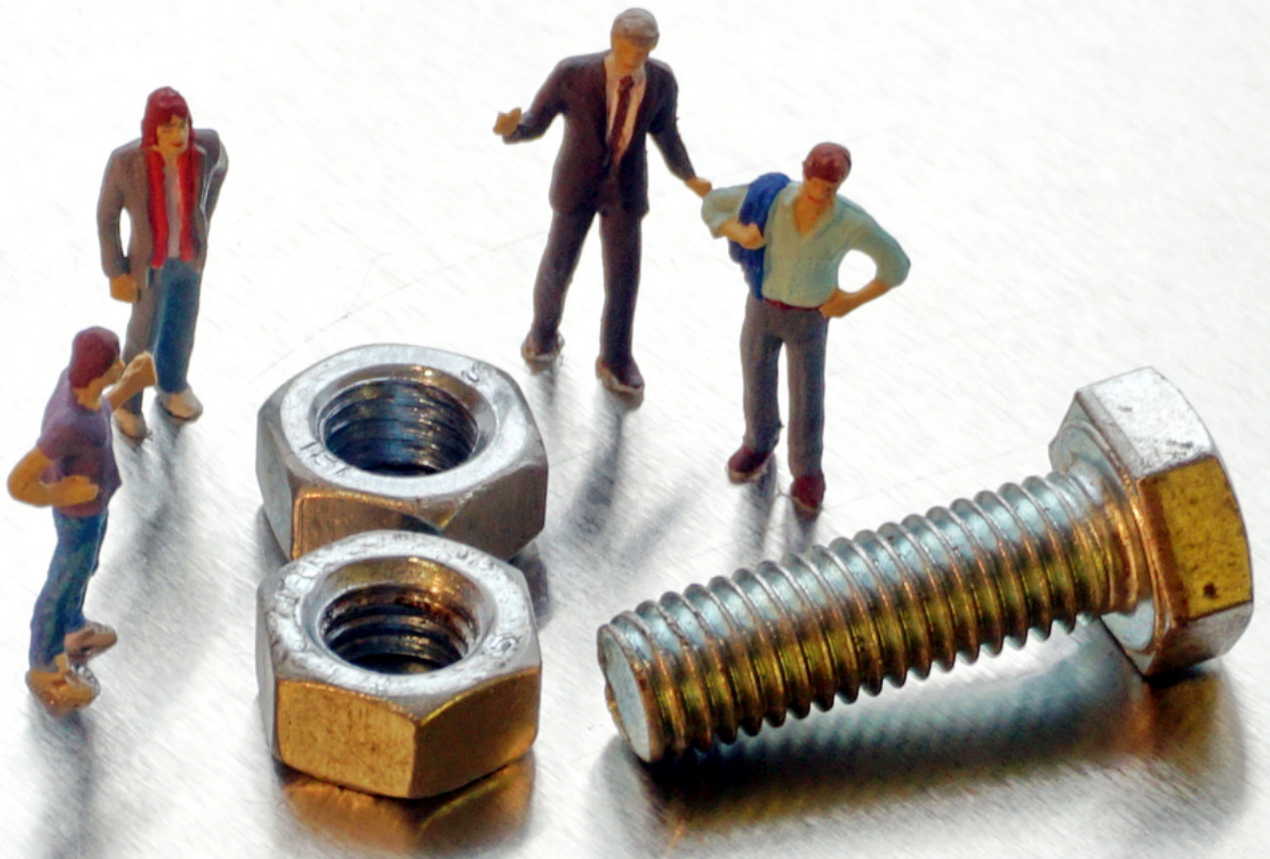


THE GREATER SUM FOUNDATION'S

2023

ANNUAL  
REPORT





# LETTER FROM THE DIRECTOR

**Hello, Friends of The Greater Sum,**

Our annual report, this year with a vehicular theme, draws inspiration from the film Greater Sum was invited to submit to Exponent Philanthropy's Outsized Impact Film Festival. Titled "The Greater Picture: Advocating For Early Stage & Grassroots Nonprofits," the film articulates our vision for impact: investing in early-stage organizations with immense potential to overcome obstacles, ensuring their innovative programs and services reach fruition.

All founders entering Greater Sum's virtual incubator program have identified issues close to their hearts, and they are dedicating substantial time, energy, and funds to test and refine their solutions. Their goal is clear: to envision a happier and healthier destination for their communities. Along this path, we see Greater Sum's volunteers and staff as providers of fuel, road signs, and snacks – in other words, funding, programs, coaching, and network building. Winners of the pitch competition and members of the Promising Practices cohort represent the best of the best: those nonprofits that our review team chose to invest in through prizes and matching grants.

Within this year's report you'll see examples of first class nonprofit entrepreneurs and recognize how Greater Sum programming and volunteers help these founders accelerate. We express our sincere gratitude for your integral role in this narrative. Your ongoing support not only funds grants to nonprofits but also helps forge connections, share compelling stories, and drive positive change.

Together, we are building a community dedicated to creating a greater and more impactful future. Thank you for being a vital part of our journey.

Warm regards,

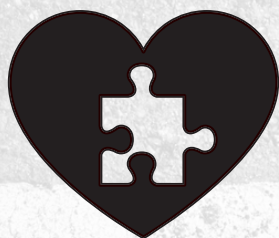
**Anna Taylor, Executive Director**



# VOLUNTEER HIGHLIGHTS

## PROGRAMMING & EVALUATION GROUPS

In 2023, focus groups of alumni and volunteers identified the most meaningful supports that The Greater Sum offers, and studied the impact of those services on participant and alumni organizations.



### PROBLEM

Promising approaches go unnoticed and unsupported because founders lack resources and access.



### STRATEGY

The Greater Sum offers educational programs, subject matter expertise, and grants. Resources are invested in nonprofits with an innovative and scalable model.



### OUTCOME

The Greater Sum alumni are able to more fully realize their vision of impact.

**83.3% of Greater Sum alumni are on a growth trajectory.**

## THANK YOU TO OUR ALUMNI FOCUS + THEORY OF CHANGE WORKING GROUPS

Dan Rubins, Hear Your Song  
Marie-Eve Monette, Respond Crisis Translation  
Asjah Monroe, Small House  
Kym Motley, Gladys Love Project  
Katie Nees, Child Life Disaster Relief

Justin Hunsaker, Board Chairman  
Lauren Daley, Board Member  
Johnta Hatchet, Board Member  
Chris Smith, Board Member  
Kimberlee N. Smith, Advisory Council



Early stage organizations need access to high quality human resources professionals. Since 2018, The Greater Sum partnered with Dynamic Corporate Solutions to provide alumni with a 12 month HR Toolkit Subscription that includes training, a toolkit of customizable tools & templates, monthly regulatory updates, and access to the HR Helpline.

To learn more: [www.dynamiccorp.com](http://www.dynamiccorp.com)



"DCSI has been proud to partner with Greater Sum for the better part of a decade. The Greater Sum team does a tremendous job of nurturing and cultivating start-up nonprofits and they recognize that one of the keystones for their success is strong HR knowledge. We are happy to provide education and guidance to these groups to ensure that they remain compliant and can focus on their most important work, their mission."

- Suzi Lemen, CEO



# VIRTUAL INCUBATOR PROGRAM (VIP)

## Participants

Founders of early-stage and innovative nonprofits



## Components

- Self-paced curriculum
- Peer chats
- Microconsulting



## Outcome

Financial strategy to sustain and scale your organization



## Program Achievements

In 2023, we had **18** total graduates complete our virtual incubator

# 2023 GRADUATES



Architecting Curiosity

Beaming Brite Mentoring

Birth Culture

Black Web Fest

Emoción Sana

Evermore

For the Love of Primates

International Girls Academy

Kids Sew Genius

Lots of Fish

Mindful Diagnosis

Pineapple Women

Revision Dance & Yoga

T1 International

The New 3Rs

Wikitungues

Worthy Mentoring

You Are Safe Here

**“I NOW HAVE THE CONFIDENCE AND KNOW-HOW TO MAKE A MORE COMPELLING CASE.” - INCUBATOR ALUMNUS**

# PITCH COMPETITION PRIZE WINNERS 2023



## 1st Place - \$10,000 Prize Winner

**Worthy Mentoring** provides tools and resources that empower LGBTQ+ individuals to come out and thrive. Their Worthy Mentoring App connects verified and vetted individuals passionate about supporting others in their coming-out journey with those struggling in the LGBTQ+ community. Both mentors and mentees are presented with professional resources, guides, and handbooks in partnership with many foundations such as the Trevor Project to facilitate successful and empowering mentorship.

*"Worthy Mentoring's innovative use of technology to connect and empower the LGBTQ+ community is inspiring. Their emphasis on safety creates a welcoming space for both mentors and mentees. We couldn't be more excited about their positive impact and scalability."* - Justin Hunsaker, TGS Board Chair



## 2nd Place - \$3,000 Prize Winner

**The New 3Rs** offers programs and resources to educate and empower children, parents, educators, and workplace leaders through a lens of racial justice and racial awareness. Teaching the contributions Black people have given the world, it is the only online Black History program for 6th to 10th graders. With an exclusive collection of 10,000 Black History Artifacts, the New 3Rs educates and empowers through the aRt of social justice storytelling, building Relationships, and fostering a sense of Responsibility. They seek to create a more Civic and Compassionate Society - One Child at a Time.

*"The New 3Rs uses an innovative approach to address a critical need around creating a more inclusive and compassionate world—one child at a time. I'm excited about their work and can't wait to see how they grow."* - Lauren Daley, Board Member



## 3rd Place - \$1,000 Prize Winner

**Student Clinic for Immigrant Justice** is a youth-led organization that trains and mobilizes college students to provide pro bono legal support to asylum seekers and organize for immigrant justice. SCIJ has trained 84 students, most of whom are immigrants and first-generation Americans. They have provided 125 asylum seekers with legal support and connected 108 immigrants to social services. They recognize that, throughout the immigration process, immigrants face complex legal procedures and policies, transportation barriers, language barriers, and financial barriers.

*"SCIJ is equipped and prepared with passionate individuals for the long battle to protect immigrant justice and asylum seekers."* - Serena Hawtin, TGS Communications Specialist

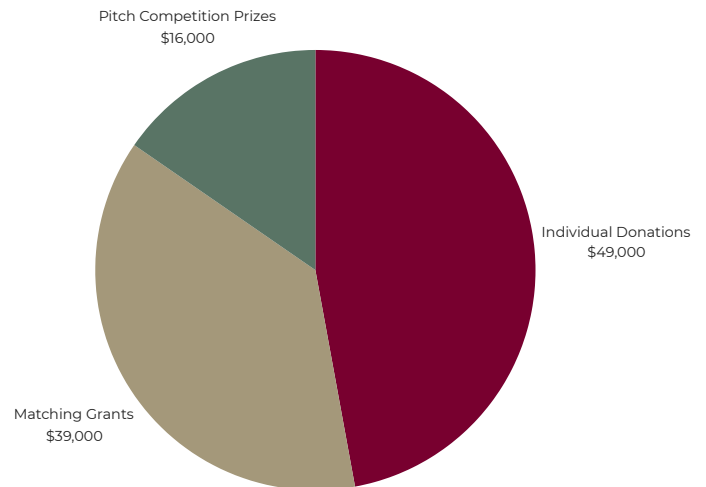
We're fueling innovation in the nonprofit sector!



# INVESTING IN INNOVATION

In 2023, The Greater Sum distributed **\$103,000** to nonprofits.

- Individual donations: \$49,000
- Matching grants: \$39,000
- Pitch competition prizes: \$15,000



## FUNDRAISING ACCELERATOR COHORT

RECIPIENTS OF \$78,000 IN ONLINE DONATIONS AND MATCHING GRANTS!

**PROMISING**  
NONPROFIT  
ACCELERATOR  
**PRACTICES**

- » Evermore
- » Fluffy Friends
- » For The Love of Primates
- » The New 3Rs
- » Pineapple Women
- » Student Clinic for Immigrant Justice
- » Wikitongues
- » Worthy Mentoring
- » You Are Safe Here

"I LOVED BEING ABLE TO BROWSE THE VARIOUS NONPROFITS. I READ ABOUT THEIR INDIVIDUAL IDEAS AND PLANS AND CHOSE TO SUPPORT THE ONE THAT SEEMED TO HAVE THE BIGGEST IMPACT ON THINGS I CARE ABOUT."

- LAURA BEARL, ACCELERATOR DONOR

# THE WHOLE IS GREATER THAN THE SUM OF THE PARTS. –ARISTOTLE



**THANK YOU**  
FOR GOING THE EXTRA MILE

## Board of Directors

Justin Hunsaker, Chair  
Lauren Daley  
Johnta Hatchett  
Richard Mandel  
Todd Silverstein  
Chris Smith  
Ellen Thomas

## Advisory Board

Amy Grone  
Kristin E. Joys, Ph.D.  
Brock McBride  
Brian Short  
Leslie Simone  
Kimberlee Nicole Smith

## Staff

Anna Taylor  
Serena Hawtin

## Interns

Caitlyn Williams, UVM  
Lamar Woods, SLU  
Jonathan Fernandez, NSU  
Kianna Nelson, UF

## Subject Matter

Darius Daughtry

Evelyne Keomian

Emily Morrison

Leslie Simone

## Expert Volunteers

Sara Dravland

Nodira Khousainova

Kym Motley

Susie Sitzer

James Basbas

Prabha Dublish

Suzanne Lemen

Livia Navon

Lawrence Smith

Steven Bloomfiend

E. Ashley Fox

Sarah Laboranti

Nancy Nowlis

Kimberlee Nicole Smith

Josh Borstein

Lynn Gerlach

Kerie London

Jen Parker

Vanessa Theoharis

Wade Brooks

Liz Getman

Brianna Lynch

Helen Quinn

Ellen Thomas

Bob Bryan

Amy Grone

Richard Mandel

Cara Ridenhour

John Thomas

Ben Chang-Holt

Corey Grone

Marie-Christine Martin

Michael Rossi

Jennifer Thorpe-Moscon

Dave Cortright

Ian Harvey

Brockett McBride

Dan Rubins

Kathryn Trapp

Claire Crum

Johnta Hatchett

Tayloe McDonald

Judy Saylor

Sean Tu

Lauren Daley

Justin Hunsaker

Bernie McMahon

Eris Sharon

Collie Turner

Shona Jackson

Asjah Monroe

Brian Short

Tyler Winkler

Kristin Joys

Paul Morris

Todd Silverstein

Maria Yuan

## Donors and Sponsors

5xminority, Fay Adams, Cynthia Albertson, Alfaysal Alfaris, Walyce Almeida, Valeria Aloe, Jessica Alonso, Amaranth Pediatric Health, Frederico Andrade, Rob Andren, Colleen Anthony, Leonardo Aquino Angel, Toby Arment, Carol Barash, Diana Barbosa, Lisa Bartlett, Deb & Peter Bermudes, Connor Best, Matthew Biblo, Gregory Birne, Katie Bishop, Steven Bloomfield, Shannon Bradley, Marcy Kelly Brubaker, Conner Bueche, Adriana Cajiao, George Cannon, Tessa Cannon, Shira Carroll, Jairo Chaves, Cherise Clifton, Jacqueline Corbin-Armstrong, Cristina Dacchille Freeman, Alexa Daggett, Christopher De Felippo, Paolo Del Vecchio, Melissa Delgado, Bridget Dennis, August Densby, Angela Diep, Andrea Donnor, Kimrie Donovan, Nguyen Duong, Albert DuPont, Michael Edmonson, Mike Edmonson, Nicole Edmonson, Sierra Ellis, Escano Law, Wade Farrow, Jannie Fernandez, Sandra C. Fernandez, John Fiedler, Fillers Consulting, Ci Fit, Rick Foster, Libby Frolichman, Leonardo Garzon, Natalia Garzon, Teresa Garzon, Lizzie Gelles, Paola Germino, Nikolaos Giannakakis, Cassie Giardina, Irina Gilbertson, Rachel Glube, Jonathan Goldman, Susana Gomez-Burgos, Alba Gonzalez, Madelyn Green, Scott Griffin, Maydi Guevara, Olga Gulino, Shiva Gupta, Christopher Haas, Vanessa Hale, Tanni Hall, Tricia Hall, Miles Hardy, Johnta Hatchett, Joan Heminway, Shantal Hernandez, Carl Herrin, Derek Hinkle, Lance Hinkson, Chelsea Hunter, Mike Lamele, Ipponzote LLC, Dennis Jjuuko, Edward Jones, Kristin Joys, Micaela Kaplan, Poonam Kapoor, Sapna Kapoor, Nicole Katav, Margo Kelly, Alex Kemper, Julie Kinney, Carol Kinney, Beth Korgood, Renee Korgood, Noah Kroloff, Allison Kunz, Young Woo Kwon, Patricia Laraia, Degen Larkin, Marisniulkis Lescaille, Ashley Lippincott, Rebecca Lipson, Amy Lounsbury, Jennie Mackanos, Patrick Maguire, Richard Mandel, Roque Martinez, Timothy Mauro, Donna Mazyck, Howard Menaker, Mary Miller, Nina Miller, Theodore Miller, Stuart Min, Marilyn Molina, JC & Jennifer Morales, Nermin Moustafa, Victor Moy, Derek Mulhern, Joyal Mulheron, Karen Mulheron, Rian Nagel, Nancy Nowlis, Moira O'Sullivan, Tim O'Keefe, Andrew Ostarello, Kimberly Owens, Cesar Paoli, Gianella Paz Aponete, Vincent Pellegrino, Margarita Perez, Nubia Perez, Christian Plant, Lora Poepping, Wes Pyron, Jeffrey Queen, Adithya Ramaswami, Melissa Renner, Reyhan Ayhan LLC, Troy Reynolds, Garrett Riley, Ines Rodriguez, Amanda Rosenblum, Robin Ryan, Eric & Mary Schertel, Martha Schumacher, Estelle Sey, Jeffrey Siegal, Robert Singer, Amy Smalec, Steve Smalec, Renee Smith-Maddox, Ana Solares, Anna Lisa Somera, Jacob Stanton, Caleb Stitely, Dave Sullivan, Alma Tapia, Anna Taylor, Alastair Thomas, Ellen Thomas, John Thomas, Jacqueline Toppin, William Tortorelli, Caprice Troupe, Wendy Wagner, Abigail Wesson, Stephen Whisnant, Jonathan White, Coryn Whitecar, Chris Wood, Maxwell Wood, Patricia Wood, Victoria Young