**Village Movement California Fund Development Principles**

Village Movement California (VMC) manages our own fund development program, separate from our member organizations. This document outlines the guiding principles behind our fundraising work and the basics of how staff and Board/Leadership Team navigate the process. It is NOT intended as a fund development plan; these principles and operating procedures should be relevant no matter what our specific annual fundraising plans are.

**Guiding principles for VMC’s fund development work:**

1. VMC strives to bring NEW resources to our field, identifying funding opportunities and streams that may not otherwise be available to local member organizations. For example, some foundations focus on systemic, statewide, or other change efforts that require broader scale than individual member Villages can provide. Our priority fundraising targets will be those that will fund a scope of work beyond what individual Villages can deliver.
2. A key aspect of our mission is to contribute to increased sustainability for local Villages and the Village movement; therefore, VMC strives to avoid direct competition for funding with our member organizations. Given the overall funding landscape and diverse priorities among funders it is not possible to avoid overlap entirely, but we use the following practices to minimize competition:
   1. VMC staff (or Fundraising Committee members) will inform our full Leadership Team of any funders we are in conversation with or planning to reach out to. VMC staff will solicit input from the Leadership Team (and other Village members as appropriate) when there is a question about whether pursuing a funding source may lead to direct competition.
   2. If VMC is applying to a funder who also funds local members, we notify the funder that we do not want to undermine current funding for our members, or potential funding for local Villages in general.
3. VMC strives to educate the philanthropic field about the value of our approach, our model, the need and potential impact of investing in our work at multiple levels. VMC believes that funding our members AND the statewide coalition are important. Therefore we encourage funders to fund both local and statewide work as part of a linked strategy.
4. VMC’s Board/Leadership Team plays a critical role in connecting VMC to funders and lifting up VMC’s work in philanthropic circles. Our Board/Leadership Team is expected to participate in VMC fund development related activities as needed, such as phone calls with specific funders or providing introductions for VMC. If specific Board/Leadership team
5. We believe in transparency, honesty and constructive dialogue about fund development amongst VMC staff, the Board/Leadership Team and any fund development staff at our member organizations. This means sharing information about proposals, clear communication about funding plans that overlap and/or impact organizations, and having candid, respectful conversations about areas of tension whenever they may arise. The Board/Leadership Team has the responsibility of raising any concerns they have about VMC’s fund development work directly and in a constructive fashion.
6. We present a united front to funders. VMC will never, under any circumstances, speak negatively of any members to funders, and all members are also expected to uphold VMC’s reputation with funders. Disagreements are handled internally.
7. VMC does not seek or accept funding from entities that would undermine our core values, or significantly take us off course from our agreed-upon priorities, vision, and mission. If a funding opportunity is not in line with our mission, vision or strategic plan or requires a partnership we are not comfortable with, we will forgo the funding opportunity.