



NEWSLETTER | SEPTEMBER 2024

This is the 6th edition of the [harp-weaver LLC](#) newsletter! We share how funders can optimize their giving through general operating support and project support, harpweaver's successful Benefit LLC certification, and an issue keeping us up at night.

Have questions? Contact Abby Rolland at abby@harp-weaver.com.

CHALLENGE + SOLUTION

General Operating Support vs Project Support

A frequent topic of discussion in philanthropy is the giving of general operating support versus project support.

General operating support gives organizations' leaders the freedom and flexibility to choose how they would like to spend the funds. An organization could use general operating support to pay a staff member's salary, to pay utilities, to support a staff retreat, or to pay for program delivery (or a mix of all of that!). It is completely within the prerogative of the organization to spend the money as they see fit.

On the other hand, project support funds a specific project or program.* It could be designated for a newly created project or one that has demonstrated success. harp-weaver has worked with funders who have had success in both areas. For example, The Presser Foundation's Advancement of Music grantmaking area has been a leader in the field by understanding the necessity of the flexible nature of general operating support, thus increasing support for this grantmaking area.

On the other hand, one of the family foundations that harp-weaver manages provides funding for pilot-stage programs. These new or early staged programs may not receive support from donors needed to kickstart them as many funders give to established programs, even if there is great potential for them to create impact.

harp-weaver has found that by providing both general operating support and project support in different cycles (with eligible organizations able to apply for both), a funder's impact can be maximized. Not only does an eligible nonprofit receive much-needed general operating dollars, it can also apply for funds to test out a new idea.

By providing opportunities for grants that give general operating support and project support, funders can maximize their giving and discover ways to support their partners' everyday expenses as well as encourage them to test out new ideas that fit with their mission.

**A note that the most helpful project support also funds overhead expenses associated with the work on that project. Project support limited to the actual activities of the program (and not the overhead expenses) puts nonprofit staff in a difficult position when working on that project because they have to determine what is "program" and what is "overhead/administration."*

ANNOUNCEMENTS

harp-weaver is a Certified Benefit LLC!

We are excited to share that harp-weaver LLC officially received its Benefit Certification in early 2024! This certification means that harp-weaver has met the highest standards of social and environmental performance, transparency, and accountability. You can learn more about the B certification process from [this blog post](#).

harp-weaver has also joined [BLocal Philly](#), a collection of Certified B Corporations and LLCs in Philadelphia committed to using their collective resources to drive positive social and environmental impact.

We look forward to engaging with like-minded individuals and companies who seek to be more sustainable, accountable, and transparent in their work and their communities.

FUNDERS' TOOLKIT

Advocacy

In addition to grants, there are a variety of tools that funders can use to amplify their grantees' efforts. One of those is advocacy.

At times, funders are hesitant to advocate because of hesitancy and misunderstanding about the IRS guidelines around advocacy and lobbying. In fact, funders can advocate by raising awareness of issues and the impacts of approaches. A funder could advocate for helping those experiencing homelessness and share approaches that could help them e.g., rapid rehousing. However, a funder cannot directly or indirectly lobby themselves (see [this information](#) from the IRS about the difference between direct and indirect lobbying).*

The Greater Philadelphia Cultural Alliance is a strong proponent for the arts and culture in Philadelphia. They regularly share materials for public charities, foundations, and individuals to re-post and share. Any of harp-weaver's funder partners could share a post that generally speaks to the importance of funding the arts and why the arts matter in a community, but that funder could not lobby the public for specific legislation to be passed.

Check out harp-weaver's [blog post](#) to learn more about advocacy and why it matters. To learn more about the difference between advocacy and lobbying, look at this [Council on Foundations article](#).

**Funders can indirectly support lobbying by a public charity through the giving of general operating dollars, but cannot earmark a grant for lobbying.*

WHAT'S KEEPING US UP AT NIGHT?

Critical Public Health Resource at Risk

We're introducing a new section to this newsletter titled "What's keeping us up at night?" Each newsletter edition will feature one subject that is on the minds of harp weaver staff. In this issue, Teresa Araco Rodgers shares her thoughts on the Parker administration pulling of funding for needle exchange.

As you may be aware, Mayor Parker recently announced her decision to discontinue all city funding for the provision and disposal of syringes through Prevention Point Philadelphia (PPP).

PPP's syringe services program (SSP), a critical public health resource, serves over 36,000 individuals annually, distributing 8 million sterile syringes among other safer use supplies. Decades of research unequivocally demonstrate that SSPs reduce the transmission of HIV and hepatitis and serve as a low barrier point of entry for individuals to access broader healthcare and social services, including substance use treatment, mental health support, and housing assistance. There is strong public support for SSPs from the [Centers for Disease Control and Prevention \(CDC\)](#), the [White House Office of National Drug Control Policy \(ONDCP\)](#), and the [Substance Addiction and Mental Health Services Administration \(SAMHSA\)](#).

This decision has created a significant budget shortfall of nearly \$1 million, with \$660,000 needed to cover the cost of syringes alone. This move not only jeopardizes the health and safety of Philadelphians, but also undermines decades of progress in public health and harm reduction.

While the Mayor has suggested that philanthropy should bear the financial burden for these essential services, a sustainable, long-term solution requires collaborative effort between philanthropy and the Parker administration. The commitment is to the public good: prioritizing the health and wellness of community members and implementing strategies that research has incontrovertibly shown to be effective.

Funders are seeking to address these issues. If you would like to discuss the current funding shortfall and a strategy to engage the Parker administration around future budget seasons, please email Teresa at teresa@harp-weaver.com.

MILESTONES

Teresa Araco Rodgers: 10 Years as The Presser Foundation's Executive Director

Recently, founder and principal Teresa celebrated 10 years of serving as the Executive Director of The Presser Foundation!

An independent foundation, The Presser Foundation funds the musical arts in their many dimensions and manifestations while striving to serve a broad and diverse community of musicians, educators, and music lovers. The Foundation was established by music educator and publisher Theodore Presser, who committed to supporting music during his lifetime through generous gifts (including establishing the Presser Home for Retired Music Teachers) and after he passed through the funding of the Foundation.

Since his passing in 1925, the Foundation has supported music. Initially serving as a consultant to the Foundation to modernize its operations, Teresa has been proud to carry on this tradition during her 12 years at the Foundation while also guiding its efforts to center equity, building the Foundation's operational and staff capacity, crafting its open-door policy, and maintaining its grant commitments. She looks forward to supporting its continued mission of funding music while also implementing the Foundation's strategic plan objectives.

SPONSORSHIPS

WillPower Foundation WillPower Walk + Talk - September 21, 2024

The WillPower Foundation focuses on educating, supporting, and healing emerging adults and families affected by the misunderstood and stigmatized pain of mental illness. It aims to help save lives and bring hope to those who are struggling, often silently.

harp-weaver is supporting the WillPower Walk + Talk on September 21. The funds raised from the walk will help expand programs, including educational courses, support networks, experiential workshops, and more to combat the stigma of mental illness.



[Learn More!](#)

Lisa's Army Pumpkins in the Park 5K - October 5, 2024



[Learn More!](#)

Lisa's Army is a nonprofit dedicated to providing comfort to individuals undergoing cancer treatments. It supplies personalized Comfort Care Packages filled with an Apple iPad or BEATs Headphones, an iTunes gift card, journals, and other items that are comforting, uplifting, and useful to those battling cancer.

The Pumpkins in the Park 5K is a run and walk to support Lisa's Army. The family event includes a 5K run, 1 mile walk, inflatable costume dash, pumpkin patch, costume contest, and food trucks! This year, the 5K will be held on October 5 at Rose Tree Park in Media, PA. Rachael Gartner, harp-weaver's Administrative and Grants Manager, has co-chaired the 5K since 2013.

Kelly Anne Dolan Memorial Fund

Rhythm & Brews - October 18, 2024

The Kelly Anne Dolan Memorial Fund provides financial assistance and direct support for needs not covered by insurance and a variety of respite programs for families who have children living with illnesses, disabilities, and injuries and receiving care in PA, NJ, and DE.

harp-weaver is supporting Rhythm & Brews on October 18. Rhythm & Brews features live music, catered food from Seedling and Sage, and a selection of local craft beers, all set against the Morris Arboretum & Gardens backdrop.



[Learn More!](#)

NIGHT OUT WITH MEANING

Women & Giving



Night Out With Meaning is a storytelling series that aims to inspire, inform, and educate a community of women.

The next Night Out With Meaning is planned for February 20, 2025 at 6:30 pm at the Philadelphia Cricket Club. We will feature Megan Williams, author of [One Bad Mother](#). Keep an eye on harp-weaver's social media for registration information.

If you would like to be added to our invitation list, please email teresa@harpweaver.com.

PARTNER WITH HARP-WEAVER

Wealth Advisors and Investment Managers

There is much happening in the world of philanthropy. The 'Executive' donor is requiring a greater emphasis on strategy and a stronger focus on impact. 'Celebrity' in philanthropy now fosters the notion of using today's money to solve today's problems. And the infrastructure to support the transfer of capital to social and environmental causes is changing dramatically. Is your investment management firm positioned to respond to these needs?

harp-weaver provides consulting services to wealth management firms to incorporate philanthropic advising into their practices. Principal Teresa Araco Rodgers has over 15 years of experience in financial services prior to the founding of harp-weaver in 2010. She understands the financial advice process and has developed a similar process when working with families on their philanthropy, which includes a discovery process to articulate a vision and developing a strategy, implementing that strategy, and assessing and changing to ensure impact.

Teresa will speak on two upcoming panels related to this topic.

The first, “[Philanthropy: A Fundamental Tool for Trusted Advisors](#)” is a webinar panel on September 25 at 12:00pm. Jointly hosted by GreenHill Investment Reporting and GiftingNetwork, the panel will address how financial advisors can leverage and deepen their relationships with clients through integrating discussions about philanthropy and giving, thus helping advisors understand what clients want from their advice and inform other aspects of their wealth management plans.

The second is CFA Philadelphia’s all-day annual conference on October 2. The topics of behavioral finance, impact investing and ESG, asset allocation strategies, current OCIO trends, and board governance will be addressed. In an afternoon session, Teresa will speak about opportunities, challenges, and ways to attract and prepare the next generation of board members for nonprofit service. Learn more and register [here](#).

If you are interested in setting up a time to learn more about harp-weaver and how your firm can partner with us, please contact Teresa at teresa@harp-weaver.com.

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