

Forge a New Path. Together.

Equity Impact Investments is uniting Economic Development Organizations and Community-Based Organizations to advance inclusive economies and foster lasting change.

Apply now at equity.newgrowth.org



Equity Impact Investments is a transformative national initiative led by New Growth Innovation Network and supported by the U.S. Economic Development Administration aimed to:

- Foster collaboration between economic development organizations and community-based organizations to co-create innovative projects that address community-specific challenges
- Increase representation of community-based organizations in economic strategies and funding coalitions
- Support economic development organizations and economic development districts deepen inclusive economic development approaches and strengthen partnerships with community-based organizations that serve traditionally [underserved populations](#)
- Support community-based organizations and economic development organizations gain access to various funding sources to expand beyond federal investments and secure diverse capital for their initiatives.

Through this program, [New Growth Innovation Network \(NGIN\)](#), and its partners, [Local Support Initiatives Corporation \(LISC\)](#), [International Economic Development Council \(IEDC\)](#) and [HBCU Community Development Action Coalition \(CDAC\)](#) will deliver meticulously crafted capacity building courses and tailored hands-on technical assistance to fortify partnerships. These offerings are rooted in the understanding that creating enduring partnerships between economic development organizations and community-based organizations are essential to achieving lasting, equitable, and inclusive economic development strategies and funding coalitions.

- **Phase One | Capacity Building and Training:** Training for CBOs and EDOs on the foundations of each other's practices and how to develop cross-sector partnerships (virtual).
- **Phase Two | Partnership Development Assistance:** Hands on technical assistance, supporting partnership development in 24 locations (in person).

We are selecting leaders from community-based organizations and economic-development organizations! To apply, [complete this short form](#) by August 18th at 11:59 pm ET.

This activity was prepared by New Growth Innovation Network (NGIN) using Federal funds under award ED22HDQ3070187 from the U.S. Economic Development Administration, U.S. Department of Commerce. The statements, findings, conclusions, and recommendations are those of the author(s) and do not necessarily reflect the views of the U.S. Economic Development Administration or the U.S. Department of Commerce.

Phase One Capacity Building and Training	2
Phase Two Partnership Development Assistance	3
What Organizations Should Apply	3
Important Dates and Timelines	4
Frequently Asked Questions (FAQ)	4

Phase One | Capacity Building and Training

Two comprehensive and brand-new training courses are available, one specifically for community-based organizations (CBOs) and one specifically for economic development organizations (EDOs). These courses are only available through Equity Impact Investments (EII), designed exclusively by NGIN, LISC, and IEDC, and will provide a foundational knowledge base for EDO and CBO practitioners to develop inclusive economic development partnerships.

Practitioners can expect to:

- Develop strong partnership-building skills through remote webinars and take-home assignments.
- Map their economic development ecosystem with equity centered throughout the process and focus on integrating and understanding the role of CBOs/EDOs.
- Understand the steps to mobilize partnerships and develop a deep understanding of cross-sector strategies.
- Learn skills to address pain points of community disconnect and advance community-centric and impactful projects.

Each course is designed for CBO and EDO practitioner's unique experiences and includes complementary but distinct content. Each course consists of five modules (2 hours each) delivered virtually via Zoom by IEDC and LISC staff over three months.

Course participants are expected to attend all virtual training sessions (10-hour commitment) and dedicate time outside of training to apply the tools and insights in their own community (up to 10-hour commitment). Completion of the training provides leaders with a certificate of completion and unlocks specialized resources, guidance, and connections for your community through Phase 2 | Partnership Development Assistance.

Course completion is required to be eligible for Phase 2 | Partnership Development Assistance

Phase Two | Partnership Development Assistance

Phase Two | Partnership Development Assistance includes in-depth, individualized support from the Equity Impact Investment project team. Selected communities will be provided on the ground support to build trust, collaborate effectively, and drive transformative change through partnership support for EDOs and CBOs in their own communities.

Partnership Development Assistance includes one in-person strategy workshop in your community and monthly remote meetings to support your partnership. Partnership support will be customized to your community's needs and cover the following areas over 12 months:

- Asset mapping on economic development and community development organizations in the community.
- Using local data to identify priority areas for intervention and measuring impact.
- Understanding decision making and power dynamics in the community.
- Support for building trust, determining if trust has been destroyed due to recent past actions or where historical distrust is hampering partnership.
- Support for meaningfully engaging BIPOC residents, workers, and business owners.
- Support on connecting to other sources of capital to sustain partnerships.

All partnerships are required to be cross-sectoral, involving at least one economic development organization and one community-based organization. Participating organizations can be at the neighborhood level, city-level or regional (metro, county, multi-county, etc.). Partnerships can be just one CBO and one EDO or multiple EDOs with multiple CBOs.

What Organizations Should Apply

Equity Impact Investments is designed for economic and community development professionals that are committed to advancing equity and who are actively working to advance inclusive economic development in their communities. Organizations that are committed to action and realizing change will get the most out of this program.

To participate in Phase 1 | Capacity Building and Training, interested organization must:

- Be a community based or economic development organization, based on the definitions provided in this document.
- Have the capacity to fully engage in the course components.
- Be committed to equity and inclusion principles and partnership building.
- Complete the [interest form available here](#) by August 18, 2023, at 11:59 pm ET.

To be selected for Phase 2 | Partnership Assistance Support:

- Both the community-based organization and the economic development organization must have completed Phase 1 | Capacity Building and Training.
- Have the capacity to fully engage in the partnership development program.
- Be committed to equity and inclusion principles and partnership building.

- Complete the [interest form available here](#) by August 18, 2023, at 11:59 pm ET.
- Participate in a 45-minute interview in October or November 2023.

Important Dates and Timelines

August 9, 2023 at 3:00 pm ET: [Information Session – Register here](#)

August 18, 2023 at 11:59 pm ET: Deadline to submit online interest form

September 1, 2023: Organizations are notified of selection for Phase One

EDO Course Dates: October 4, October 18, November, November 13, December 4

CBO Course Dates: September 19, October 3, October 17, October 31, November 14

Frequently Asked Questions (FAQ)

Q. How long will the application take?

We hope it to take you no more than 20 minutes!

Q: Can my organization participate in only Phase Two partnership support and skip the capacity building phase if we have an established partnership?

A: No.

Q: We are committed to equity but have not partnered with another organization before. Can we find a partner during the course and still be eligible for Phase Two?

A: If an organization does not have a partner identified at the beginning of the course, but secures a partner during the course and would like to be considered for Phase Two, a letter of interest should be sent to innovate@newgrowth.org, including the information of the new partner and their commitment to also take the remote course before partnership development could begin.

Q: I have more questions. How can I ask them?

A: We welcome your questions! You can email innovate@newgrowth.org and join the information session on August 9, 2023, at 3:00 pm ET.

Q: Will accommodations be provided for if needed?

NGIN is committed to the full inclusion of all individuals. As part of this commitment, NGIN will ensure that persons with disabilities are provided all reasonable accommodations. If accommodation is needed regarding the application, the interview process, the training course, or in-person technical assistance, please contact innovate@newgrowth.org.

Q. Can we apply with a brand-new partnership which is still really early stage?

We welcome and encourage organizations at all stages of partnership development.

Q. What knowledge will I gain in Phase 1 | Capacity Building and training?

Economic Development Practitioners

The Transforming Communities through Partnerships for EDOs course will guide economic development practitioners through a practical process of developing partnerships with CBOs from start to finish to help drive equitable local economic development. This course includes five modules tailored to EDO practitioners interested in learning how to enact positive, lasting, equitable change for their communities alongside CBO practitioners.

- The history of community-based organizations and their role in economic development
- Establishing shared language and definitions between CBOs and EDOs
- The pivotal role of CBOs in equitable, inclusive economic development
- Inclusive economic development ecosystem mapping
- Tools and Tactics for mobilizing partnerships on the ground in your community
- Evaluating the impact of partnerships

By the end of this course, economic development leaders will be able to identify and start new cross-sector partnerships, strengthen existing partnerships, and understand the necessity and benefits of inclusive economic growth strategies.

Community Development Practitioners

The Transforming Communities through Partnerships for CBOs course will provide community development practitioners with a foundation to partner with economic development practitioners.

- Understanding economic development ecosystems and methods
- Establishing shared language and definitions between CBOs and EDOs
- Ecosystem mapping to drive partnership development
- Community assets for economic opportunity
- Evaluation strategies and measurements

By the end of this course, community leaders will be able to understand their pivotal role in inclusive economic development, best practices for partnering with EDOs, and tools and resources to develop equitable partnerships to their communities.

Q. Which Course Should I Take?

If you are not certain which course is best suited for your organization, these definitions were created by NGIN, LISC, and IEDC to help applicants determine the best course to enroll in.

- **Community Based Organization:** A localized organization dedicated to addressing a specific community's needs and aspirations. These organizations primarily work from the lens of building or strengthening the quality of life of their given constituency, locale, or membership by performing public engagement, providing social services, and

delivering capacity-building opportunities. CBOs engage in various areas, including economic development, education, health, etc.

- **Economic Development Organization:** An organization that works to enhance economic growth across an identified city, a set of counties, or states. Their primary outputs are to strengthen job creation and retention, increase incomes for residents, support business incubation and profitability, provide tax base enhancements, and leverage incentives. Examples include city, county, state, and regional economic development agencies, planning commissions, chambers of commerce, councils of governments, and municipally led business associations. Economic Development Districts should mark Economic Development Organization in the application.

Q. Who within the organization should take the course?

We recommend that two staff per organization participate in the training, including one organizational leader and one programmatic staff member.

Q. What do you mean when you talk about partnerships and coalitions?

Successful partnerships will differ, but some examples include:

- Aim to improve economic outcomes for BIPOC residents, workers and business owners in the community
- Start the journey to undo past distrust between EDOs and CBOs, with an ambition for collaboration/partnership.
- Form a coalition to address regional inequities.
- Elevate BIPOC leaders to decision making tables to decide and/or mobilize funding.
- Identify ways to expand or scale existing programs or projects locally/regionally in ways that improve economic outcomes for BIPOC residents and workers.
- Identify funding opportunities that EDOs and CBOs can partner on and ways to partner in funding coalitions. Funding opportunities can be philanthropic, state or regional level, federal, local or regional anchor sponsored, etc.

Q. How are you selecting who receives the training and the partnership support?

The selection criteria include four core components:

- **Organizational Capacity:** Organizations will be selected that have the staff capacity to commit to course completion
- **Cross-sector Collaboration:** Economic development organizations must identify a community-based organization, and community-based organizations must identify an economic development partner.
- **Regional Characteristics:** Organizations will be selected that represent a diversity of regional typologies, geographic regions across the United States, and population size. Metrics will additionally be collected on demographic diversity, net-migration, poverty, racial segregation, and economic inequality.
- **Commitment to Inclusive Growth:** Organizations will be selected that have made demonstrated efforts to address equity needs in their community.