



# Latino-Led and Latino-Serving Grassroots Organizations are Key to Georgia's Future: A Research and Data Based Point of View

## **Background**

Georgia is no longer black and white. It is a multi-ethnic and multi-cultural state with over a million residents who identify as Hispanic. In fact, much of the growth expected in the next few years is attributed to our community, the Latino community.

In the last forty years, our numbers have grown and our demographics, interests and needs have diversified. Latinos in Georgia during the 1950's were mostly a small group of Puerto Ricans, Cuban refugees, agricultural workers and day laborers. The early 90's brought a huge influx of Latino workers to build the infrastructure for the 1996 Olympics. In the following decades, construction, agricultural, and maintenance workers would stay and help develop local industries such as poultry and carpeting, become self-employed or small business owners; purchase property in the suburbs, and make Georgia their home.

Today our community is over one million strong--vibrant, colorful, diverse--and by all trends and estimates it will continue to grow. In fact, Georgia has the fastest growing Latino population in the country (*Atlanta Regional Commission, Atlanta Regional Snapshot 2018*) and now is among the top ten states with the largest Hispanic populations along with Texas, California, Florida, and New York. According to the Carl Vinson Institute from the University of Georgia, by 2030 one in five Georgians will be Latino.

This growth and evolution also means our community has spread geographically. A small enclave in DeKalb County that was the center of most of Atlanta's Latino population fifty years ago would come to grow into an international corridor. From there, families moving into the middle class or those looking for affordable housing and opportunities moved north along I-75 and I-85 to the suburbs and neighboring counties, where we now find some of the fastest growth in our community.



This new multi-cultural landscape across a broad geographic area made outreach incredibly difficult for organizations looking to support this new and growing community. Local community leaders reacted by organizing volunteers around specific local needs. A number of grassroots organizations germinated organically across the state--mostly volunteer-led and very small, yet deeply embedded in their neighborhoods, cities, and regions. These grassroots organizations--largely underfunded and often unknown outside their local communities--absorbed the burden of the outreach, education, referrals and community work and became trusted partners for families, students and entrepreneurs.

Unfortunately, the funding community has been slow to react to this new reality. The model of funding top-grass organizations as a strategy to reach minority and marginalized communities is not creating effective, sustainable change. The latest Atlanta Regional Commission's Survey of Metro Atlanta counties shows the top three issues for Hispanics are:

- Transportation
- Human Services
- Public Health

Additionally, the 2016 [Hispanic community comprehensive needs assessment](#), focused on Athens-Clarke County, found that Latinos face great barriers to accessing basic services, including legal aid and enrollment in federal, state and nonprofit programs. The barriers noted in the study are not exclusively based on immigration status but often related to language, cultural competency, transportation and lack of knowledge of accessible services.

In this document, we will share our perspective on how a new funding model is needed--one that incorporates an equity lens throughout the decision process and selection and is based in the reality of Georgia's demographics as well as the challenges for grassroots organizations. In addition to funding larger, more established nonprofits that may not be as effective at the grassroots level as smaller, up and coming organizations are, the funding process must realize that funding grassroots efforts is vital to accelerate positive impact in our community and truly facilitate the integration of thousands of families into the fabric of the state.

We hope our recommendations, based in over 12 years of work with Latino-serving organizations and a comprehensive survey of Latino-serving organizations in Georgia conducted in 2017. is helpful for funders and policy makers to make common sense changes and improvements in their funding models and allocations and at the very least, to engage in an important conversation with those organizations that have been at the forefront of improving the lives of Latino families in the state for decades.



## Reading Reality Truthfully For Grassroots Latino-Led Nonprofits

Learning from the recommendations of MDC's 2017 report, "*Philanthropy as the South's Passing Gear*," we must first look objectively at data and at history, helping us paint a picture that incorporates factors, forces and choices--intentional and unintentional--that have produced the funding disparities. From our experience, research and current data, this is how we read reality for Latino-led grassroots organizations in Georgia.

### **a) Grassroots Latino-Led organizations are critical to Georgia**

Since the 1990s, our community has boomed, and along with greater numbers came greater needs. Grassroots organizations sprang up to meet those needs, led by local leaders who shared similar experiences and geographic proximity. These agencies have been and continue to be on the front lines--providing culturally and linguistically appropriate services, helping navigate processes and systems, and organizing the community to raise their voices when needed.

Because the demographic profile of Georgia Latinos is primarily of a first generation immigrant population with [over 80% who speak Spanish or a language other than English at home \(Pew Hispanic Center\)](#) and at least half living in mixed-status families, organizations that meet families where they are in their journey towards self-sufficiency are key in building trust and strengthening partnerships with families who need assistance.

The important work of these grassroots organizations has been recognized at the national level with special honors, awards and invitations. [Caminar Latino's work has been recognized by the White House](#); [HoPe has been named a "Bright Spot" in Hispanic Education by The White House](#); and the work of [GLAHR was featured in the "Bearing Fruit" report from the National Committee on Responsible Philanthropy in Washington, DC](#), yet perhaps most importantly, the work of Georgia's Latino-serving organizations has been recognized and trusted by thousands of families throughout the state.

Data from the 2017 LCF Georgia survey aimed at understanding the nonprofit landscape shows that Latino-led agencies are mostly majority Latino-serving. **Chart A** shows the share of organization per budget level, with Latino-led and majority Latino-serving organizations overwhelmingly operating with budgets of under \$1,000,000. In contrast, most of the non-majority Latino serving organizations operate with a budget of over one million dollars with a

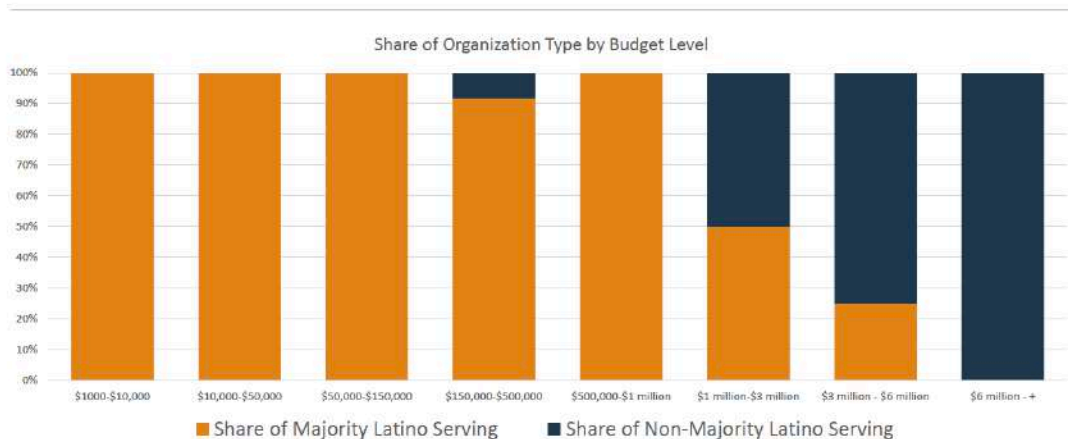


significant percentage among them with more than \$6,000,000. These organizations are also non-Latino led.

A possible interpretation of this chart is that mainstream organizations were driven to serve Latinos due the growth of the community across the state and the presence in their service areas. However, because Latino represent a small segment of their clients, they do not form a significant part of their core programs. In fact, data from the survey shows that mainstream organizations, in spite of significant budgets, are still non-majority Latino serving. Most of these non-Latino led organizations disclose that Latinos are 10% or less of their total clients with the exception of programs led by Latino. For example, ACE Women’s Business Center, where the staff is entirely Latino, was able to increase their Latino share up to 25%.

The conclusion we draw from this chart is that Latino-led and Latino-serving organizations are the preferred partners for our communities even if those organizations have very small budgets and are only able to provide limited resources to families.

**CHART A**

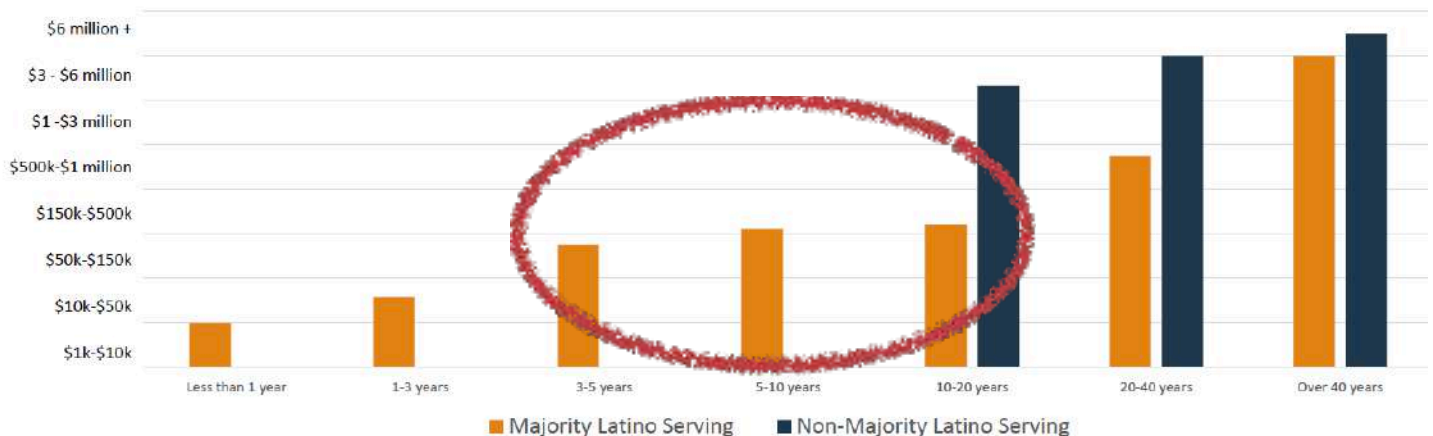




## b) Latino-led grassroots organizations are grossly underfunded

**Chart A** illustrates the limited budgets Latino-led organizations operate with. The next graphic, **Chart B**, provides details of the sampled organizations as they relate to years in operation and the growth in funding. Of the organizations surveyed, thirteen have been operating for less than five years (a number of these agencies are currently operating as unincorporated associations, domestic nonprofits or groups of volunteers due to the lack of funding); nine organizations have been operating between five and ten years; thirteen organizations have been operating between ten and twenty years; and ten organizations have been in operation for more than twenty years.

**CHART B**



**From Chart B**, we note the following:

- Most majority Latino-serving (and Latino-led) organizations reach a plateau in financial growth between 3-20 years with a budget of less than \$250,000 on average. The only majority Latino-serving organization with a budget of more than \$3,000,000 is the Latin American Association. It is also the only organization that owns land and a building.
- Most of the non-majority Latino-serving organizations have budgets over \$3 million. While these organizations have been in existence for over ten years, there are significant inequities in their funding versus that of Latino-led organizations with similar years of operation.

When trying to understand why Latino-led organizations are not increasing their budgets, LCF Georgia finds two hypotheses:



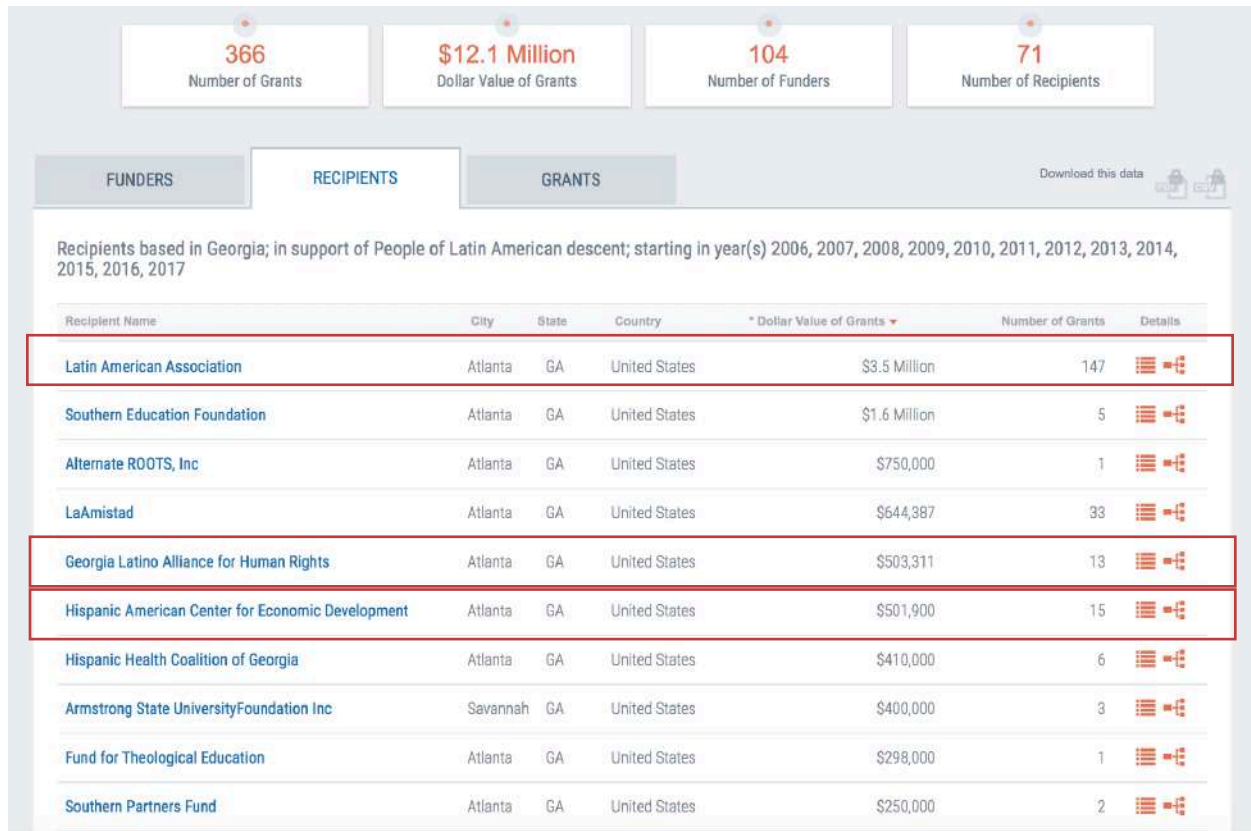
- ***Latino-led organizations are not ready to apply for foundation funding or don't know how to do so.*** The majority of Latino-led organizations may not be prepared to secure funding from local or national foundations for three reasons:
  - *Language capabilities.* Most Latino-led grassroots organizations are led by first generation immigrants with staff of varying levels of English proficiency. Grant applications with grammatical or vocabulary errors affects the organization's ability to receive funding.
  - The majority of foundations use an extensive set of established criteria to determine the effectiveness and organizational structure, such as audits, paid staff, and formal strategic plans. This excludes grassroots organizations that may be highly effective but lack the resources to meet these criteria in the way that foundations expect.
  - *Network access.* First generation immigrants with limited language skills have increased difficulties in accessing high-net worth networks and connections as well as building trust and participating consistently in spaces where philanthropic decisions are being made.
- ***There is little funding specifically dedicated to Latino-led organizations.*** LCF Georgia reviewed studies done on Latino philanthropy and found that the only report dedicated to assessing Hispanic giving with data from Georgia was issued in 2013 by Hispanics in Philanthropy and the Foundation Center. The ["2013 Foundation Funding for Hispanics/Latinos in the United States and for Latin America"](#) report found that U.S. foundation giving explicitly designated to benefit Hispanics and Latinos had not increased, comprising about one percent of total foundation funding, even as the Hispanic population in the U.S. had grown significantly over the same period (1990-2010). **Georgia received 0.7% of that one percent in 2012.**

More recently, the National Committee on Responsible Philanthropy (NCRP) issued the report called ["Bearing Fruit," focused on Metro Atlanta as part of a four piece series called "As the South Grows."](#) The report notes that [even though Metro Atlanta has the largest philanthropic sector in the Southeast, corporate and foundation giving to marginalized communities, especially immigrants, Hispanics, LGBTQ, received less than 1% of all of Georgia giving combined.](#) These findings are also supported by ["Philanthropy as the South's Passing Gear-Fulfilling the Promise,"](#) a report published by Manpower Development Corporation (MDC) and the Southeastern Council of Foundations. The report highlights the vast inequity in our communities' funding allocations.



Data from the Foundation Center underscores this funding imbalance as well. The graphic below illustrates that between 2009-2015, of the \$359 million invested in Georgia, only \$12 million was allocated to Georgia-based nonprofits working with individuals of Latin American descent. Of the top 10 recipients of funding, only two organizations are Latino-led and are actively in operating with programming and services; a third one is operating under the umbrella of a second organization; two are dormant; and the rest are not Latino-led and/or they serve the entire Southeast rather than being focused on the needs of Georgia.

**Georgia based Latino-Led, Majority Latino-Serving Nonprofits Receiving Support from Foundations from 2006 to 2015 (data from the Foundation Center)**



The organizations highlighted in red are Latino-led and currently in operation with well established programs and services serving Latinos in Georgia. The Hispanic American Center for Economic Development is operating under the Georgia Hispanic Chamber of Commerce’s umbrella. This graphic indicates how grassroots Latino-led and majority Latino-serving



organizations are locked in a pernicious cycle that requires a minimum capacity to access funding. Consequently, funding is not available.

The extremely limited funding earmarked for Latino concerns ([at \\$4.4 per capita for Hispanics, contrasted with a \\$329 per capita in Georgia](#)) makes it even more difficult for Latino-led organizations to secure minimum operational funding, build their capacity, or find sustainable program funding. While their history of community work and strong commitments are impressive and top of mind for those seeking services, the extremely limited financial resources of these organizations are indicative of the real need for funding earmarked for localized, culturally and linguistically appropriate services for Georgia's Latinos.

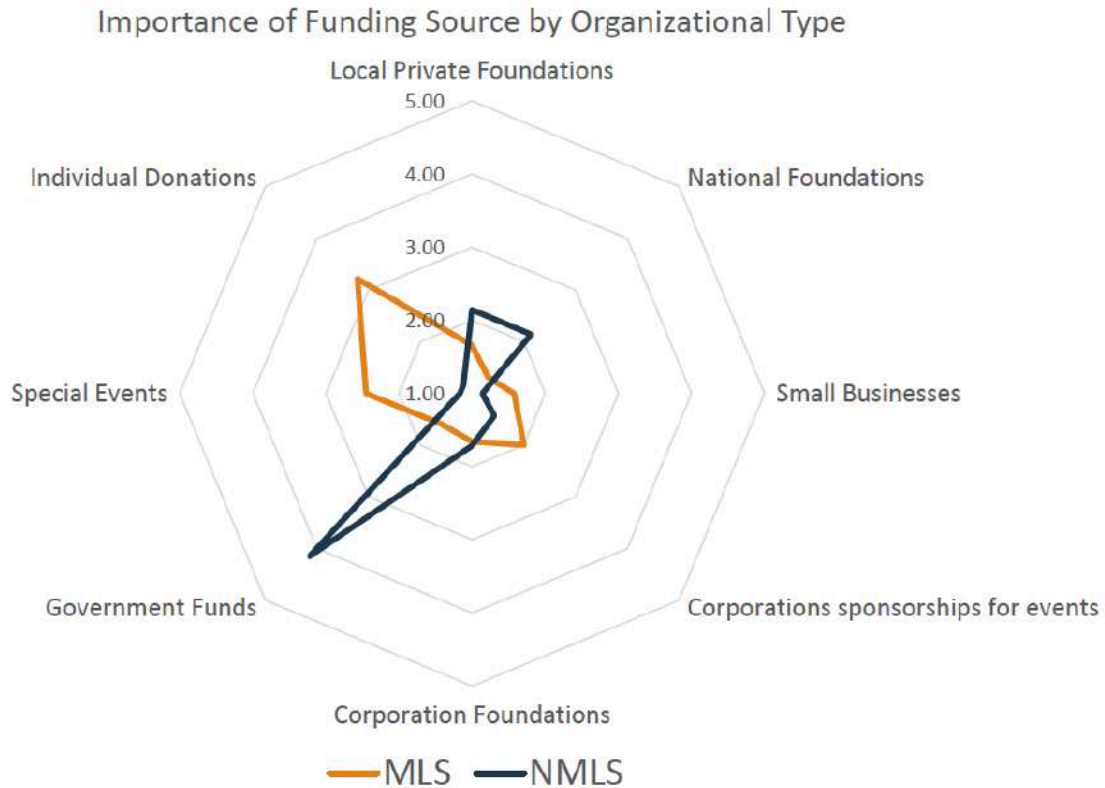
Further, grassroots Latino-led, Latino-serving organizations are a testament to the resiliency and hard work of our community.

### **c) Individuals and small businesses already know the importance of Latino-led grassroots organizations in their communities.**

**Chart C** below details the income sources for majority vs. minority Latino serving agencies. The differences in funding models is astounding. Majority Latino-serving organizations are primarily surviving on individual donations with some income from special events, often underwritten by local small businesses. Non-majority Latino-serving organizations are primarily funded by government sources (federal, state or local) as well as some national foundations. Very little funding comes from local, private, or corporate foundations. Although there is a definite disparity in the types of funding streams as well as the funding sources that leaves Latino-led organizations at a disadvantage, the data is also indicative of the strong trust and community support for grassroots organizations already doing work and serving families in local communities.



**CHART C**



**d) The current funding model is not meeting community development needs. A sustainable funding model for Latino-led nonprofit organizations needs to be developed.**

Looking back at the Foundation Center image showing funding allocations to Georgia-based nonprofit organizations doing work with the community, we quickly realize that close to 42% of all the funding was allocated to two organizations, one of them a foundation working across the South, not limited to Georgia. Forty percent of all grants allocated were received by one organization serving Metro Atlanta with two offices. This pyramidal model, in which large and visible nonprofits at the top of the pyramid receive funding and are expected to serve an entire community is in our opinion a version of trickle-down economics or in this case, trickle-down philanthropy. This model is based on the idea that larger nonprofits take advantage of significant reach and economies of scale to deliver effective services and programs and benefit the larger community.

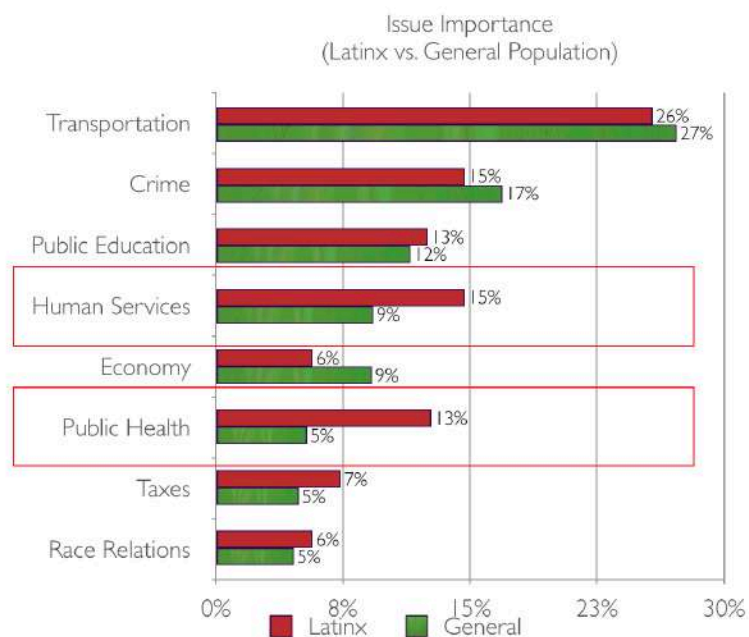


Decades ago, the model might have worked. At that time, multi-cultural and linguistically accessible services were scarce and the community was concentrated in DeKalb County. Today, this model is insufficient. [Forty one percent of Hispanics 17 years old and under in Georgia live in poverty \(Pew Hispanic Center\)](#). Families who are spread across the region do not know where to find assistance or cannot afford to miss work, hire a driver or a taxi and travel extensive distances--often with children--to receive services. Over 40% percent of Latino students in Georgia drop out of high school (Georgia Partnership for Excellence in Education), and the needs go beyond what any one organization can handle. According to the Atlanta Regional Commission in their 2018 *Regional Snapshot: Metro Atlanta's Hispanic and Latino Community*, Latinos see the disparate issues of transportation, human services and public health as their most significant problems.

The chart below (**Chart D**) is for Metro Atlanta, the region with more connectivity, investment and resources for our families. We can only imagine the state of other counties outside the region, and some of those counties have a fast growing Latino population.

**CHART D**

(Atlanta Regional Commission 2018 Regional Snapshot: Metro Atlanta)



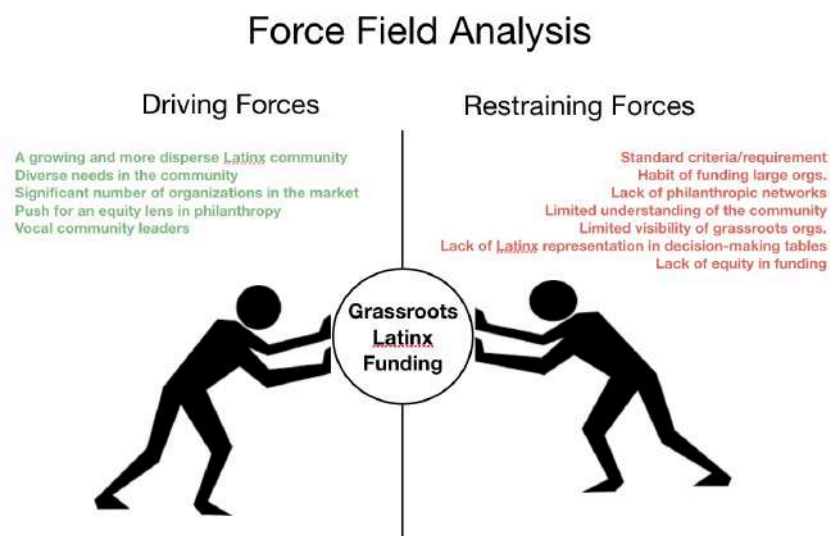


The realities shared in the points above, paint a clear picture. ***The infrastructure of Latino-led grassroots organizations providing services is fragile due to the lack of funding where it is most needed: in the areas with the most significant demographic growth yet little linguistic and multi-cultural capacity.***

In 2010, the Athens Latino Center for Education and Services (ALCES) almost closed. In 2017, the Hispanic Center in Barrow, the only nonprofit in the area serving our community closed. The same year, LCF Georgia was informed by two member organizations they were at risk of closing, too.

Georgia is home to over a million of Latinos and the fastest growing Hispanic community in the country. We must do better if we want to build a system that supports inclusive, equitable and smart growth as well as sound economic development in Georgia.

## **Recommendations:**



### **1- Invest in Latino-led, majority Latino-serving grassroots**

**organizations.** Investments in capacity building focused on strengthening the infrastructure of grassroots Latino-serving organizations need to be made. The future of culturally appropriate and accessible services lies in Latino-led institutions.



*These grassroots organizations are uniquely qualified to serve our families.* The complexity of our community, including intersections with race, culture, immigration status, gender, identity, level of education, and socioeconomic class, is better served and understood by Latino-led local organizations. Volunteers and social workers in these organizations are able to provide services and deliver programs with in a culturally appropriate and accessible way because they are part of the same community. As such, they have embedded “*immigrant competencies*” that allow them to understand and connect deeply and strongly with individuals with similar experiences, dreams and issues. These organizations create a bond that strengthens and builds our community from within.

*Latino-Led, Latino-serving community organizations are key in building community leadership and positive social change.* When investments are dedicated to grassroots Latino-led and Latino-serving organizations, they are able to create impact that extends beyond the specific services they provide: They create a path for leadership development, representation, community engagement and professional development.

Latino-serving and Latino-led nonprofits have often served as a spring board for incredibly talented individuals who are later forced to leave the nonprofit sector due to lack of opportunities for professional growth and financial security. In effect, nonprofits become training grounds for up and coming professionals to gain confidence and experience, but in time, corporations and businesses often reap the benefits of those nonprofits.

Another example of the wide-reaching impact of investment in Latino other ethnic-serving organizations is the movement toward cultural competency in healthcare. Advocacy from primarily nonprofit organizations led to the movement to alleviate ethnic and cultural disparities. This movement allowed for minority-owned businesses to provide services to their own communities, opened the door to supplier diversity programs, and in general strengthened the diversity of service providers.

## **2- Invite Latino already engaged in the local community to sit at your decision making table.**

When Latinos who are already engaged in their local communities have a seat at the table, the diversity of their voices and experiences bring incredible value and perspective to the discussion. Latinos can also provide valuable insight on program design and implementation as well as the trust the community has in local organizations. Moreover, when programs, services or policies are developed, it is a smart business decision to incorporate stakeholders in the planning process for those decisions to be effective.



Latinos can and must contribute to more than only the issues traditionally viewed as “Latino” such as immigration, welfare, and others. This is only possible if the community receives the same level of investment, opportunities and resources as counterpart organizations serving other communities.

### **3-Consider funding a network to focus on an issue as a way to build capacity and synergies.**

A more balanced and effective approach to funding one or two organizations individually is to fund a network of organizations to focus on specific issues. The Wallace Coulter Foundation, for example, has managed to develop a cohort of small and grassroots organizations to focus on [Pan-Asian civic engagement with significant success in the last few years](#). Their investment, which deliberately focuses on building a consortium/network of organizations with capacities in a specific issue, has allowed many small organizations to receive critical funding to sustain activities they are already doing or are interested in doing as part of their community work.

Additionally, these organizations become connected with each other and are able to develop other collaborations.

The funding of community collaboratives is a positive trend and there is great opportunity in these initiatives if representatives of these grassroots organizations are part of the decision-making and if eligibility criteria that acknowledges the realities of the organizations is in place.

### **4-Reduce barriers for grassroots organizations to access funding or understand grant-making processes.**

Across the country, big businesses are getting bigger, and the same is happening with nonprofits. Organizations with significant funding streams can invest in marketing with great websites and shiny reports and have dedicated staff to court and steward funders. When funding is awarded to larger nonprofits, small organizations are often asked to “pitch in” and support the execution of the project, help provide outreach and even volunteer to reach the goal or intended outcome. Funding, unfortunately, does not flow as freely. As a result, the work grassroots organizations do is lost to funders and with that, their capacity to access and event compete for grants. At the same time, larger organizations are able to continue building their brand and their funding, creating an even larger disparity with their grassroots counterparts.

As the barriers to entry and particularly to sustainability rise, Latino-led and majority Latino-serving are at risk of disappearing, losing one of our most important qualities, our ability to



serve those that look, feel, and go through the same experiences than us, and therefore forging a deep connection within our community and families.

Listening sessions, meeting with community leaders, inviting feedback on the programs the foundation, the city or the region offer are important yet need to take place in a space that is accessible, feels safe and neutral to underrepresented organizations and is conducive to hearing their experiences and voices.

## **Conclusion**

The Latino community in Georgia is growing, developing and contributing vastly to the state. Latino-led and Latino-serving community organizations are uniquely qualified to serve our families, students and entrepreneurs as they have strong linguistic, cultural and immigrant competencies that are key to building a trusting and deep partnership and relationship.

The challenges these organizations face are extraordinary but so has been the response of these member agencies by continually providing services, and programs--sometimes for more than a decade--even when they were entirely staffed by volunteers.

The support from the philanthropic community, policymakers and influencers is critical to the survival of these organizations, and most importantly, to the building of a sustainable network of agencies that can support the growth and needs of our community as well as create a leadership and civic development path for new Americans.

If we believe that the solutions to our societal programs lie within our communities, then community agencies are key to the development plan for the state: One that needs to be inclusive, equitable and effective for all.



## **Acknowledgements**

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# **ADDENDUM - DATA**





# **2017 Latino-Serving Organizations Survey**

## **Data, Methodology & Findings**

In 2017, the Latino Community Fund surveyed Latino-serving organizations in an effort to understand the realities of its members and partner agencies working with the community.

45 organizations answered the survey. The responses were analyzed and the findings are informing the development of this point of view as well as other sources mentioned when appropriately. While this list of Latino-serving organizations is in no way comprehensive, we feel it is representative of both mainstream and niche organizations providing services and programs to the Hispanic community.

The survey was distributed online. Representatives from each organization (Program Manager or above) answered the questionnaire. Data was converted to a categorical scale that allowed the comparison across different levels of Latino-serving organizations (majority-serving Latino organizations vs. minority-serving Latino organizations)

Our analysis, compared Latino-Led organizations serving the Latino community in Georgia vs. non-Latino Led organizations in terms of sources of funding, years of service and budget sizes.

The sample, is focuses on Metro Atlanta yet representation from other counties is included and detailed below.

### **Methodology and Challenges**

Out of all the organizations surveyed, 25 were Latino-led and majority Latino serving organizations, 2 are Latino-led and majority Latino-serving programs of a mainstream organization, 10 were majority Latino serving but not Latino-led (ministries in their majority) and 8 were non-majority Latino serving and non-Latino led yet very visible organizations.

Some organizations included in the report did not answer the survey yet their inclusion was essential to the development of this report and fair representation of the ecosystem. Information related to income and its sources was acquired from their latest publicly available 990 IRS filing or their annual report. These organizations are marked with a (\*).

While traditionally only nonprofit organizations should have been included, we intentionally incorporated community-based organizations operating as nonprofits without IRS determination to accurately reflect services and capitalization of Latino-serving institutions and agencies under a nonprofit model. This is particularly relevant in the case of arts and culture organizations as there are a number of associations that due to financial constraints have not incorporated as 501(c)(3).



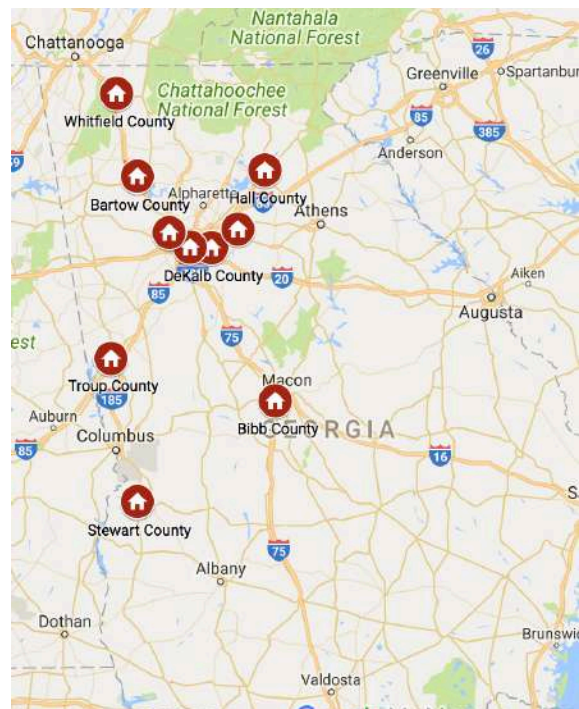
## Areas of Service Represented

- Family & Emergency Services (federal benefits enrollment, housing assistance, emergency assistance)
- Youth Services (leadership programs, mentorship, after-school programs, summer camps)
- Legal Services (paralegals, legal representation, forms filling, VAWA, DACA, family law, immigration law, etc)
- Entrepreneurship & Business Development (asset-building, credit building, access to capital, co-working space, business services, business education)
- Health Services (clinics, FWHC, first-aid centers, etc)
- Language & Civic Education (ESL, Spanish classes, GED, adult education, civic classes, community organizing)
- Arts & Culture

## Geographic Areas Represented

By office location of community organization:

- Bartow County
- Bibb County
- Cobb County
- DeKalb County
- Fulton County
- Gwinnett County
- Hall County
- Stewart County
- Whitfield County
- Troup County





## Organizations represented in the survey

*Agencies marked “Community Org” are either domestic nonprofits, unincorporated associations or associations operating as nonprofits in terms of governance, providing free or low fee services, managed by volunteers and/or supervised by a government entity or larger nonprofit.*

<b>Access To Law Foundation</b>	501(c)(3)
<b>ACE Women's Business Center</b>	501(c)(3)
<b>ALPFA (chapter of national org.)</b>	501(c)(6)
<b>Alterna, Inc.</b>	501(c)(3)
<b>Asociacion Cultural Peruana AkllaSumaq</b>	community org
<b>Bartow Hispanic Center, Inc.</b>	community org
<b>Caminar Latino, Inc.</b>	501(c)(3)
<b>Catholic Charities Atlanta</b>	501(c)(3)
<b>Center for Pan Asian Community Services, Inc. (CPACS)</b>	501(c)(3)
<b>Centro Hispano Marista</b>	501(c)(3)
<b>Coalicion de Lideres Latinos, Inc</b>	501(c)(3)
<b>Corners Outreach</b>	501(c)(3)
<b>Cross Keys Foundation, Inc</b>	501(c)(3)
<b>Cross-Cultural Ministries, Inc</b>	501(c)(3)
<b>El Refugio Ministry Inc.</b>	501(c)(3)
<b>Families First (*)</b>	501(c)(3)
<b>GALEO &amp; GALEO Latino Community Development Fund</b>	501(c)(3), 501(c)(6)
<b>Generación Latina Inc</b>	501(c)(3)
<b>Georgia Center for Child Advocacy, Inc.</b>	501(c)(3)
<b>Georgia Center for Opportunity</b>	501(c)(3)
<b>Georgia Hispanic Construction Association</b>	501(c)(6)
<b>Georgia Latino Law Foundation</b>	501(c)(3)
<b>Georgia Legal Services Program</b>	501(c)(3)
<b>GHCC Business Development Center</b>	501(c)(3)

<b>GLAHR (Georgia Latino Alliance for Human Rights) (*)</b>	501(c)(3)
<b>Hispanic Alliance GA</b>	501(c)(3)
<b>HoPe (Hispanic Organization Promoting Education), Inc.</b>	501(c)(3)
<b>Immigrant Hope (*)</b>	501(c)(3)
<b>LaAmistad, Inc.</b>	501(c)(3)
<b>Latin American Association (*)</b>	501(c)(3)
<b>Latin American Chamber of Commerce of Georgia</b>	501(c)(6)
<b>Latino LinQ, Inc.</b>	501(c)(3)
<b>Little Latino Girls of Middle Georgia</b>	community org.
<b>Los Vecinos de Buford Highway</b>	community org
<b>Maestros Cultural Arts &amp; Event Center LLC.</b>	community org
<b>My Towne Ministries</b>	501(c)(3)
<b>Partnership Against Domestic Violence</b>	501(c)(3)
<b>Portal de Salud</b>	501(c)(3)
<b>Presencia (*)</b>	501(c)(3)
<b>Project Open Hand</b>	501(c)(3)
<b>Sandy Springs Mission, Inc.</b>	501(c)(3)
<b>Ser Familia, Inc.</b>	501(c)(3)
<b>Somos Panama Inc.</b>	501(c)(3)
<b>The Southern Latino Foundation</b>	501(c)(3)
<b>Ventanilla De Salud</b>	community org



## **2017 Latino-Serving Survey Findings**

The following is a summary of our survey and observation findings:

- Latino-led organizations are usually majority-serving Latino organizations.
- Latino-led and majority Latino-serving organizations are seriously underfunded and undercapitalized with only two organizations close or passing the \$1 million dollar threshold.
- The majority of non-Latino led organizations serving a majority of Latino clients are church-based or religious ministries.
- Mainstream organizations with programmatic capacity and experience serve Latinos yet the share of Latinos compared with their primary clientele is on average less than 10%. An exception to this is when there is dedicated Latino staff assigned to a program.
- Latino-led and majority Latino-serving organizations do not present significant growth or development past the adolescent or emerging stage. Organizations operating between 3-20 years show minimal differences in terms of budgets with very few exceptions.
- Latino-led and majority Latino-serving organizations are relying special events and individual donations to sustain themselves. This maybe because they have little capacity to afford a fundraising staff to diversify and expand revenue sources.
- There are very few Latino-led and majority Latino-serving nonprofit organizations in Georgia dedicated to steward Latino arts and culture; among them the Aurora Theatre (performing arts) and Somos Panamá due to financial constraints. There are, however, numerous local groups and circles of artists active across the state, sharing traditional expressions from their native countries through arts, folklore or dance.



## About the Latino Community Fund (LCF Georgia)

The Latino Community Fund is a 501(c)(3) nonprofit supporting Latino-serving organizations with advocacy, technical assistance, program development and grant making.

We advance knowledge and consolidate information, we amplify our diverse voices and experiences, we build capacity in our organizations and make community investments through grants, scholarships and disaster relief funds.

Our mission is to be a catalyzer for investments, collaboration and positive narrative with and within the Latino community in Georgia.

Our strategic priorities include:

- **Census 2020:** Developing a funding collaborative to support grassroots immigrant-serving and immigrant-led organizations in their outreach and education to hard-to-count communities
- **A Wealth Building Agenda for Latinx in Georgia:** Including the first Georgia Latino Entrepreneurship Study in collaboration with the Stanford Latino Entrepreneurship Initiative and a number of community organizations and the development of workforce development programming
- **Family Wellbeing:** Helping families identify programs and service providers through an asset mapping platform and annual convener events for peer-to-peer learning and collaboration

<http://www.LCFGeorgia.org>

For more information, please contact: [info@LCFGeorgia.org](mailto:info@LCFGeorgia.org)