



**MORE THAN
\$3,000,000
AWARDED**



**84 GRANTS
FUNDED**



**4,000+
SOUTHERNERS
SERVED**



**350,000 REACHED
THROUGH
GRANTEE VIRTUAL
ENGAGEMENT**



**OVER 20,000,000
MEDIA IMPRESSIONS
RECORDED FROM
GRANTEE PROGRAMS ****

COMMUNITY INVESTMENTS: GRANTMAKING WITH THE SOUTH, FOR THE SOUTH

Southern AIDS Coalition (SAC) provides strategic investment through community grantmaking and capacity building services, and advocates for policies that address pressing issues in the region. A southern-based philanthropic intermediary, SAC utilizes years of strong community ties to integrate community needs into every element of our grantmaking. We are from those communities, we know the landscape, we have built trust, and we bring community experience, perspective, and engagement to southern grantmaking.

Parallel to our financial investments in southern communities, we offer trainings and technical assistance at no cost to healthcare agencies, government entities, and nonprofits across the South. We are also committed to building the next generation of leaders.

Leaders who are southern. Leaders who are living with HIV. Leaders who are culturally humble.

We support the development of leaders who embrace innovative models and messages that effect change and reflect what it means to be living with HIV today.

We are advocates working to end an epidemic by building a movement in the South that represents our diversity and can demand the strategic investments and systemic change needed at all levels of government. In partnership with allies across the region, we resource solutions that champion affordable healthcare and advocate for basic human rights.

MEANINGFUL COMMUNITY INVOLVEMENT IN PRACTICE

Our strong community connection is the key motivator behind our value that community members must be meaningfully involved in the decisions that determine where crucial resources are invested.

Meaningful involvement in grantmaking ranges from community members informing the design of grantmaking initiatives and sharing insight about the landscape of need, to influencing the content of requests for proposals and deciding where grant resources go. This reduces barriers to accessing funding and ensures organizations that are most connected to community receive those resources.

Representation matters. We ensure that community members outside of SAC are heavily involved in the grantmaking process AND we uplift the voices of marginalized communities by employing staff who come from the same communities we support through our work.

“SAC has been a trusted advocacy organization in the South for two decades, working hand in hand with advocates, public health officials, and nonprofit leaders.

Becoming an intermediary funder has been a natural progression to ensure that grantmaking is equitable and embraces the holistic needs of organizations who are on the frontlines doing the work southern communities need most.”
– Dafina Ward, JD
Executive Director

TRUSTING COMMUNITY

At SAC we bring our experience as a grantee to bear on our approach to grantmaking. Our processes are led by those most impacted by HIV and myriad other health disparities in the South. Our grant reviewers and decision makers are:

- People living with HIV
- People of trans experience
- Part of the LGBTQ+ community
- Living in rural geographies
- People of color (Black and Latinx)
- All based in southern communities

**community need identified +
community designed process +
community decision-makers =
grants to organizations trusted by
& connected to communities
most impacted by HIV**

We know that trust-building with our grantees takes more than one single interaction, and instead happens over time. In line with our values, we deepen relationships by listening to our grantees' needs and learning from them.

RELATIONSHIPS ARE EVERYTHING

We recognize that our success is based on strong relationships. Relationships with non-profit organizations that we serve through their most pressing needs, and partnering to make a sustainable impact. Relationships with funders who entrust us with their resources, and rely on our understanding of the region to establish funding priorities and measure success.

"The pre-decisional interview ... was the first time a funder asked about me and my 'why'. That's what makes SAC special. They aren't just focused on creating opportunities for work to be done, but are eager to crawl into the thickest of weeds with you to assure that the communities THRIVE."

**- Larry Scott Walker, Executive Director
THRIVE SS, Atlanta, GA**

"Southern AIDS Coalition has proven to be an integral partner in our grantmaking. Community-rooted funders [like SAC] are on the frontlines of our causes, and are more aware of emerging trends and challenges. Shifting the power allows our grantmaking to be better informed and most impactful."

**- Shanell McGoy, Ph.D.
Director,
Corporate Social Responsibility,
Gilead Sciences**

JOIN US & INVEST IN SOUTHERN COMMUNITIES

SAC seeks to partner with funders and utilize our strengths to alleviate the inequities across the region. Join us in developing collaborative opportunities to support organizations based in the South, particularly rural communities. Together we can build opportunities that combine grant resources and tailored capacity building services to address the disproportionate impact of HIV and health disparities on the region.

Join us and you can be a part of the solution. Together we can provide resources & support to the communities that could use them most.

Dafina Ward, JD, Executive Director
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Visit Southern AIDS Coalition at www.southernaidscoalition.org