and increase activity. To help improve our organization’s user experience and continue rolling out improvements to our product, our team will thought leadership. Concurrently, our team will through topical training sessions, and co-publish through Topical Training Sessions, and co-publish Catchfire will deepen our in-person engagement. To achieve these goals this next program year.

Suffolk County. Impactful change to organizations in Nassau and program, and in essential bringing transformational and capability-building for organizations through our Long Island Community Foundation to redefine Catchfire is excited to continue partnering with

VISION FOR YEAR 2 OF LICE CATCHFIRE
Deeper Engagements: Topical Training Sessions

This year, we propose Catchfire hosts the following to drive users to post and match with volunteers more effectively.

Catchfire’s information sessions have shown to be incredibly valuable for educating grantees about the program and platform, and providing on-site project planning advice and tips.

Topical Workshop Session:
This session would focus on a relevant specific topic and help organizations plan how to accomplish tasks using Catchfire’s project menu. The session would also include time for organizations to list their projects and calls and feature successful impact stories from other similar organizations.

Ex: Topics can include:
- How to use Catchfire to effectively prepare for end-of-year fundraising
- Strengthening your organization’s HR and culture to better retain staff
play an essential role in this strategy.

- Why capacity-building should be a priority for DAF donors, and how Catchfire can	
  talent to Long Island through virtual, skills-based volunteering.

- How Long Island Community Foundation is building a network of high-quality
  Ex. Topics can include:

  together in Joint speaking engagements at Key conferences:

  Co-author pieces with Catchfire in reputable philanthropic publications or partner

We see an opportunity to share our joint learnings from our partnerships to educate nonprofits, foundations and donors.

Thought Partnership on Learnings
Product Improvements and Priorities

1. Drive more organizations to successfully list their "first engagement".
   - A: Ask an "Expert Call Menu" tool that helps grantees frame their questions.
   - B: Grantee landing page redesign: New mobile-responsive grantee landing page.
   - C: Project kickstarting tools: Providing more light tools to access grantees.

2. Communicate impact among grantees and foundations.
   - Impact that is coming out of not only projects but also 1-hour calls and "g" board.

Optimize survey content + ask an expert survey: Capture the long-term

Members gained, donors cultivated, etc.
$17,500

Partnership with Catchafire
(Discretionary Pricing due to NYCT's
Waived due to NYCT's Partnership)
$0

One-time setup fee
$5,000

TOTAL

- Tiersed pricing based on # of nonprofits invited
- Digital outreach & platform-based onboarding & education for grantees
- Full-service customer support
- Unlimited matches for 25 grantees
- Onboarding & Engagement events
- Reporting & Insights
- Account Management
- Platform Maintenance
- Annual Program Support
- Nonprofit Platform Build
- Technology Platform Build
<table>
<thead>
<tr>
<th>Program Fee</th>
<th>Total Cost Without</th>
<th>Invited</th>
<th>Nonprofit</th>
<th>Invited</th>
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<tbody>
<tr>
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<td>$350</td>
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<td>$100</td>
<td>100</td>
<td>$440</td>
<td>100</td>
<td>75 - 100</td>
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</tbody>
</table>

Our current pricing is reflected below. In order to support our program and platform development efforts and as a reflection of the increased impact we are delivering, we periodically increase rates in platform offerings with a focus on delivering greater impact to a larger set of nonprofits. Guided by our mission to serve the nonprofit community, Catchafire is continuously innovating to improve our programs and services.
Proposed Year 2 Pricing

Total

Tiered pricing based on # of nonprofits invited

- Digital outreach & platform-based onboarding & education for grantees
- Full-service customer support
- Unlimited matches for 75 grantees
- Onboarding & engagement events
- Reporting & insights
- Account management
- Platform maintenance
- Annual Program Support
- Nonprofit Platform with URL specific to Long Island Community Foundation
- Technology Platform Build

$35,250

(45% discount)

$18,750 (4250 per grantees)

(45% discount)

$11,000

(45% discount)

$5,500

Apr 12 2018 - Apr 11 2019

Because LI CF is a smaller-sized foundation and a strategic partner for Catchafire to better achieve our mission of serving more nonprofits effectively, we would like to continue offering discretionary pricing for the program.
**Immediate Impact and Return on Investment**

<table>
<thead>
<tr>
<th>Investment / Project Value / Total Year 2</th>
<th>Matched # of Projects</th>
<th># of Nonprofits Invitation</th>
<th>Contract Price / Value Generated Short-Term Project</th>
</tr>
</thead>
<tbody>
<tr>
<td>$49,500</td>
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<td>150</td>
<td>$378,000</td>
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<tr>
<td>$35,250</td>
<td>54</td>
<td>75</td>
<td>$189,000</td>
</tr>
<tr>
<td>7.6X</td>
<td></td>
<td></td>
<td>45% Discount</td>
</tr>
<tr>
<td>5.4X</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Projects generated on average $3,500 per project

We anticipate that at least 30% of your invited partner organizations (75) will have listed a project on call on the discounted rates in our proposal.

Based on our past experience, below is a look at the impact roll that we anticipate for LCIF next year.

Like to include more grants of our current discount offering of 45%.
THANK YOU!

We look forward to working with your incredible grantees again this year.
Hi Jeannie,

I hope this message finds you well. I just wanted to give you a heads up that our final report for the septic loan program got off to a slow start, but it is taking off now. We really appreciate LCF's support.

Best,
Justina

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JEANNE DEMAIO
Frigiano <jfriqiano@cdci.org>
Thursday, April 05, 2018 11:58 AM

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