



UpMetrics

Welcome to Bridging the Trust Gap: Creating Dialogue Between Chicago's Nonprofits and Funders

A Chicago breakfast convening
for nonprofit and grantmaking
leaders

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Meet the UpMetrics Team



Drew Payne

Chief Executive Officer

[Connect on LinkedIn](#)



Stephen Minix

VP, Community

[Connect on LinkedIn](#)



Vinay Mullick

Managing Director

[Connect on LinkedIn](#)



Diana Shea

Manager, Customer Success Engineering

[Connect on LinkedIn](#)



Ashley Reed

Customer Success Engineer

[Connect on LinkedIn](#)



Celete Kato

Community Engagement & Events Manager

[Connect on LinkedIn](#)



Nice to meet you, we're UpMetrics 🙌

We're building a more connected future for the impact ecosystem so more capital can be channeled towards impact.



Our Mission

To help organizations accelerate impact through innovative technology and community, connecting funders and mission-driven organizations with the capital, insights, and relationships they need to succeed.

1,000+
mission-driven
organizations served
to date

10+
years of providing
solutions to the impact
ecosystem

The Chicago Impact Ecosystem



Chicago Cohorts - By the Numbers



8

Years of partnership
with local funders and
nonprofits via Cohorts



75

+

Nonprofits
supported
since 2018



\$1.4
Millio
n

In capital support
across three
anchor funders



Chicago Cohorts - What's Next?



ENGAGEMENT & DIFFERENTIATION

Strive for high engagement across all participating organizations, continue to provide differentiated supports across the cohort, and expand hands-on technical assistance.

COMMON MEASURES

Explore opportunities for common measures to support simplified reporting across local funders and nonprofits.

SCALE & GROWTH

Explore new partnerships with capital and impact providers respectively to grow cohort size, scale, and impact.

Learning Session Guest Speakers



Jamyle Cannon
Founder & Executive Director,
The Bloc



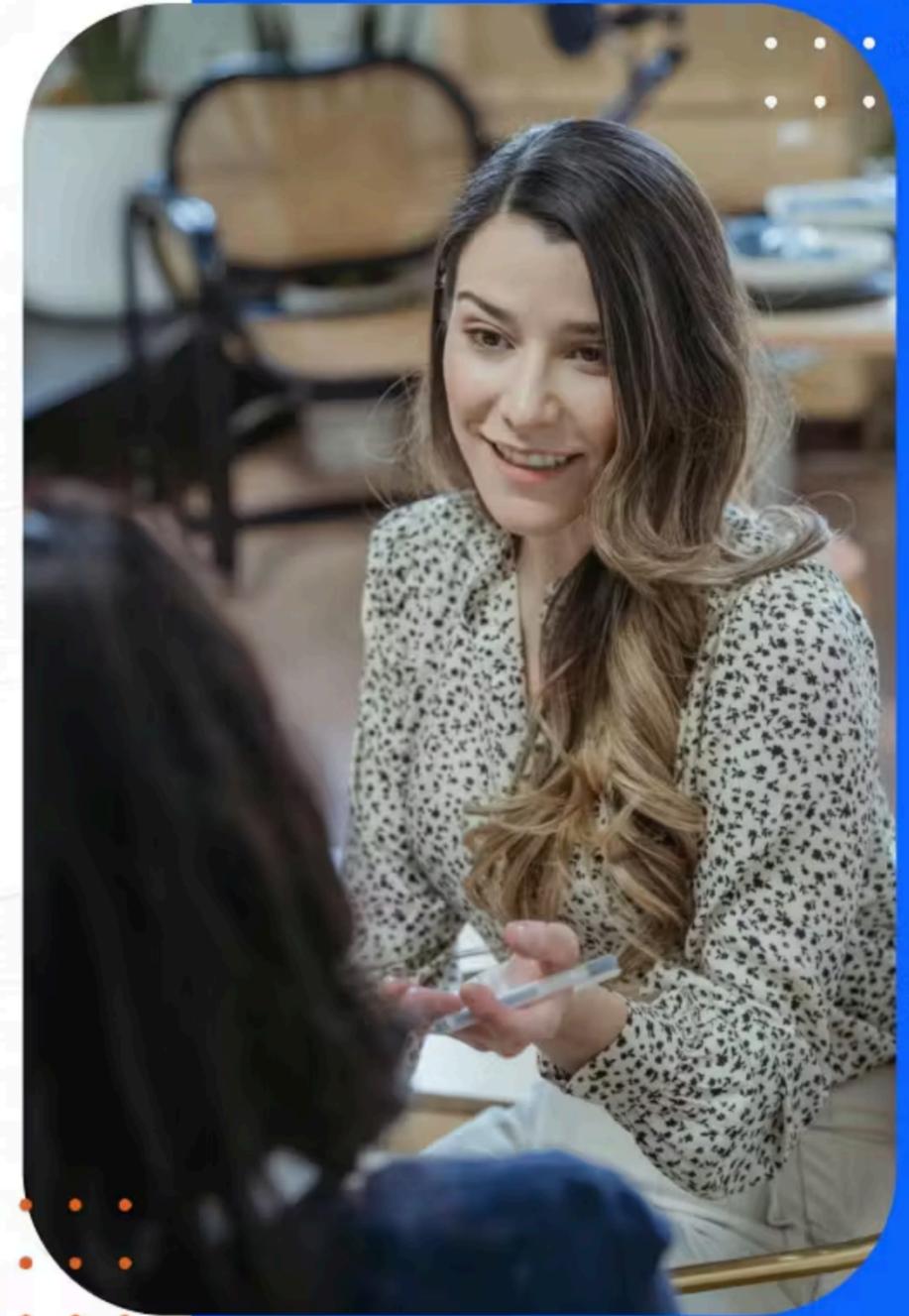
Verneé Green
CEO,
Mikva Challenge



Table Conversations: Prompt. Pause. Share.

At your table, discuss:

- 1. Where does performance show up in your ecosystem?**
- 2. What would good partnership require from you?**
- 3. What courageous conversation needs to be normalized?**



In one word — what does good partnership require?



What is one shift our ecosystem needs to make?

Funder Diversity

Shared expectations

Learn to listen in order to lead

Fund infrastructure

Collaboration over competition

Hands On Engagement

Multi-year grants

Recognize gaps — who is always left behind? (Eg youth with disabilities)

What is one shift our ecosystem needs to make?

Funders need to be as flexible in the moment as we expect our grantees to be

Fund general operation support. Period!

Availability

Transparency

Develop partnership

More curiosity from funders

Trust based philanthropy - for real

More trust of nonprofits by funders

What is one shift our ecosystem needs to make?

Accountability and strategic decision making

Multi-year funding

Shared understanding of goals

Flexible opportunities to tell your story

Progress over perfection

Shared expectations

Multi-year grants and general operating support

Coming together more often around shared priorities

What is one shift our ecosystem needs to make?

Time to listen to each other better

Defining impact

Less silo mentality

Balance of expectations vs. reality

Engage nonprofits earlier in the funding prioritization process

Fund General operations

Flexibility

Managed expectations and realistic considerations

What is one shift our ecosystem needs to make?

Fund wholly no fundraising needed

Program staff pushing for trust-based process improvements within their foundations.

Multi year funding to allow for the deeper outcomes of the work to surface

Increasing unrestricted funding, especially funding for salaries of the staff delivering the work

Recognizing education is fundamental to any change, personally or corporately

Open collaboration spaces

Find a way to respect the qualitative

Collaboration

What is one shift our ecosystem needs to make?

Longer term commitments can help foster long term growth strategy

Funders ensuring they are value add (beyond money) to the outcomes we are trying to achieve.

Openness to new ideas and suggesting solutions

Concise descriptions of our Impact

More planning grants to effectively launch and pilot new ideas

Valuing qualitative data more

Adapt to current challenges today rather than what was anticipated 2 years ago

Right sizing resources and timelines

What is one shift our ecosystem needs to make?

connect individual community stories to funders' big picture goals and VICE VERSA

Equally distributed access to funding

Listening to and understanding of ALL sides

Incent collaboration from jump

Embrace humility

Human connection to the people we're impacting from funders

Looking beyond your program to your whole community

More coordination of resources

What is one shift our ecosystem needs to make?

Share with my team

Connect with people at table

Hard selling our org to the individual across the table from me

One action you will take in the next 30 days based on what you experienced today?

I will visit BLOC

Get coffee with liz

Set up some catch up meetings

Get coffee with Jen

Stay connected

Connect

Visit Bloc

Engage in courageous conversations!

One action you will take in the next 30 days based on what you experienced today?

Reach Out To Connect

Share with my team

Think more holistically
when looking at
problems

Following up on the
cohort program

Visit BLOC

Research non-
competitive funding
opportunities

I will visit Bloc too!

Connect folks in the
room to my organization

One action you will take in the next 30 days based on what you experienced today?

Share the info here with the rest of our team

Reconnect with folks who need to hear from me.

Reach out

Share what I've learned with the rest of my organization.

Reach out to funders to set up a catch up call only

Rethink our the data that we share

Set up relationship building coffee with two funders

Invite more funders out to see our mission in action.

One action you will take in the next 30 days based on what you experienced today?

Take more Data

Reconnect with Ashley
@UpMetrics

Explore newly learned
about organizations

Work to strengthen my
personal relationship
with our funders.

Stay in touch!

Building relationships with
funders, rather than just
thinking all about money

Follow up with a couple
people. Take info about
survey and time as part of
program to get data

Reach out to folks I've
met today.

One action you will take in the next 30 days based on what you experienced today?

Approach national funder

Think more about building relationships with partners

Growth mindset

Share a couple of thoughts with Vinay

Report back on the day to put into effect.

Donate

Revisit who might be a good partner & what that might look like.

Share a best practice with a different audience

One action you will take in the next 30 days based on what you experienced today?

Review our grant application. Schedule 5 meetings with non profit leaders in my community.

Stay connected with resourceful community partners

Set a meeting with two potential partners.

Emphasize the partnership language



Thank you for your time and attention!

Have questions? Let's connect!

Scan the QR Code to schedule time with us.

