

Built to change the model, not compete for scraps

An overview of our impact, our ventures and the role of the Board of Directors — prepared for prospective directors and committee members.

Why we exist

Fulcrum Impact was not born in a boardroom. It was born from a hard truth: when the largest nonprofits take the larger share of the philanthropic dollar, the organizations doing the closest, most direct work in our communities are left dividing a sliver — not a share of what is needed. We watched mission-driven people burn out chasing scraps of a pie that was never cut fairly to begin with.

Rather than compete harder for the leftovers, we build new ways of funding and new ways of working together, so nonprofits stop competing for scarcity and start building capacity together. We operate as a nonprofit innovation studio: we identify the barriers that keep people and communities from thriving, then build practical ventures that address them. Some are educational programs. Some are mission-driven businesses. Some are technology platforms. Together they generate impact, create sustainable revenue and strengthen the nonprofit sector.

Four goals

- **Economic opportunity.** Practical paths to income, ownership and self-employment for people ready to change their own trajectory.
- **Better health.** Moving treatments and specialties out of the drawer and into the hands of the people who need them.
- **Stronger community.** Tools for people — especially students — to tell their own stories and see themselves reflected locally.
- **New models for nonprofit sustainability.** Changing how the money moves: shared infrastructure, connected citizenship and funding that reaches the organizations closest to the work.

Ventures: what carries each goal

Economic opportunity

Academies for Social Entrepreneurship	Cohort training that walks founders from idea to launch, with mentors from our nonprofit network.
Nonprofit consulting	Strategy, revenue design and capacity building so mission-driven organizations can pay their people well.
Want Ads & local business directory	Connecting neighbors to paid work, contracts and customers inside their own community.

Better health

Medical social enterprise	Commercialization support for medical professionals with treatments but no path to market.
Medical Times desk	Plain-language health reporting so families can act on what the research actually says.

Stronger community

Impact Studio	Media production and broadcast training that turns students into working storytellers.
Buena Park TV	A PEG channel and streaming slate built with the local middle and high school, with real on-air credits.
The Park	A community paper written by community journalists, with local desks, puzzles and want ads.

New models for nonprofit sustainability

Fiscal & nonprofit services	Fiscal sponsorship, banking and back-office support so small nonprofits skip the overhead trap.
Investment fund	A nonprofit investment vehicle that funds ventures instead of asking them to compete for scraps.
Neighborhooding	Gamified good citizenship that makes small daily acts of care visible and rewarded.
BeTheChange.social	The same connected-citizenship engine, offered to other nonprofits at scale.

What we ask of directors

The Board of Directors sets strategic direction, approves the annual budget, oversees the executive team and safeguards the mission. Directors govern; they do not manage day-to-day operations. Above all, they hold the organization accountable to the communities it serves.

Term	Two years, renewable, with onboarding and a board mentor for first-time directors.
Meetings	Quarterly board meetings (about two hours, hybrid) plus one longer annual planning session.
Committee	One committee — governance, finance, education or communications.
Time	Roughly four to six hours a month, including reading the board packet in advance.
Giving	An annual personal contribution that is meaningful to you; no fixed minimum.
Fiduciary duty	Care, loyalty and obedience: prepare, disclose conflicts, keep deliberations confidential, act in the organization's best interest.

Experience we are recruiting for

We recruit for balance rather than a single résumé: nonprofit leadership, finance and audit, legal and governance, fundraising and philanthropy, education and workforce, health and social services, communications, technology and media, and lived community experience. Willingness to learn matters as much as credentials, and first-time directors are welcome.

How to join

1. Submit the board interest form at fulcrumimpact.org/team#board-applications.
2. Meet the governance committee for an informal conversation.
3. Visit a program and meet the board chair.
4. Finalists are recommended to the full board, which votes at its next quarterly meeting.

Questions: board@fulcrumimpact.org

FAQ and interest form: fulcrumimpact.org/team#board-faq