FAST PITCH is a free communication skills and fundraising education program for organizations that are creating lasting social change in Southern Arizona. Our program trains nonprofit professionals to powerfully communicate their story, build deep relationships with donors, and strategically market their mission and impact. Professionals from 8 organizations will be accepted into our Fast Pitch Class of 2024. All participants will have the opportunity to deliver their own, unique “fast pitch” and connect with leaders in the business, philanthropic, and nonprofit communities. Fast Pitch is an incredible opportunity for nonprofit organizations to build lasting relationships, gain new resources, and become more resilient.

SVP Tucson is committed to the 2Gen (Two Generation) Approach and is deeply engaged in building awareness, understanding and implementation of 2Gen strategies in the nonprofit sector and broader community. 2Gen approaches center whole families. Nonprofit organizations applying for Fast Pitch will be required to articulate their alignment with 2Gen Values as outlined in this guide.

WE SUPPORT NONPROFITS AND CATALYZE COMMUNITY CHANGE! FAST PITCH OFFERS:

- Free Communication and “pitch” Training
- Free Donor Connection and Fundraising Training
- Free Marketing Strategy Training
- Two dedicated and trained Mentors to assist you with crafting and honing your “fast pitch”
- The opportunity to deliver YOUR message, need, and impact to a global audience
- Thousands of dollars in non-restricted grants
- Connections to donors, including representatives from major foundations, corporations, private donors, and more!
- Visibility in our community, with multiple platforms to tell your story

DO YOU CONSIDER YOURSELF AND YOUR NONPROFIT TO BE...?

- **Focused** on long-term outcomes
- **Creative** and able to problem solve to tackle complex social issues in our community
- **Committed** to growth and capacity building with a willingness to receive feedback
- **Interested** in learning how to improve your organization’s fundraising and messaging strategy
- **Dedicated** to generating greater social return and making a difference in Tucson
- **Collaborative** and willing to work with other nonprofits to serve individuals and/or families
DOES YOUR ORGANIZATION EXEMPLIFY 2GEN VALUES...?

- Honor lived experience by centering voices of parents, caregivers, and families, their expertise, their experiences, challenges, and solutions.
- Embrace an abundant and ambitious mindset.
- Believe equity is the moral center and encompass racial, gender, and economic equity with an intersectional lens.
- Welcome diverse viewpoints, invest in system, policy, and social impact leaders for the long-run.

If any or all of these qualities describe you, we encourage you to apply to be part of Fast Pitch 2024!

HOW IT WORKS:

- Applications will be accepted during our open application period from Monday, July 31st, 2023 to Friday, September 15th at 5p.
- Our Selection Committee, comprised of a diverse group of community members, will review all submissions, and select 8 nonprofit organizations to join our Fast Pitch Class of 2024.
- Each Class of 2024 Participant will be paired with two dedicated Mentors who will support them throughout the Pitch Development Training in Phase 1.
- Fast Pitch Class of 2024 Participants and Mentors will attend a Meet & Greet event on Wednesday, December 13th, 2023 from 2-4p. In addition, Participants and Mentors will attend an orientation together on Thursday, January 18th, 2024 to learn more about our training program. We call this the “first day of school!”
- The training program will begin in January and end in May 2024. Our centerpiece Main Event will be held on Tuesday, March 26th at 7pm at the Fox Theatre.
- Program dates are listed on page 4. Frequently asked questions can be found on our website.

APPLICATION PERIOD:

- Applications will be accepted starting Monday, July 31st until Friday, September 15th, 2023 at 5pm
- Applications must be submitted during the open application period via email to: Fastpitch@svptucson.org
- We will send you a submission confirmation via email within two business days

HOW TO APPLY:

- Learn about Fast Pitch: check out our website, thoroughly review this application guide, review the application questions, and take time to talk to your team about how Fast Pitch can support your organization. Our program is designed to strengthen your nonprofit, so it is important to gather support from your team!
- Select one professional from your organization who will represent your nonprofit throughout our entire program. We encourage you to select someone who will embrace this opportunity, such as an executive leader, an up-and-coming leader, or a key member of your team.
- Submit your application! We can’t wait to learn more about your organization and the work you are doing. You are encouraged to submit your application early. We will welcome all eligible applications until Friday, September 15th, 2023 @ 5pm!
- Relax, we will notify you by email that we have received your application within two business days. We will notify all applicants of their status by Wednesday, November 22nd, 2023.
- If you are accepted into the program, you may be required to submit proof of tax-exempt status or fiscal sponsorship no later than Wednesday, December 13th, 2023.
ELIGIBILITY INFORMATION:

- **Nonprofit organization** – Applicants must provide their 501(c)(3) Employer Identification Number (EIN). Both multi- and single-program organizations are encouraged to apply.
  - If you are applying from an organization with many programs, you will be asked to identify which program you plan to focus on and direct SVP resources. Supplemental questions will be asked on the application to help us better understand your specific program. Please answer both questions about your organization AND the specific program you plan to focus on.

- **Service Area** – Your organization may be based outside of Tucson but must have significant operations and impact in Pima County.

- **Size** – There are no restrictions based on organizational size, budget, or age of your organization or program.

- **Presenter** – Individuals presenting on behalf of your organization must be a paid employee of the organization. If your organization has no staff, the presenter may be a volunteer or board member with 6 months tenure.

- **Cost** – There is no fee to participate in our Fast Pitch program.

- **Funding Restrictions** – SVP will not consider requests from individuals, public school districts or their schools, pure sports teams, or any other organization that discriminates based on religion, race, sexual orientation, gender, age, marital status, national origin, physical ability, or programs that promote specific religious activities or beliefs.

- **Programmatic 2Gen Values** – Applicant organizations must meet one or more of the following 2Gen values. Does your organization...
  - **Honor Lived Experience** by centering voices of parents, caregivers, and families, their expertise, their experiences, challenges, and solutions. Do you have strategic ways to incorporate client feedback and build client agency?
  - **Embrace an abundant and ambitious mindset.** Does your organization use a trauma informed, coaching or assets-based approach to programming?
  - **Believe equity is the moral center** and encompass racial, gender, and economic equity with an intersectional lens. Does your agency/program center equity?
  - **Welcome diverse viewpoints**, invest in system, policy, and social impact leaders for the long-run. Does your agency invest in centering diverse viewpoints and how?

PROGRAM PARTICIPATION REQUIREMENTS:

- We are looking for participants who are committed to the Fast Pitch process during the training program timeline. Therefore, **presenters must attend all the dates listed on page 4**.

- If you have a known conflict, please contact SVP to discuss prior to applying to the program.

- Participants should plan to spend a minimum of 2 hours a week working on their pitch outside of the Workshops during Phase 1 of the training program from January-March 2024. Many past participants reported spending significantly more time on “homework.”

QUESTIONS?

We encourage you to contact us if you have questions about eligibility, program participation requirements, the application, or have other questions: Brittany Battle, Fast Pitch Director | [Brittany@suptucson.org](mailto:Brittany@suptucson.org)

Please reserve the following dates and times when submitting your application.

All dates listed on page 4 are MANDATORY for Fast Pitch Class of 2024 Participants.
**PHASE 1: PITCH DEVELOPMENT & MAIN EVENT**

**Pitch Development**
- **Meet and Greet:** Wednesday, December 13th, 2023 from 2-4p
- **Orientation & Mentor Only Training:** Thursday, January 18th, 2024 from 9a-12p
  - Orientation: 9-11a
  - Mentor Only Training: 11a-12p
- **Sizzle Video Film Shoot:** Week of January 22nd, 2024
  - Participants will be scheduled during this time to work with a local production company to create a 30 second video about your organization to be shown at the Main Event on 3/26/24
- **Workshop 1:** Wednesday, January 31st, 2024 from 9a-12p
- **Workshop 2:** Thursday, February 1st, 2024 from 9a-12p
- **Practice Session 1:** Tuesday, February 13th, 2024 from 9a-11a
- **Office Hours with Pitch Trainer (virtual):** Week of February 19th, 2024
  - Participants will be scheduled for a 1-hour session with the Pitch Trainer this week
- **Practice Session 2:** Tuesday, February 27th, 2024 from 9a-11a
- **Optional Office Hours with Pitch Trainer (virtual):** Thursday, March 7th, 2024
  - Aaron Henne will be available for a few hours this day in case anyone wants additional support
- **Practice Session 3 + Fast Pitch Alumni Lunch:** Tuesday, March 12th, 2024 from 9a-1p
  - Practice Session 3: 9-11a
  - Alumni Event: 11a-1p

**Main Event**
- **Dress Rehearsal:** TO BE DETERMINED
- **Fast Pitch Showcase – “Main Event”:** Tuesday, March 26th at 7p
- **Post Main Event Debrief Workshop:** Thursday, March 28th from 9-11a

**PHASE 2: DONOR CONNECTIONS & MARKETING STRATEGY**

**Donor Connections**
- **Workshop 1:** Tuesday, April 23rd, 2024 from 9a-12p
- **Workshop 2:** Wednesday, April 25th, 2024 from 9a-12p
- **Office Hours with Donor Connections Trainer (virtual):** Week of April 29th, 2024
  - Participants will be scheduled for a 1-hour session with the Donor Connections Trainer this week
- **Donor Connection Event:** Thursday, May 2nd, 2024 from 3-5p

**Marketing Strategy**
- **Workshop 1:** Tuesday, May 14th, 2024 from 9a-12p
- **Workshop 2:** Wednesday, May 16th, 2024 from 9a-12p
- **Office Hours with Marketing Strategy Trainer (virtual):** Week of May 20th, 2024
  - Participants will be scheduled for a 1-hour session with the Marketing Strategy Trainer this week

**Graduation**
- **Celebration Event:** Wednesday, May 22nd, 2024 from 2-4p
WE CARE ABOUT YOUR EXPERIENCE:
The work you do matters, and your time is valuable. We are here to support YOU! Below is a checklist to help you prepare for submitting your application. We encourage you to find a process that works best for your organization and provided the following checklist to help get you started. We believe in providing inclusive and accessible options for nonprofit organizations to submit their applications. If you need assistance with your application or have questions, please reach out to Fast Pitch Director, Brittany Battle via email at: Brittany@svptucson.org

APPLICATION CHECKLIST:

☐ Talk to your support team about this opportunity
☐ Attend (or view) our virtual Information Session on Friday, July 28th, 2023 from 10-11a
  o RSVP HERE or visit our website on the “Apply Now” tab
  o This info session will be recorded, and a video will be made available on our website within 3-4 business days following the event
☐ Identify a presenter who will represent your organization as a Class of 2024 Participant
☐ Mark your calendars and verify presenter availability for all dates listed on page 4
☐ Attend our Fast Pitch Application Writing Workshop on Tuesday, August 22nd from 9a-11a
  o RSVP HERE or visit our website on the “Apply Now” tab
☐ Write the application!
☐ Review your application- verify that 28 questions have been filled out
  o If possible, talk to your support team again and invite a team member to be part of your review process
☐ Submit your application!
  o Deadline to apply is Friday, September 15th @ 5pm
  o Submit application via email to: Fastpitch@svptucson.org
☐ Lookout for an email confirmation within two business days
☐ Follow SVP Tucson on your favorite social media channels & tell your friends to apply!
☐ Celebrate your hard work!
☐ Save the date for the Fast Pitch Main Event on Tuesday, March 26th, 2024 at 7pm