

# A CATALYTIC CALL TO ACTION

"Consider this ... a signal to our community and civic leaders that they ought to demand better."



WHO

WHAT

#### **CATALYST**

We commission research and convene civic leaders and community members to reimagine the purpose of and possibilities for trustworthy local news that serves all Coloradans.

#### **ADVOCATE**

We share learning and leverage our collective influence to bring more knowledge, allies and resources to meet the local news and information needs of Colorado communities.

#### **FUNDER**

We pool funds and offer grants to help build a more resilient, equitable, collaborative local news ecosystem and a healthier, more inclusive, solutions-oriented public square.

## FUNDING PARTNERS

Since 2018, CMP has raised more than **\$6 million** to build a more responsive, resilient and inclusive local news ecosystem in Colorado, with about 95% coming from six foundations.













## 2022 Grantmaking

\$779,817 in direct grants to 62 newsrooms and projects in 2022.

## **Ecosystem Builders**









Community News Network (2021-2024)













National Partners







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#### **Open Call Grant Opportunities:**

Advancing Equity in Local News and #newsCOneeds



# #newsCOneeds OBJECTIVES



- 1. **PUBLIC TRUST**. To help Colorado newsrooms build trust and transparency, by spotlighting the vital public service they provide to our communities
- PUBLIC SUPPORT. To help Colorado newsrooms increase financial support from individuals, through new donations, memberships, and subscriptions
- 3. **SYSTEMS CHANGE**. To build a "membership mindset", fundraising capacity, and peer-to-peer knowledge-sharing across Colorado's media ecosystem



### #newsCOneeds

## PROGRAM DESIGN





#### **ELIGIBILITY**

- Locally owned, locally operated Colorado news organizations
- Regularly publishing nonpartisan local news about and for Coloradans
- Agnostic of business model or distribution method

#### **FINE PRINT**

- Match period: #GivingNewsDay thru midnight Dec. 31
- CMP matches all contributions from individuals of \$1,000 or less during the match period, up to \$5,000 per newsroom
- Individuals may not receive any additional benefit, just news
- For-profit newsrooms must clearly state intended use for contributions is public-service journalism, and that contributions are not tax deductible.

#### **GRANTEES RECEIVE**

- \$5,000 matching grant from Colorado Media Project
- Cohort-based workshops on campaign planning, messaging, individual fundraising best practices from COLab (previously News Revenue Hub)
- Customizable campaign collateral and messaging templates from COLab (previously News Revenue Hub)
- Individualized coaching and fundraising plan review from COLab and CMP

# #newsCOneeds RESULTS



	Newsroom Grantees	Individual Contributors	Total Raised
2018	7	300	\$50,000
2019	18	1,145	\$177,842
2020	24	5,277	\$578,355
2021	26	5,371	\$707,535
2022	32	TBA	\$832,720
TOTAL			\$2,346,452





### #newsCOneeds

## LESSONS FROM COLORADO NEWSROOMS

"If you're doing quality, rigorous work for the community, your readers will step up. They know newspapers have been struggling. Let them know what kind of awesome work you've done and what you want to keep doing – and let them be a part of helping you accomplish it."

Erin McIntyre, Ouray County Plaindealer

"More than the money, it was such a boost to know that so many people believe so strongly in what I'm doing. This is a hard job; running my own business on top of being a journalist. This kept me going. I would never have run a campaign myself. I didn't know how, and I hate asking for money."

Shay Castle, Boulder Beat

"The idea sharing that took place during the Zoom cohort calls was extremely helpful. Being able to hear how other news rooms encountered similar challenges and hearing their lessons-learned was great."

Jerd Smith, Fresh Water News

#### More Info, Tips, Takeaways and Case Studies

- <u>bit.ly/newsconeeds2020-results</u>
- bit.ly/newsconeeds-2021casestudy
- www.thisisnewsconeeds.org



