

Twelve grantees, six months, *what each one now owns.*

This is the document a foundation receives at the end of a cohort. The grantees below are composites, not clients. A real roll-up uses the readiness scores, workflows, and logs from your cohort. It never contains grantee records: no donor names, no client data, no financials beyond what a grantee chose to share.

12 GRANTEES ENROLLED	11 WORKFLOWS BUILT AND OWNED	2.4 → 3.6 AVG READINESS, OF 5	9 of 12 CLOSED A BEFORE AND AFTER LOG
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What each grantee chose, built, and owns

GRANTEE (COMPOSITE)	READINESS, MONTH 1 → 6	WORKFLOW CHOSEN	LOGGED CHANGE	OWNER ON STAFF
Food pantry, 3 staff	2 → 4	Monthly funder report from the intake log	9 hrs → 3 hrs per report	Program manager
Youth mentoring, 5 staff	3 → 4	Board packet drafted from live numbers	2 days → 4 hrs per meeting	Executive director
Housing counseling, 7 staff	2 → 3	Client follow-up reminders	Log open, closes month 7	Intake coordinator
Arts education, 2 staff	1 → 3	Donor acknowledgment within 48 hours	14 days → 2 days average	Director
Senior services, 9 staff	3 → 4	Grant calendar with owner per deadline	0 missed deadlines in 6 months	Development lead
Literacy council, 4 staff	2 → 4	Volunteer hours to funder report	6 hrs → 1 hr per quarter	Volunteer coordinator
Six more grantees	2.5 → 3.5	Reporting (3), donor stewardship (2), board packet (1)	4 closed logs, 2 open	Named in each grantee's own file

What the cohort learned

- The reporting workflow was the first choice for 7 of 12. Funder reporting is where the hours go across the portfolio.
- Three grantees scored 1 or 2 on data in month 1. Each spent the first working session reconciling records before any drafting began.
- Two grantees paused at month 4 for leadership transitions. Their documentation carried the workflow to the new person.

What the foundation can use next cycle

- A readiness score per grantee, in the grantee's hands, to attach to the next application if it chooses.
- The three workflows most requested, as a shared session for the next cohort.

What is not in this document

Grantee records. Donor lists, client files, staff names beyond a role title, and any figure a grantee did not agree to share. Each grantee holds its own file. The foundation receives this roll-up and nothing behind it.

How the numbers were made

Readiness is the five-area scorecard, taken in month 1 and again in month 6. Logged change is a matched two-week log before and after, kept by the grantee, reported to the cohort, and printed here only where the grantee closed both periods. Open logs are marked open.

For the board or committee

One paragraph: twelve grantees each left with a workflow they own and a person on staff who runs it; nine measured a change and three are still logging; the foundation saw

- One grantee ready for a Focused Build, funded by the foundation or the grantee.
- readiness across the portfolio without seeing inside any grantee's records.

The real one uses your cohort's numbers. lurgrowth.com/foundations · hello@lurgrowth.com

Cohort of twelve, six months, on the foundation's calendar