

Balancing Mission and Money: Evaluating Program and Modifying service

- Balancing mission/ program focus with numbers...love your CFO
- Participate in advocacy groups Leverage
- Recognizing when to say “NO”- stick to you mission/ niche
- Building network (Authentic)
- Affiliate? How to differentiate?
- Fiscal sponsorship- when does it make sense? When do you let go?
- How to measure intangible values that do not translate to money?
- What can a funder learn from your evaluation?
- Depth vs. Width of service breadth
- Consider different fee structures
- Raising money for strategies not just programs
- Shifting how you deliver programs
- Riding the wave of opportunity of new available resources
- Looking for efficiencies- new technology
- Changing management- remembering past lessons learned
- Making org. cultural shifts
- Nothings ‘off the table’
- Leveraging resources
- Just merging does not necessarily create efficiencies
- Identify intangible cost/ challenge (i.e. relationships, culture, etc.)
- How do we filter opportunities? Competition?
- Capturing the technology wave, engaging the next generation.
- Being open to new funding and/ or refunding
- Tabooing into faith communities
- Reaching out to donors not just foundations because they will stick with you.

Smartly Utilizing Boards and Volunteers

Board:

- Mapped connections and plan to connect with them
 1. helps ID gaps, to filled though recruitment
 2. helps everyone see the big picture- internally and externally
- Be honest about the necessity of their “involvement”
 1. what’s the money for
 2. Know how much is needed
 3. exactly what they can do
- Celebrate the success
- In value them
 1. in program
 2. grant working
 3. includable leadership roles “Champions”
- Get them more involved,

- Expand the board and other bodies
 1. ID the appropriate candidates

Volunteer:

- Support for fundraising and connect them to mission
- Involve people where they are
- Special events- communicating your organizations' values and connectedness not just "free labor"
- Mentorship program deepens connection to mission.
- Connecting them to giving

Strategic Partnerships

- Why mixed messages?
 1. ownership/ "founder syndrome"
 2. takes time/ effort
 3. R&R of partner(ships)
 4. Fear of unknown, what do you lose?
 5. Do not know who to partner with?
- Over coming concerns
 1. Written agreements (especially if money is involved). Examples: shared revenues- IP issues.
 2. Involve board
 3. Setting Expectations
 4. Be willing to compromise
 5. Develop criteria
 - Does this expand capacity? Maintain sustainability?
 - Reputation
 - Values
 - Staff- culture
- Keys to Success
 1. Committee of each neutral party
 2. Project manager
 3. Focuses on mission
- Ideas:
 1. Tools and templates
 2. Forum to bring people together
 3. Ask:
 - Communicate needs and wants
 - TFC blog-COG
 - Donors, Foundations
 - HS Alliance for BoCo/ other coalitions
 - VC listserv

Creative Option for Making Tough Decisions and Cutting Cost

- Process:
 1. Get buy- in
 2. involve
- Collaborate- Fundraising
 1. Be creative on fundraising
 2. Community
- Staffing:
 1. Unpaid leave
 2. % salary decrease
 3. Full time work- part time- volunteer
 4. Benefits
 5. Affected hiring

Reduce to Save: Tactics for Saving Resources

- Conserving/ living within our needs
 1. energy efficient appliances
 2. recycle, Share, barrow, reduce
 3. water, electricity- cut down cost
- Ideas:
 1. printing less
 - Eco font, saves in ink
 2. Turn off computers and utilities not bring used.
 - Especially over the weekends, save energy
- Stimulant Package
 1. Green grants
 2. language barrios
 3. Training for new jobs
 4. Building skills from these organizations on green energy.