



The UMass Donahue Institute

Established in 1971, the UMass Donahue Institute is a public service, research, and economic development arm of the University of Massachusetts. Our mission is to apply theory and innovation to solve real world challenges and enable our clients to achieve their goals and aspirations. We serve clients in the public, nonprofit, and private sectors in the Commonwealth and throughout the nation and the world. For more information: www.donahue.umass.edu.

Contact Us

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Nonprofit Funding & Fiscal Solutions

Supporting nonprofits to create cultures and systems that result in fundraising success and stable fund development infrastructure

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Donahue Institute

www.donahue.umass.edu/nffs

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About Us

Nonprofit Funding & Fiscal Solutions provides public agencies, private nonprofit organizations, and community-based groups and coalitions with project management, research support, and capacity building assistance focused on community mobilization, program planning and evaluation, communications and dissemination, and organizational and program sustainability. NFFS projects often focus on elevating the voices of and building networks among the BIPOC and LGBTQIA+ communities, and among individuals of diverse economic and educational backgrounds. NFFS values its clients as visionaries, leaders, and experts in their respective fields.

Our Clients

We deliver services to a wide variety of nonprofits, including:

- ▶ human service agencies
- ▶ educational institutions
- ▶ health care providers
- ▶ social change/social justice groups
- ▶ United Ways
- ▶ arts organizations
- ▶ museums
- ▶ private foundations
- ▶ faith-based groups
- ▶ governmental agencies and departments
- ▶ international non-governmental organizations (NGOs)
- ▶ community coalitions

We believe that public and private nonprofits of all sizes deserve the best we have to offer, and we serve them all, from small, grassroots start-ups to large multi-million dollar national and international organizations. We most commonly work with leadership teams, boards, executive and middle managers, fund development staff, and community members.

Our Services

Fund Development Support

Fully-customized, comprehensive services to increase fundraising success.

- ▶ **Fund Development Readiness Assessment**
Identifying strengths and weaknesses that support or impede an organization's fundraising potential
- ▶ **Grant Writing:** Prospect research; proposal preparation, editing, and review; and needs assessment, logic models, attachments
- ▶ **Fund Development Skills Building**
 - Community mobilization & relationship-building
 - Major donor program development, prospect research
 - Special events, cause-related marketing, direct mail
 - Capital campaigns and planned giving

Nonprofit Sustainability Center

The Nonprofit Sustainability Center helps organizations to be creative, visionary and resilient through bold, innovative approaches to planning, leadership development, community mobilization, evaluation, and fund development. Our growing range of services includes:

- ▶ **Vision**
 - Scenario, strategic, and sustainability planning
 - Leadership development and succession planning
 - Program design and development
- ▶ **Engagement**
 - Persistent community engagement
 - Collective impact
 - Strategic communications
 - Public relations/marketing
- ▶ **Impact**
 - Program & impact evaluation
 - Participatory evaluation
 - Dissemination of findings



- ▶ **Resources**
 - Funding Model Review
 - Skills-building in Grant Writing, Major Donor Cultivation, Fundraising Events, Capital Campaigns, Social Enterprise, Endowments

Financial Management and Fiscal Capacity Building

Financial training and technical assistance for boards, executives, and fiscal managers:

- ▶ **Planning:** Budget development and cash flow
- ▶ **Monitoring:** Reporting, managing contracts
- ▶ **Operations:** Basics of nonprofit accounting, internal controls
- ▶ **Financial Management for Boards:** Audit requirements, legal/fiduciary responsibilities, managing risk, etc.

We also offer a multitude of trainings related to all under “Our Services”.

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