



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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About Us

Nonprofit Funding & Fiscal Solutions is a mission-driven consulting group that supports nonprofit organizations to create cultures and systems that result in fundraising success and stable financial infrastructure. Our services include training, consultation, coaching/mentoring, and hands-on intervention and services. As former nonprofit managers and fund development directors, we move beyond theory to help nonprofits translate their fund development goals into practical, real-world plans and strategies that deliver results.

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
- ▶ international non-governmental organizations (NGOs)
- ▶ community coalitions

We believe that 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 Capacity Building

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
- ▶ **Facilitated Fund Development/Sustainability Planning**
- ▶ **Grant Writing and Grants Management**
- ▶ **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

Financial Management & Fiscal Capacity Building

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

- ▶ **Planning:** Budget development, cash flow, planning for fiscal uncertainty
- ▶ **Monitoring:** Internal reporting, managing contracts and restricted funds
- ▶ **Operations:** Basics of nonprofit accounting, internal controls
- ▶ **Financial Management for Boards:** Audit requirements, legal/fiduciary



Crisis Response

Services to address fiscal emergencies, funding shortfall/lost funding, fund development staff turnover, and other critical challenges:

- ▶ **Staff support:** Recruitment, hiring, training, and coaching/supervision of fund development and executive staff
- ▶ **Facilitated emergency meetings** with board/staff/stakeholders/community
- ▶ **Interim management team** to stabilize operations and manage transitions

We also offer a multitude of trainings related to these services.

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