NonProfit
HelpDesk

Nonprofits:
We're Here to
Help YOU

BECOMING FUNDER READY

TUESDAY, DECEMBER 12 -- 12 - 1PM EST | FACILITATOR: AMY FIORE

FUNDING PROVIDED BY

NYC Department of Youth & Community Development

JCCGCI
JEWISH COMMUNITY COUNCIL OF GREATER CONEY ISLAND
Community-Based | Citywide Impact

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Part Three: From Getting Attention to Getting Donations

Tue, Dec 19, 2023 12:00 PM EST

Free

Planning for Your Organization's Future

Tue, Jan 9, 2024 12:00 PM EST

Free

Coaching Skills: Bolster Performance & Engagement
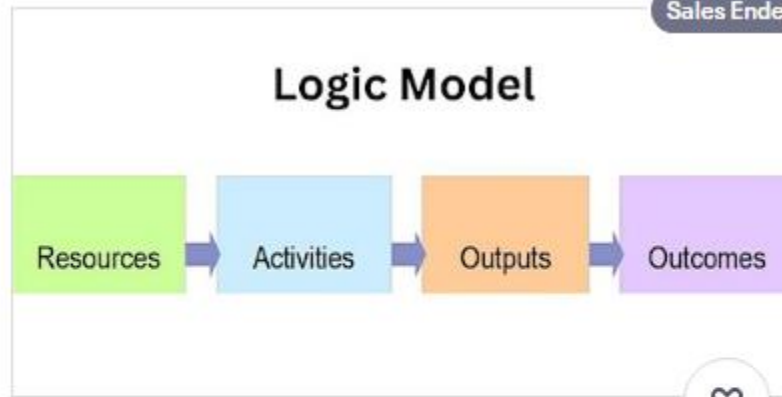
Tue, Jan 16, 2024 12:00 PM EST

Free

Part One: Basic Data Every Social Change Organization Should Collect

Tue, Jan 23, 2024 12:00 PM EST

Free

Sales Ended

Part Two: Logic Models

Tue, Feb 6, 2024 12:00 PM EST

Free

The Power of Effective Story-Telling: Koenig Childhood Cancer Foundation

Tue, Feb 13, 2024 12:00 PM EST

Free

ABOUT ME
AMY FIORE

Mom | Wife | Theater Teacher / Director | Consultant

Arts | Education | Youth Development | Social Services

Training | Strategic Planning | Fundraising | Coaching

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BECOMING FUNDER READY
LEARNING OBJECTIVES

- Identify what it means to be funder-ready
- Name the basic necessities for funder-readiness
- Explore areas where your capacity can grow/scale

SAYS VU LE
OF NONPROFIT AF:

Funding and the Flawed Notion Of Nonprofit "Readiness."

"For years many funders have bought into this idea of 'readiness,' when an organization has demonstrated enough financial management capacity, leadership stability, and program effectiveness to receive significant, catalytic funding. It reminds me of the story of Pinocchio, who just wanted to be a real boy: "One day, tiny nonprofit, if you work hard, you will become a real org and then you'll be ready to handle large grants. Until then, here's $5,000 that will take you 30 hours to apply for."

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Funder Worthiness

Compelling Mission

Well-Received Programs

Serve a lot of people

Have stakeholder buy-in

Making an impact

STANDARD MATERIALS

1. Board of Trustees/Directors list with titles, business affiliation, committees
2. List and description of Programs
3. Budget/unaudited financials including most recently completed FY, current approved FY, and YTD with the following categories broken out:
   a. Earned income (broken into broad categories as appropriate)
   b. Government Contributions
   c. Foundation Contributions
   d. Corporate Contributions
   e. Individual Contributions
   f. Event Income
   g. Expenses by Program
4. Most recent financial statement
5. Current Case for Support
6. A recent General Operating grant proposal submission
7. Examples of recent fundraising and promotional materials produced (eblasts, invites, trifolds, one sheets)
8. Total number of records in your database and the system used
9. A list of donors $X+ with annual giving totals separated by year
10. Org chart
11. Number of records in email delivery system
12. Number of followers on social media, by platform
13. Recent surveys, evaluations or metrics

Funder Readiness

Clearly defined purpose/impact

A diverse array of funding sources

Capacity to execute and grow programs

Financial responsibility and solvency

NARRATIVE MATERIALS

A recent general operating grant proposal submission

Current Case for Support

Recent fundraising and promotional materials produced (letters, eblasts, brochures)

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STAKEHOLDER DETAILS

Board of Trustees/Directors list with titles, business affiliation, committees

Total number of records in your database and the system used

A list of donors $500+ with annual giving totals separated by year

Number of records in email delivery system

Number of followers on social media, by platform

CAPACITY DETAILS

List and description of Programs

Org chart

Recent surveys, evaluations or metrics

FINANCIAL DETAILS

Budget/unaudited financials

including most recently completed FY, current approved FY, and YTD with the following categories broken out

Earned income (broken into broad categories as appropriate)

Government Contributions

Foundation Contributions

Corporate Contributions

Individual Contributions

Event Income

Expenses by Program

Recent financial statement

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WELL,
THAT WAS
A LOT!

STANDARD MATERIALS

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QUESTIONS?

Presented By Amy Fiore
Facilitator for the Nonprofit HelpDesk

Thank you for Participating in Today's Webinar

To learn more about the NonProfit HelpDesk, and to register for upcoming workshops, please visit our website at:

https://www.jccgci.org/our-services/management-support-systems/the-nonprofit-helpdesk/.

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REVENUE	ANNUAL AMOUNT	DETAIL
Earned		
In-Kind		
Government		Multi-year/Restricted
Foundation/Corporate		Multi-year/Restricted
Events		
EXPENSE		
Payroll		
Rent & Space Related		
Development Expenses		
Admin Expenses		
Program Expenses		

DONOR NAME	2020	2021	2022	2023	Total Giving

SAMPLE ORGANIZATION CHART

BOARD OF DIRECTORS

EXECUTIVE DIRECTOR

PROGRAM DIRECTOR

DIRECTOR OF PHILANTHROPY

ACCOUNTING

PROGRAM COORDINATOR

DEVELOPMENT DIRECTOR

HUMAN RESOURCES