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Upcoming Events

April 12

Exec. Director Round Table

Come explore new ideas, receive feedback, and get support from this network of colleagues. Register [here](#).

Announcements

We're Hiring!

The Center is looking for a new Assistant Director. A likely candidate will have a Masters and 5 years of experience in the nonprofit or related sector. The responsibilities include: program development, grant proposals and delivering services to nonprofits.

Click here for more details [Assistant Director Position](#)

New Resource!

Check out our new [Board Activity Report](#)

It's an excellent way for board members to be aware of their individual activity and engagement over the year. It can also be used as a kick-off to discussion with Board Chair.



[Our Website](#)
[Services](#)
[More About Us](#)

Join Our Mailing List!

Welcome to LeadTime!

It's Spring: Time for Renewal.

This issue we look at Fundraising, Failing, Mission, and Money.

Redeeming Collaboration



How is it that 73% of over a hundred surveyed nonprofits have increased their clientele, while only 50% have increased their revenue in any way?

The answer: Collaboration.

Bridgespan Group's recent study reveals a cooperative trend that has greatly benefited nonprofits of all capacities, in one case saving the two collaborators over \$270,000. But make no mistake, despite the economic downturn, these partnerships are not being formed out of economic distress as it is often assumed, but economic strategy.

Obviously, the sharing of facilities, resources, and personnel alone can result in attractive savings, but organizations are finding that collaboration can also become a powerful fundraising tactic. After all, the unity of service providers (especially dissimilar ones) creates a more holistic package, making pitches to potential donors all the more appealing. Maybe it's time for us all to seek out some local partnership potential.

To read more, check out Ben Gose's full article [here](#).

Staying Afloat in a Financial Crisis



Kim Klein recently adapted her book, *Reliable Fundraising in Unreliable Times* into an article on crisis management, particularly financial issues. She focuses first on identifying the crisis and the subsequent steps to take, starting with the creation of a "crisis task force" for which she outlines important roles and responsibilities. Beyond the structural responses, Ms. Klein shows us some pitfalls of financial crisis management and appropriate approaches. For example, she emphasizes a shift in the crisis management paradigm from cost cutting to income raising. The need for proper communication with the donors, board, and public is expounded upon, and the article even gives valuable advice for a scandal-driven financial crisis.

This excellent resource is made available for download by the Grassroots Institute for Fundraising. Click [here](#) to read more.

Learning from Others' Failures



Nobody wants to admit their failures, let alone share them with others. It's associated with weakness, shame, mistakes. But one website is redeeming nonprofit and NGO blunders by instead turning them into learning opportunities. Admittingfailure.com allows those involved in the nonprofit sector to hear about, examine, and learn from the failures of other organizations. The site is just getting off the ground, but the group hopes to become a grand database of What-Not-To-Do's and provide a transparency that prevents future repetition. Their tagline: "Learning from what's not working. Creating space for what is."

Smart Stewardship

What sets NPO's apart from most businesses is that mission is the bottom line not profit. But, as Peter C. Brinckerhoff show us, profit is not the enemy, and is necessary for any healthy 501(c)(3). Aiming to just "break even" is the downfall of many organizations as it creates a tumultuous and exclusive relationship between growth and sustainability.



Mr. Brinckerhoff focuses his concise two-part article on good stewardship, examining the balance between mission and money, current and prospective programs. He suggests a great tool called the Smart Stewardship Decision Tree which can be tailored to your organization's values. The process: a question is posed and if the answer is "yes", you move to the next question, but if the answer is "no", the issue must be addressed first and the decision should be halted. By the end, issues of growth, capital, sustainability, and consistency are addressed.

To utilize this resource and read more check out the "Management Tip" section [here](#).

Now on Facebook!

We'd just like to let everyone know that the Long Island Center for Nonprofit Leadership is now officially on Facebook. Please take a moment to "Like" us so we can get the word out! Click the image below to visit our page:



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