

Benefits of Development Planning

- Strategically allocates and prioritizes your organization's limited resources
- Establishes a clear direction, timeline, and target
- Supports data-driven decision-making
- Develops systems to help your organization set, achieve, and measure goals and milestones

DEVELOPMENT AND CAPITAL CAMPAIGN PLANNING

NPO Solutions can help your organization build a sound development team and program from the ground up or steer a new course if you are not achieving the results you seek. NPO Solutions has partnered with more than a dozen organizations to drive successful capital campaigns and other initiative-specific fundraising projects. We have experience working with local, state and national governments, individual donors from the full range of

income levels, corporate sponsors, and private and family foundations. Recent clients include CASA of Los Angeles, Child Development Institute (CDI), Los Angeles Education Partnership (LAEP), and The Whole Child.

DEVELOPMENT PLANNING PROCESS

NPO Solutions works with the executive director, development team, board of directors and others to establish a plan of action grounded in research, best practices and the specific short-, medium- and long-term needs of your organization. We will partner with you so that the process matches your timetable and operations, and can be modified to suit changing needs. In our 25 years of experience serving the nonprofit sector locally, regionally and nationally, we have had the privilege of helping numerous organizations assess and grow their fund development capacity. We partner with organizations to create achievable fundraising plans; to effectively engage the board of directors in fundraising activities; and to develop successful public and private sector funding proposals. We possess a depth of knowledge about nonprofit issues and consulting techniques, and an ease with collecting and analyzing data to inform decision-making.



Step 1: Analyze the Situation – A situation analysis will help us determine your strengths, weaknesses, opportunities and threats and identify promising growth areas.

Step 2: Develop Measurable Objectives – NPO Solutions will lead a process to establish a new direction or set of benchmarks that is strategic, measurable, and inclusive of all stakeholders.

Step 3: Define a new Strategy and Plan – We will guide you through the drafting of an operating plan so that development planning is integrated into your organization as seamlessly as possible.

Step 4: Implement the Plan – NPO Solutions can provide additional consulting during implementation to help apply best practices and course corrections when needed.

Step 5: Evaluate and Refine Outcomes – We will help your organization assess the success of the initiative and plan for future endeavors for organizational sustainability.



For more information, please contact Betsy Uhrman at 818-766-8448, buhrman@nposolutions.org, or visit us at www.nposolutions.org.
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