

Fundraising and Finances

May 2014

“Asking Far and Wide: Interview with Fundraiser Andy Robinson”

by Guidestar

Overview: In this interview, Andy Robinson, a nonprofit consultant and trainer, shares fundraising insights with Guidestar. Throughout the interview, Robinson highlights key pointers he advises with nonprofit leaders in order to properly engage funders before, during, and after a funding request. He stresses the importance of engaging potential donors beyond the scope of their gift where appropriate, the tension between using boards and volunteers as fundraisers over equipping staff with the skills necessary to fundraise, and what it means to “ask and then be quiet.”

Where to Find It:

<http://www.sp2.upenn.edu/ostrc/doclibrary/documents/AskingFarandWide.pdf>

“Stories From the Field: Fiscal Fitness for Nonprofits”

by Anne Field

Overview: This article takes a refreshing look at nonprofit financial management and provides nonprofit staff and leaders with tangible resources to ensure operational success. Field emphasizes the importance of being well versed in finance for nonprofit managers, who tend to prioritize skills in program design and implementation. Fiscal fitness does not only include properly tracking current payments, but also investing in staff to ensure the longevity and sustained impact of your organization. Field provides a case study of a coalition of nonprofits in the Chicago area to provide concrete examples of what fiscal fitness looks like.

Where to Find It:

<http://www.sp2.upenn.edu/ostrc/doclibrary/documents/FiscalFitnessforNonprofits.pdf>

Featured Information:

“Small Nonprofits Solving Big Problems”

By Angela Francis and Jennifer Talansky of the Nonprofit Finance Fund

Summary:

This report draws on Nonprofit Finance Fund's experience working with 22 nonprofits through the Capital and Capacity for Economic Recovery (CCER) program in Greater Philadelphia. It highlights the common financial challenges faced but also offers suggestions for how to stabilize practices during economic recessions. The report provided a thorough analysis of the work of CCER as well as takeaways for nonprofit leaders, funders, and other interested stakeholders for maximizing impact in times of increasing fiscal uncertainty.

Where to find the full article:

<http://www.sp2.upenn.edu/ostrc/doclibrary/documents/SmallNonprofits.pdf>