

# BUILT TO LAST:



## Redesigning nonprofit organizations for mission and financial sustainability.

*IntegralOrg invites Calgary and area nonprofit organizations to take part in a unique pilot program.*

Building a nonprofit that delivers mission impact and is financially sound is the enduring challenge of any nonprofit leader. Finances are limited, funding systems are perpetually changing, and the opportunities for programming are many.

IntegralOrg, through the generous support of the Calgary Foundation, has developed a four-month pilot project to help nonprofit organizations discern pathways to sustainability.

Leadership teams from six organizations will work through a facilitated process that includes collective workshops, guided self-directed data gathering, one-on-one facilitated planning, and individual consultations. Using a tool called a [Matrix Map](#), organizations will assess both mission and financial impact for each of their programs or activities.

**BUILT TO LAST** utilizes the Nonprofit Sustainability Process, a unique dual bottom-line approach that integrates both mission and financial impacts and will ignite self-reflection and discernment.

### Leaders will:

- Assess the mission impact of each program by clearly understanding how it contributes to overall impact.
- Determine the net profitability of each program through a full-cost accounting process.
- Develop a custom set of considerations that can be used to enhance the individual and collective impact of their program mix.
- Articulate an intended impact statement for their organization.

# Program Overview

**Duration:** September – December, 2021

**Commitment:** 3-4 senior staff/board members contributing a total of 75-100 hours over four months.

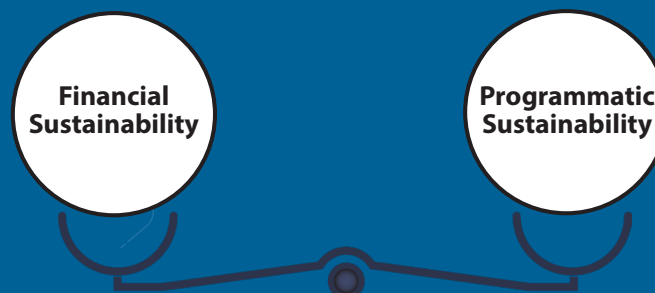
**Structure:** The program will consist of four collective workshops, guided self-directed data gathering, 1:1 facilitated planning, and support from IntegralOrg.

**Costs:** The costs of this program have been covered by the Calgary Foundation. This is a value of \$5,000 in training, coaching, and consulting to each organization.

**IntegralOrg invites** interested Calgary and area nonprofit organizations to contact Mike Grogan, IntegralOrg President and CEO, at 587-323-4572 or [mike@integralorg.ca](mailto:mike@integralorg.ca) to chat about the program, the commitment, and requirements. **Application Deadline:** June 30, 2021

## Dual bottom-line approach

**Financial Sustainability:** the ability to generate resources to meet the needs of the present without compromising the future.



**Programmatic Sustainability:** the ability to develop, mature, and if necessary, cycle out of programs over time to be responsive to community needs.

# Program Schedule

<b>September</b>	<p><b>September 20: Opening Workshop</b></p> <p><b>Throughout September:</b></p> <ul style="list-style-type: none"><li>• Guided individual organizational work</li><li>• Material gathering and refinement</li><li>• Tool and Template review</li><li>• Finalization of core program and fundraising activities</li><li>• Initial work on revenue and expenses</li></ul>
<b>October</b>	<p><b>October 18: Mission Impact Assessment Workshop</b></p> <ul style="list-style-type: none"><li>• Understanding organizational design</li><li>• Defining impact criteria</li><li>• Introduction to profitability</li></ul> <p><b>Throughout October:</b></p> <ul style="list-style-type: none"><li>• Guided individual organizational work</li><li>• Material gathering and refinement</li><li>• Determining revenue and expense allocations</li></ul>
<b>November</b>	<p><b>November 1: Financial Impact Workshop</b></p> <ul style="list-style-type: none"><li>• Overview of revenue and expense analysis</li><li>• Introduction to Market Analysis</li></ul> <p><b>Throughout November:</b></p> <ul style="list-style-type: none"><li>• Guided individual organizational work</li><li>• Completion of profitability and impact assessments</li><li>• Completion of Market Analysis</li><li>• Development and review of individual Matrix Maps</li><li>• Individual strategic considerations and impact statement development</li></ul>
<b>December</b>	<p><b>December 6: Final Workshop</b></p> <ul style="list-style-type: none"><li>• Shared learning and next steps for your organization</li></ul> <p><b>Throughout December:</b></p> <ul style="list-style-type: none"><li>• Final reports with strategic considerations</li></ul>