

2010 ANNUAL NONPROFIT LEADERSHIP SUMMIT

Thursday, October 21, 2010

“Inspiring Proven Nonprofit Leaders: Current Nonprofit Concepts and Tools for Success”

The Harvest Foundation, Martinsville, Virginia

OVERVIEW OF THE DAY

8:30 – 9:00 am:	Registration, Check-In, Breakfast
9:00 – 10:00 am:	Introductions and Welcoming Remarks Keynote Speaker – Michael Guillot "The New Normal for Nonprofits: Answering 6 Questions in Leading Change & Energizing Philanthropy" Answering the 6 Questions in MHC Question & Answer - 15 minutes
10:05-10:15 am:	Break
10:15 -11:45 am:	Concurrent Workshops: Nonprofit Management and Organizational Development (Track 1), Board & Volunteer Development (Track 2), Resource Development and Management (Track 3)
11:45 – 1:00 pm	Lunch Break Facilitated Discussion Lunch Tables – Sample Tables: Social Enterprise, Six Questions in Leading Change & Energizing Philanthropy, Board Governance, Managing Multiple Generations, Effective Media Strategies, Volunteer Management
1:00 – 2:30 pm	Concurrent Workshops
2:30 – 2:45 pm	Break
2:45 – 4:15 pm	Concurrent Workshops
4:15 – 4:30 pm	Wrap-Up

CONCURRENT WORKSHOPS

Nonprofit Management and Organizational Development (Track 1)

10:15am - 11:45am

Social Enterprise

1:00pm-2:30pm

Program Evaluation

2:45pm - 4:15pm

Project and Grant
Management

Board & Volunteer Development (Track 2)

10:15am - 11:45am

The Road Not Taken: New
World of Opportunities for
Board Leadership

1:00pm-2:30pm

Turning People Into
Volunteers and Volunteers Into
Supporters

2:45pm - 4:15pm

Elements of An Effective
Business Plan

Resource Development and Management (Track 3)

10:15am - 11:45am

Cost Centered-Accounting

1:00pm-2:30pm

Yes, You Can Raise Major
Gifts

2:45pm - 4:15pm

Planning for Sustainability &
Basic Financial Health

Social Enterprise 101 for Nonprofits

Naomi Takeuchi, naomi@1000cranes.com

Receive an overview of social enterprise as a potential alternative to traditional nonprofit fundraising strategies. Learn to identify and evaluate strengths through an organizational audit and how to translate these strengths into social enterprise opportunities. Also engage in a process to evaluate the identified opportunities in an effort to determine which should be studied in more detail through a feasibility assessment.

Bio: Naomi Takeuchi is founder and president of 1000 Cranes Business Consulting. She assists nonprofit organizations and small businesses in the areas of strategic planning, grant writing, social enterprise, financial analysis and business plan development. Naomi has taught for the Nonprofit Management Program since 2002.

Program Evaluation

Teresa Thompson-Pinckney, contact@tpinckneyassociates.com

Learn ways in which program evaluation impacts potential funding and organizational sustainability. Know the impact of your services. Learn to link activities to outcomes and cost. This framework is relevant to all nonprofits regardless of their region of the US, as they are all impacted by the economy. As federal, state and local dollars become more competitive, telling your board, staff, and funders about your good work takes more than story telling

Bio: Teresa Thompson-Pinckney is the President of T. Pinckney & Associates, a consulting firm that provides organizational services for nonprofit, education and governmental agencies. She has worked in the nonprofit sector for over 20 years and has been a consultant for 10 years. She believes that an organization with strong capacity is like a tree with healthy roots. She seeks to help organizations grow healthy roots.

Grants Management and Compliance

Ruth Peebles, rpeebles@theinsgroup.com

This session will guide participants through the grants management process, from preparation of a grant proposal to fiscal report preparation. Topics include: project implementation, monitoring and reporting requirements and fiscal management and accountability. Practical tips for ensuring compliance and improving chances of future success will be presented. Participants will understand how to organize for the receipt and management of funds, develop a project management plan, create a system for compliance management and maintain an effective system for financial management.

Bio: Ruth Peebles, MPA, is President and Founder of The INS Group. Ms. Peebles has more than 23 years of hands-on experience in nonprofit management and provides the following organizational development services to nonprofits and government agencies: grant writing and grant research, strategic planning, board development, executive coaching, strategic fund development planning, organizational assessments and project management.

Board & Volunteer Development (Track 2)

The Road Not Taken: New World of Opportunities for Board Leaders

Michael Guillot, Michael@gaddguillot.com

Nonprofit leaders will explore current and emerging models of governance in the nonprofit sector and assess the strengths and opportunities available to their organizations. Board members are invited to join their executives for a comprehensive look at emerging models of board recruitment, orientation, development, and evaluation available to improve board effectiveness. Leave with action steps to change your board's future.

Bio: Michael Guillot inspires audiences to think strategically with content-rich and entertaining presentations about nonprofit management. Michael excels at explaining complex issues in a straightforward, understandable manner and helps participants draw specific implications for their organizations – all done with witty humor and an accessible, interactive style.

Turning People Into Volunteers and Volunteers Into Supporters

Jeanne Allen, jeanneallenn@yahoo.com

Learn how to build a vibrant volunteer culture of engagement and sustainability with high potential outcomes. Learn tips that will multiply your success in engaging the volunteers your nonprofit seeks, best practices on how volunteers build and feed organizational capacity, proven strategies to become a volunteer magnet, and common mistakes to avoid in developing your volunteer philosophy.

Bio: Jeanne L. Allen brings experience with a variety of local and national nonprofits as a director, staff member, consultant, volunteer and board member. The seminar design actively engages and involves the participants.

Elements of An Effective Business Plan

Naomi Takeuchi, Naomi@1000cranes.com

Participants will look at the major components of a business plan including the Executive Summary, Introduction, Business Description, Operations Plan, Sales and Marketing Plan, Management/Organizational Structure and the Financial Plan. A business plan is an instrumental blueprint for an organization. Not only is it used as a strategic tool to guide the organization - it is also useful as a fundraising tool.

Bio: Naomi Takeuchi is founder and president of 1000 Cranes Business Consulting. She assists nonprofit organizations and small businesses in the areas of strategic planning, grant writing, social enterprise, financial analysis and business plan development. Naomi has taught for the Nonprofit Management Program since 2002

Resource Development and Management (Track 3)

Cost Centered Accounting

Melissa LeRoy, Melissa@fence.org

Learn to improve your accounting practices so they will track income and expenses to specific programs in order to fulfill new expectations of funders, donors and the IRS for financial management. Discuss how to utilize cost centered accounting via a straightforward Excel-based system.

Bio: Melissa LeRoy is the executive director of the Foothills Equestrian Nature Center. She is a nonprofit consultant and author of the series, “Nonprofit Leadership” in the Tryon Daily News.

Yes. You Can Raise Major Gifts!

Michael Guillot, Michael@gaddguillot.com

Major gift fundraising has always been the cornerstone of resource development, but now there are new rules about prospecting, cultivation, solicitation, and stewardship. This course will walk participants through each step with a time-proven program that has raised millions. In addition, participants will learn a major gift solicitation process. Every organization can raise major gifts.

Bio: Michael Guillot inspires audiences to think strategically with content-rich and entertaining presentations about nonprofit management. Michael excels at explaining complex issues in a straightforward, understandable manner and helps participants draw specific implications for their organizations – all done with witty humor and an accessible, interactive style.

Planning for Sustainability & Basic Financial Health

Melissa LeRoy, Melissa@fence.org

With nonprofit oversight being one of the popular topics in today’s news, more nonprofit leaders and funders are taking a closer look at how nonprofits do their work and how they hold themselves accountable. Learn to equip your board and leadership staff with the knowledge and confidence needed to provide sustainability and focus on fiscal oversight to your nonprofit organization.

Bio: Melissa LeRoy is the executive director of the Foothills Equestrian Nature Center. She is a nonprofit consultant and author of the series, “Nonprofit Leadership” in the Tryon Daily News.