

Nonprofit issues & needs	Potential funding opportunity
Board development	Board training and related consultant services regarding how to function as board; roles and responsibilities; understanding financial statements, etc.
Building framework for fundraising programs	<p>Consultant services to help organization define vision, goals, programming and fundraising work plans</p> <p>Board training on fundraising roles, fundraising skills, and how to establish a fundraising program</p> <p>Staff training</p> <p>Invest in initial donor database systems or upgrade current systems and related training</p> <p>Create or upgrade websites</p>
Strengthening existing fundraising programs	Training and consultant services focused on managing stages of donor development, moving casual relationships into donor relationships, moving donors up to higher levels
Developing new audiences/supporters and implementing cheaper, quicker ways to connect with new and existing donors	Training, planning, and implementation of social media fundraising (use of Facebook, Twitter, blogs, etc.)
Separating budget management issues from fundraising needs	<p>Training in budgeting and fiscal management</p> <p>Shoring up financial management systems and/or hiring part-time accounting support</p> <p>Help organizations conduct scenario planning and cost/benefit analyses</p>
Reducing disproportionate reliance on foundations and government grants	<p>Board development to discover new sources of revenue</p> <p>Hire executive assistance to free up the "faces" of the organizations to build relationships and fundraise</p>
Exploring earned income opportunities	Business plan development