

# FUND DEVELOPMENT PLUS



## PROGRAM DETAILS

*“Without this type of support a lot of non-profits would struggle to deliver programs and services. It is a great investment within the community that provides a wide variety of benefits.”*

Calgary Wildlife  
Rehabilitation Society

Fundraising and revenue development are increasingly dominating the time of staff and volunteers at many non-profits. The combined effect of reduced government funding and an increased client workload exacerbate the urgency for which new revenue sources are needed. Many small organizations lack the experience and manpower to undertake revenue development activities, let alone design and plan an effective fund development program.

Fund development is a specialized skill that requires theoretical and practical training for success. An integrative program, the Fund Development PLUS (FD+) Program combines elements of mentoring, consulting, training workshops, and peer networking and learning opportunities to promote the organizational growth and capacity of selected charitable organizations over a 12-month period.

Individual charitable organizations are matched with senior fund development professionals, who provide support and guidance to the charity in the development of a strategic fund development plan as a ‘Mentor Consultant’. The organization also attends an established curriculum of training that is provided in partnership with the Association of Fundraising Professionals (AFP). This training curriculum is supported by 100 hours of direct contact between the Mentor Consultant and the organization to develop strategies and practices specific to each participant.

At the completion of the program each of the organizations are expected to have completed a fund development plan, along with supporting materials, that will lead and guide their fund development process into the future and ensures they have the necessary resources in place for them to be able to reach their larger organizational goals.

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## Results Attained

Over the eight-year timeframe that this program has been running, 80 charitable organizations and 80 Mentor Consultants have participated within the program.

From feedback received from participating organizations and mentors we know that this program has made a direct impact on those involved. Specifically, the FD PLUS Program helps to drive the sustainability of non-profit organizations in the following ways:

1. Become more strategically focused
2. Develops a fund development culture within the organization
3. Increases Board understanding of their role
4. Improves the level of knowledge and understanding of the fund development process
5. Builds credibility and confidence within the organization both internally and externally
6. A developed FD plan that builds the capacity of the organization to operate in a sustainable manner.

*“An insightful program that demonstrates the value of capacity building as it recognizes that it is integral to the development of not-for-profit organizations.”*

HERA Society

**For further information** about Fund Development Plus or to register in the program, please visit our website at [www.thecentrepoint.ca](http://www.thecentrepoint.ca) or contact:

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This is a fee for service program and all participants are asked to pay an amount ranging from \$3,000 - \$5,000 based on their organization's budget size. FD PLUS provides an approximate program value of \$20,000 per participant, thanks to the support of the Kahanoff Foundation and an Anonymous Donor.