

Session Three

Survive & Thrive in Tough Times: A Proactive Approach for Nonprofits

Executive Leadership

Nonprofits face unprecedented challenges in this time of economic uncertainty. This interactive, hands-on workshop will provide nonprofit leaders with a practical methodology for identifying strategies for long-term sustainability.

The session will be discussion-focused, including hands-on group analysis of a case study. At the end of the session, participants will:

- have a deeper understanding of the concept of a nonprofit business model
- gain familiarity with a process for assessing strengths and weaknesses of their organization's business model
- understand a range of potential strategies that have helped organizations improve their long-term financial health

Scott Schaffer, Seattle-based Senior Associate with La Piana Consulting is a veteran nonprofit leader with over twenty years in the sector. He has served as executive director of organizations in the fields of food and nutrition, education, and nonprofit capacity-building. He also brings a background in applied economics, and recently co-authored an article prescribing a method for financial restructuring of nonprofits facing economic stress.