

# **THE IMPACT OF THE ECONOMY ON NONPROFITS**

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[www.arizonanonprofits.org](http://www.arizonanonprofits.org)

# HOW TO SURVIVE --

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- **WHAT ARE OTHERS DOING**
- **WHERE FIND HELP**



# Executive Service Corps Arizona

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- **Retired Executives and other Professionals**
- **Been there, done that**
- **Experienced with nonprofits**
- **Volunteer Consultants**
- **Nominal project fee**



# THREE STRATEGIES

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- **REDUCE COSTS/INCREASE EFFICIENCIES**
- **STABILIZE/INCREASE FUNDING SOURCES**
- **STRATEGIC OPTIONS**



# EXAMPLES

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- **COST**
- **FUNDING**
- **STRATEGIC**



# STRATEGIC OPTIONS

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- **FITS MISSION**
- **FUNDABLE**
- **UNIQUE**



# Decision Matrix

|                   | <i>FUNDED</i>   | <i>NOT FUNDED</i>  |
|-------------------|---|--|
| <i>UNIQUE</i>     | <ul style="list-style-type: none"><li>• CORE</li><li>• DEFEND</li></ul>                     | <ul style="list-style-type: none"><li>• EFFICIENCY</li><li>• RATIONALIZE</li><li>• INCREASE FEES</li></ul> |
| <i>NOT UNIQUE</i> | <ul style="list-style-type: none"><li>• STRATEGIC ALLIANCE</li><li>• CREATE VALUE</li></ul> | <ul style="list-style-type: none"><li>• VOLUNTEER</li><li>• TRADE</li><li>• SHED</li></ul>                 |



# Nonprofit Management Checkup

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**Free** to Alliance members

- Planning Strategy
- Financial Controls and Support
- Board Roles and Responsibilities
- Human Capital
- Operations & Quality



# Achieve the outcomes you desire! We're here to help

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- Got a question?
- Struggling with a problem?
- Looking for extra assistance?



***Talk with an ESC professional  
right now!***