



FISCAL STRENGTH FOR NONPROFITS

Foundation & Grantee Perspectives on Growth and Scale

November 5, 2014

“Nearly every problem has been resolved by someone, somewhere. The frustration is that we can’t seem to replicate (those solutions) anywhere else.”

President Bill Clinton, reviewing school reform initiatives during his presidency

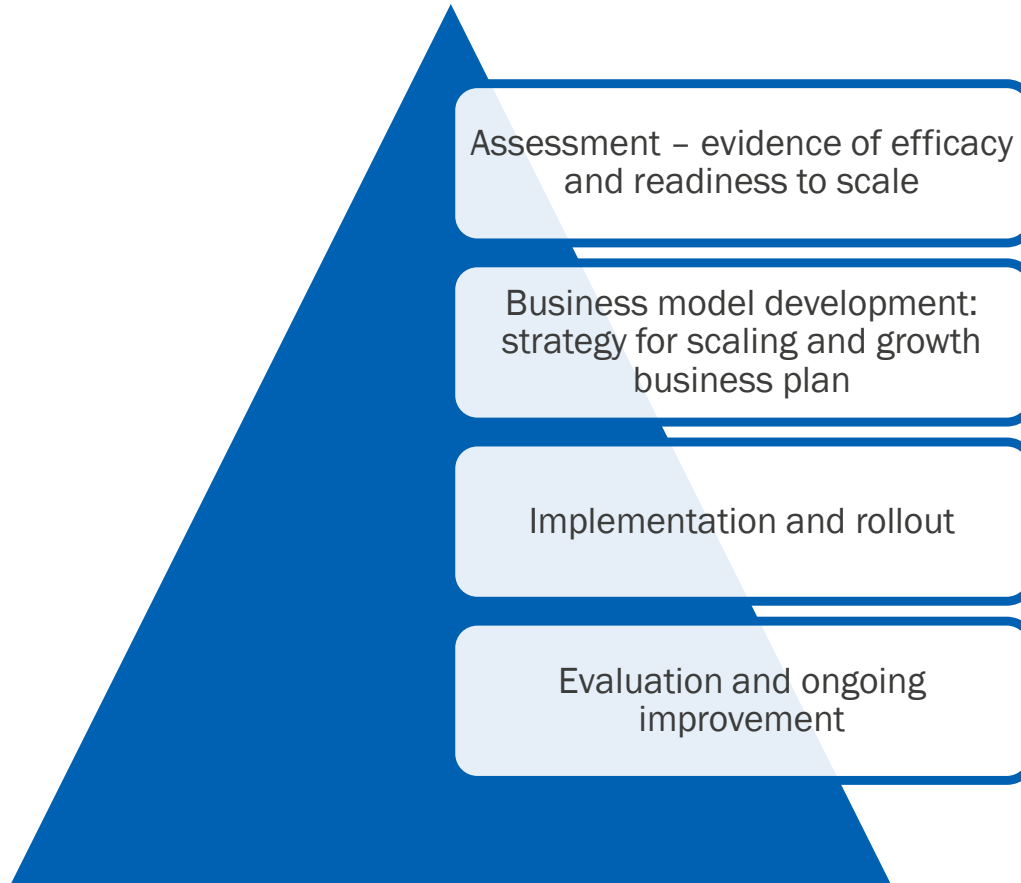


Why Scale?

- Spread impact of a program
- Take a model that works in one community and bring to another
- Join a larger network – share resources and operating procedures; produce bigger outcomes
- Create greater visibility – attract additional support



Evolution of a Scaling Initiative



Clark, C., Massarsky, C., Schweitzer Raben, T., & Worsham, E. (2012). Scaling Social Impact: A Literature Toolkit for Funders. Retrieved from [http://www.socialimpactexchange.org/sites/www.socialimpactexchange.org/files/Scaling Social Impact - A Literature Toolkit for Funders \(Final\).pdf](http://www.socialimpactexchange.org/sites/www.socialimpactexchange.org/files/Scaling%20Social%20Impact%20-%20A%20Literature%20Toolkit%20for%20Funders%20(Final).pdf)



Six Key Questions Toward Scale

1

• Are we ready for scale?

2

• What is the best growth strategy for us?

3

• Which cities are right for us?

4

• What is the financial structure?

5

• How will we manage multiple sites?

6

• How will we evaluate the scaling process?

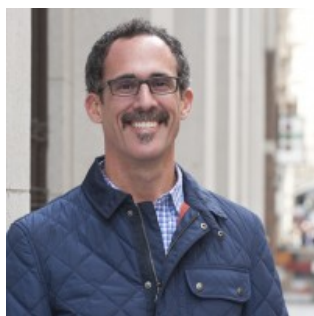
Adapted from: Harris, E. (2010). Six steps to successfully scale impact in the nonprofit sector. *The Evaluation Exchange*, 15(1), 4-6.
Retrieved from <http://www.hfrp.org/evaluation/the-evaluation-exchange/current-issue-scaling-impact>



Panel on Growth and Scaling



Sam Cobbs
CEO
First Place for Youth



Andrew Niklaus
Director, Impact and Evaluation
Tipping Point Community



Hilda Polanco
Founder and CEO
FMA



Lynsey Jeffries
CEO
Higher Achievement



Dara Rose
Senior Program Officer
The Wallace Foundation



Resources for Growth and Scale

Additional Resources:

Visit FMAonline.net/NPGrowth for resources you can use to prepare for or cope with growing or scaling a nonprofit organization:

- A video recording of the panel discussion
- A list of resources mentioned in the discussion
- More information about the panelists and their organizations



Fiscal Management Associates, LLC

- Established in 1999 to serve not-for-profit organizations around the country
- Provides customized financial management, accounting, software, organizational development, human resources, and other consulting services
- Works directly with organizations or through funder-supported management and technical assistance programs

FMA's mission is to empower not-for-profit organizations with the knowledge and skills to successfully serve their constituents and fulfill their missions

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