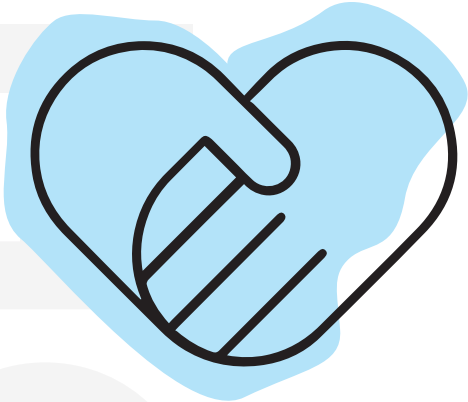


ReThinking Nonprofit Work

with the Executive Forum at The Center Club

What do you think when you hear the word...



Human Service

- » People focus
- » Helping people
- » Focused on specific populations & addressing specific problem areas
- » Workforce support skills
- » Working for humanity
- » NPO focused on human services

NPO

- » Special benefit; tax exempt
- » Must reinvest back into operations
- » Change agent
- » At risk populations
- » Need
- » Return on Investment....social or financial....depends on investment
- » Positive results
- » Invest back into the organization
- » Great causes & strict budget

Charity

- » Give me the \$
- » Cure; help people
- » Support government during crisis
- » Donations/ fundraising
- » Relies on the grace of others
- » Give away
- » Great causes & strict budget

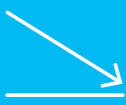
What outcome(s) do you desire when you invest in a business?



Results



People results



Bottom line



Sustainability



Self-sufficient / self-funding



Unique compelling stories

What is the non-profit of tomorrow?

- » **Building businesses & building people**
- » **Sustainable**
- » **Transparent**
- » **Collaborative**
works with other organizations & shares services
- » **Does not duplicate existing services**
- » **Technology Savvy**
- » **Great Talent/ Great Human Capital**
okay to pay more \$ to qualified / innovative leadership
- » **Clear Results & Outcomes**

Social Enterprise Industries to Explore:

- » Virtual office
- » Truck drivers
- » Trades
- » Infrastructure
- » Sales
- » Septic industry
- » Certified machinist

ReThinking: Social Innovation Fund:

- » Social Innovation Project
- » Social responsibility
- » Create giving levels
- » Create cases for support