Erie / East Side Key Take Aways

It is helpful to share ideas, best practices and successes that can be used/adapted to one’s own organization.

1. “Mentor speed dating” to increase access points for diverse, talented leaders
2. An agency/leadership analysis that then matches organizations with differing strengths and weaknesses
3. Important not to duplicate existing programs (United Way Agency Executives, Association of Fundraising Professionals)

Organizations are working hard to remain open and continue serving on their mission. Educational opportunities to learn more about revenue development would help increase their bottom line.

1. Assistance with learning opportunities for grant requests, data and evaluation, and collaborative project exploration and planning
2. Workshops and small group collaborations have been most helpful

Knowing where to go for one-on-one services as well as professional development is a huge need.

1. Centralized list of resources, including free/low cost professional development and a place to post Request for Proposals (RFPs)
2. Incubator system for nonprofits similar to 43 North

Erie / East Side Priorities

1. **DIVERSITY, EQUITY & INCLUSION**
   - Assist with recruiting and retaining diverse staff

2. **LEADERSHIP**
   - Board recruitment and training

3. **LEADERSHIP**
   - Leadership development particularly for mid-level staff and new supervisors

4. **RESOURCES**
   - Fundraising and development support

5. **RESOURCES**
   - Communications and marketing support

“Learning ways that nonprofits can take advantage of economies of scale, especially for back office needs.”

“A lot of consultants in our region come from the healthcare space. Where can we find consultants with backgrounds in our service areas?”

“The conversation around collaboration in WNY is changing for the better but it is still a barrier.”