Niagara Key Take Aways

Learning from one another would be beneficial as long as the focus is on “the how” and it is open to more levels of an organization than just the CEO/ED.

1. Roundtable discussions, online chats, centralized support bulletin board
2. Convene groups of HR directors, CFOs, IT professionals
3. Regularly scheduled work groups, both in-person and virtual, with facilitation to move discussion to actualization of ideas

Diversifying funds and increasing revenue is a priority. It would be helpful to learn national best practices and what others use for tracking.

1. Offer revenue development training to staff and board
2. Look at collaborative donor tools like ActBlue
3. Focus on building sustainable revenue

Access to consultants and other resources is valuable but there are barriers to access.

1. Resources to assist with nonprofit infrastructure (accounting, compliance, HR)
2. Virtual information would be useful, but one-on-one consulting would be most effective
3. Main barriers to using existing resources is cost

What would be helpful is less a focus on individual donors and typical fundraising since everyone is chasing the same narrow pool. Focus on ways to expand revenue streams.

I think learning from others is always beneficial because it helps to not have to create everything from scratch.

Consultants from GetSet and StoryGrowing WNY were extremely helpful. How can we scale these up for more access?

Niagara Priorities

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

2. **ALIGNMENT & COLLABORATION**
   - Cultivate a culture of collaboration within organizations

3. **ALIGNMENT & COLLABORATION**
   - Financially support collaboration

4. **RESEARCH, EVALUATION STRATEGIC & LEARNING**
   - Support data infrastructure and management

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