

# Center for Nonprofit Excellence

2018 NEWSLETTER



## Developing Leaders to Support the Community



As Executive Director of Neighbor to Neighbor, Nancy Coughlin has made Fairfield County's Community Foundation's (FCCF) Center for Nonprofit Excellence (CNE) part of her business plan – and she sees it as a key factor in the organization's success.

"It's really important for nonprofits to create a professional development budget, and use it wisely and strategically," says Coughlin, whose organization provides low-income residents in the greater Greenwich area with access to food and clothing. "Through the CNE, FCCF makes it easy to do that, with workshops that are close by and priced right."

"End users are going to suffer if nonprofits don't have the skills and training needed to be successful," says Coughlin. "So when people think about where to put their donor dollars, it's really important they recognize they can make an impact by giving nonprofits access to resources to build a stronger infrastructure."

As a member of the CNE's Executive Leadership Group, Coughlin has found immense value in one-on-one coaching, peer learning and networking. This program drives personal and professional growth for Executive Directors from similarly-sized nonprofits and helps them identify key organizational development needs and strategies.

"The quality of decisions I have made has improved because of the skills that I have learned," says Coughlin. "When we face tough challenges, I'm much better prepared to navigate them on behalf of the organization."

As Coughlin has become a stronger and more experienced leader, Neighbor to Neighbor's Board members can put more of their focus on bringing greater resources to the organization. Factor in the technical knowledge that Board members have gained in CNE workshops, and it all adds up to big strides in strength and productivity.

"Our Board members are now better at being ambassadors and fundraisers, says Coughlin. Our governance is stronger, and we've got a lot of best practices we didn't have six years ago. The whole team works together more effectively."

### OUR IMPACT / CNE HIGHLIGHTS 2018

**789** INDIVIDUALS REPRESENTING  
**392** ORGANIZATIONS SERVED

**27** BEST PRACTICE WORKSHOPS OFFERED

**96%** OF WORKSHOP ATTENDEES SATISFIED WITH TRAINING

**88%** OF ATTENDEES AGREED THAT THEY INCREASED THEIR KNOWLEDGE OR SKILLS TO MAKE THEM MORE EFFECTIVE IN THEIR ROLES

**11** EXECUTIVE DIRECTORS IMPROVED THEIR LEADERSHIP SKILLS IN OUR EXECUTIVE LEADERSHIP PROGRAM

**22** ELECTED OFFICIALS &  
**80** NONPROFITS ATTENDED OUR ANNUAL LEGISLATIVE FORUMS IN ALL FOUR CITIES

**69** NONPROFITS UTILIZED SHARED FUNDRAISER CALENDAR TO AVOID DOUBLE-BOOKING DATES

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## Supporting Nonprofits to Deepen Philanthropic Impact



For nearly a century, Pitney Bowes has been committed to helping communities become better places to live and work. In Fairfield County, one way the company has deepened its philanthropic impact is by supporting Fairfield County's Community Foundation's (FCCF) Center for Nonprofit Excellence (CNE).

"We're proud to partner with FCCF through its CNE to help nonprofits be more effective and better able to respond to evolving community needs," says Polly O'Brien Morrow, Vice President of the Pitney Bowes Foundation. "By helping nonprofits in our region build capacity, we can in turn help our communities become stronger and more resilient."

The Pitney Bowes Foundation has funded FCCF's CNE since its inception 10 years ago. Through grants, the Foundation supports free or low-cost trainings that help Fairfield County nonprofits strengthen governance and improve their operating effectiveness. The Pitney Bowes Foundation grants also fuel CNE programs that foster peer learning, networking and sharing best practices between nonprofit leaders.

"There are so many nonprofit organizations in our area that are competing for limited resources," says Morrow. "It's really important for them to find ways to partner to fulfill their missions effectively. They also need to understand how they can raise funds from a variety of constituents, so they can be sustainable in the long-term. The FCCF's CNE is an excellent resource for learning these skills, while offering a peer network of nonprofit partners"

"We've seen organizations grow their effectiveness by participating in CNE trainings and other FCCF programs," says Morrow. "And, we are very pleased by our partnership given the long term positive impact that is achieved by participating organizations."

### FALL 2018 WORKSHOP CALENDAR

**Board Chair Essentials**

Date: September 12  
Time: 4:30pm - 7:00pm

**Data Bootcamp**

Date: October 25  
Time: 9:00am - 4:00pm

**Digital Marketing Series:**

**Part 1 - Nonprofit Website 3.0**

Date: November 1  
Time: 9:30am - 12:30pm

**Finding Data for Grants**

Date: November 8  
Time: 12:00pm - 2:00pm

**Digital Marketing Series:**

**Part 2 - Powerful Social Networking**

Date: November 15  
Time: 9:30am - 12:30pm

**Digital Marketing Series:**

**Part 3 - The ABC's of Digital Copy Writing and Content Creation**

Date: December 6  
Time: 9:30am - 12:30pm

**Greater Norwalk Nonprofit Legislative Forum**

Date: December 12  
Time: 9:00am - 11:00am

**Greater Stamford Nonprofit Legislative Forum**

Date: December 14  
Time: 9:00am - 11:00am

**Digital Marketing Series:**

**Part 4 - Optimizing Your Digital Toolbox**

Date: December 20  
Time: 9:30am - 12:30pm