



BLACK FOX  
PHILANTHROPY LLC



Your Mission is Our Mission. Our Team is Your Team.

## DEDICATED ADVANCEMENT OUTREACH



### WHO WE ARE

Black Fox Philanthropy is a leading fundraising firm serving international NGOs and domestic nonprofits. As a **B Corp social enterprise**, our mission is to help worthy organizations attract significant and sustainable funding so they can effect deep and lasting social change. Profits are wholly reinvested in the company's long-term contribution to the social sector.



Heather Hiebsch, Co-Founder & Executive Director,  
TeachUNITED

Partnering with Natalie Rekstad and the Black Fox team is one of the smartest investments TeachUNITED has made. BFP experts became part of our team, helping us unlock new sources of funding through communications, funder research, sector insights, board development, and the design and execution of a robust Major Gifts campaign. But it is their hands-on attention that really blows us away.



### Objective

Your organization has a powerful mission and vision, and tremendous capacity to have profound impact; however, the time of the primary fundraiser is best invested in face-to-face meetings, not the initial outreach to develop interest and secure the meetings with institutional funders. The objective of this alliance is to secure invitations to submit a Letter of Inquiry (LOI) or grant, and/or to advance relationships with funders by securing key meetings for the primary fundraiser, while setting the stage for success in securing funding partnerships.

# DELIVERABLES

## DEDICATED ADVANCEMENT OUTREACH

Black Fox Philanthropy will serve as an extension of your staff for a six (6) month period of time to provide informed, targeted, expert outreach via email and phone calls to funders in your exist-ing pipeline, alongside new funders uncovered through our research. The selected funders will be vetted for likelihood of near-term funding; however, note that institutional funder engagement typically has a longer cultivation cycle. Black Fox Philanthropy will also apply the lens of longer-term success so that your organization can continue a growth trajectory.

## CAPACITY-BUILDING COACHING

Your organization will have access to Black Fox team members for use in coaching to optimize skill building so that the momentum and successes gained via this engagement continue long after the six month time frame. Your organization will receive a bank of six (6) coaching hours to be used within one calendar year from the start of the engagement. Examples of coaching topics include grant audits, advancement outreach, preparing for high-stakes meetings, training around the capacity building materials provided in the Playbook and more - dependent upon what is needed by the client, and where Black Fox Philanthropy has expertise. This also includes core training materials designed to expand the fundraising knowledge and skills of nonprofit leaders.

## FUNDRAISING PLAYBOOK

A playbook that outlines best practices to do with overarching fundraising success, but also will include an outline of organization-specific action items around maintaining the momentum gained during the Advancement Outreach engagement. This will help create consistency and optimization of your development team post-engagement.



George McGraw, CEO, Dig Deep

DigDeep had the pleasure of working with Black Fox Philanthropy for funder research and advancement outreach, with the purpose of establishing new relationships with mission-aligned funders. The ROI on the engagement is 100x thus far, including multi-year, six-figure funding from a major national foundation. We are positioned better than ever to bring clean, running water to the 2 million Americans without it. We recommend their services wholeheartedly!



**Time and Financial Investment: Six-Month Engagement; \$25,000 investment.**

Optional continued month-to-month engagement at \$2,500 per month.

**Note |** Advancement Outreach is ideal for high impact/ROI for funder Capacity Building Grants (CBGs); ask a trusted funding partner about a CBG for this service.

Black Fox Philanthropy is proud to be a Colorado-based company that is both woman-owned and a certified B Corporation.

Learn more about how we can serve your mission at [www.BlackFoxPhilanthropy.com](http://www.BlackFoxPhilanthropy.com)

Certified



Corporation