



BLACK FOX  
PHILANTHROPY



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

## BLACK FOX PHILANTHROPY HELPS BRIDGE THE GAP BETWEEN THE REALITY OF TODAY AND THE PROMISE OF TOMORROW

### WHO WE ARE

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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.

Black Fox Philanthropy is as fiercely committed to our clients' missions as they are. From limited engagements to year-long contracts, we partner with clients to provide effective fundraising strategies and services, and when optimal, serve as a short-term extension of their staff. **With impact as our primary driver, we exist to advance the missions of our clients.**



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## CORE BLACK FOX PHILANTHROPY SERVICES

Black Fox offers a suite of fundraising services for organizations looking to build capacity and deepen impact.

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### FUNDRAISING ACCELERATORS

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Black Fox Philanthropy focuses upon meeting clients where they are, prescribing high impact services that are within budget and client capacity. Over time, several of our core services have emerged as vital to attracting and building funding relationships with mission-aligned partners: Painless Prospecting, Fundraising Communications Toolkit, Advancement Outreach, Grant Writing, and more. Each service is strong as a standalone offering, but when combined into our Fundraising Accelerators they create a quantum leap forward towards securing new funding.

**THE GOAL:** To get clients as close to new funding as possible, as soon as possible.

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## PAINLESS PROSPECTING

Many organizations lack the time, staff, and paid databases needed to uncover and pursue new funding sources. As a result, too many live in a constant state of urgency when it comes to fundraising, taking focus from their missions. Serving as a short-term skilled extension of an organization's team, the Painless Prospecting researchers uncover new prospective funders with reasonable-to-high likelihood of funding our client and provide coaching on optimal ways to engage those funders. From rapidly secured donations of \$5,000 to grants of \$500,000 and more, Black Fox Philanthropy has helped clients uncover and engage mission-aligned new funders.



Eric Stephenson, Cordes Foundation

The Cordes Foundation capacity building alliance with Black Fox Philanthropy has been transformative for our grantees — including helping to uncover new funding sources and better tell their stories in a clear, concise, and compelling way. We are pleased to connect our grantees with these powerful Black Fox services - it is a win/win for everyone involved.



## FUNDRAISING COMMUNICATIONS TOOLKIT

Persuasive messages and communication tools are the underpinnings of all effective fundraising strategies. Messages must be concise, compelling, and forge a connection with your audience by speaking to both the heart and the mind. Our seasoned communications professionals understand the nexus between messaging and fundraising and work with clients to develop smart, targeted, inspiring messages and a toolkit of communications assets to help unlock new sources of revenue.



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.



## ADVANCEMENT OUTREACH

This unique service has been designed for organizations with capacity for tremendous impact but lack the internal bandwidth to cultivate new funding relationships. Recognizing that the primary fundraiser's time is best invested in face-to-face meetings, not cultivating relationships that can take months to develop, we serve as highly-skilled team members who are able to secure invitations to submit an LOI or grant application, and/or to advance relationships with funders by securing key meetings at conferences and beyond, while setting the stage for success in securing funding partnerships.

## GRANT WRITING

Securing grants is core to any successful fundraising strategy, yet not all organizations have the time or talent to craft well written grant submissions that convey your mission and impact in a clear, compelling, and funder-centric way. Our professional grant writers can create one comprehensive grant template that can be used for multiple grant submissions, or serve as an ongoing extension of a development team to increase both the quality and volume of targeted grant or Letter of Inquiry (LOI) submissions.

**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