



BLACK FOX  
PHILANTHROPY LLC



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



## 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.

## BLACK FOX PHILANTHROPY FUNDRAISING ACCELERATOR

Black Fox Philanthropy focuses upon meeting clients where they are, prescribing high impact services that break down barriers to fulfilling clients' ability to attract funding. Over time, several of our core services have emerged as vital to attracting and building funding relationships with mission-aligned partners. Those services are now part of this Fundraising Accelerator, which is designed around the concept of Quantum Fundraising, whereby two mission-aligned organizations come together for an intensive collaboration to reap outsized results, with an eye toward the nonprofit organization "graduating past" Black Fox Philanthropy's support. The organization is then equipped with a powerful fundraising infrastructure, including a highly qualified funder pipeline, significant funder engagement, compelling and concise messaging, a Case for Support and suite of engagement email, grant, and Letter of Inquiry templates, and capacity building coaching support to ensure optimization.

While each of our services are strong as a standalone offering, combined and done concurrently via a Fundraising Accelerator, they are an immediate and powerful rocket boost to your fundraising efforts. **The Goal: To get you as close to new funding as possible, as soon as possible.**



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.



# PAINLESS PROSPECTING

The outcome of the Painless Prospecting segment of the Fundraising Accelerator is a robust foundation funder pipeline that is relevant and vital to cultivating new funder partnerships. Through Painless Prospecting, Black Fox Philanthropy serves as a highly-skilled short-term extension of your staff whose sole purpose is to successfully uncover funding candidates with reasonable-to-high likelihood of funding your mission. Of those uncovered, we will identify your “BFFs,” or Best Fit Funders. While all prospects will be reviewed during the final call, the BFFs will have added coaching around a strategic approach to increase the odds for engagement.



Kule Barnabas, Fr. Alex You Memorial School

We were so happy working with the Black Fox team on identification and building a funder pipeline for Fr. Alex You Memorial School. These passionate people understand what they are doing and they clearly know what organizations need. As Black Fox slogan says, “Your mission is our mission. Our Team is your team.” This is exactly what happened when we worked together. The valuable work they do is far beyond what we paid for. Black Fox is one of the unique organizations that is passionate about seeing fairness, access to resources, and helping communities thrive. I felt loved and confident throughout the process.



# COMMUNICATIONS TOOLKIT

Persuasive messages and communication tools are the underpinning of all effective fundraising strategies. Ultimately, an effective communications strategy requires a unique narrative that builds a strong case for support while setting you apart from other worthy organizations working in your issue area. The objective of the Toolkit is to help develop your organization’s Case for Support, transforming how you tell your story to help unlock new sources of revenue. Black Fox Philanthropy will then deliver a suite of communications templates based upon your new core messaging that clearly and compellingly conveys your value proposition and vision for greater impact.



Gretchen Steidle, Founder, Global Grassroots

The value we received from Black Fox Philanthropy far exceeded the investment. BFP makes you a part of their family. They went above and beyond our contractual scope of work over the course of an entire year to represent and promote Global Grassroots when opportunities arose. They have a completely comprehensive approach, weaving together analysis, research, recommendations, and content that builds internal capacity with staff and board, and builds a foundation of assets that the organization can leverage to sustain what they catalyze. Unlike most consultants, they roll up their sleeves and become your partners.



# ADVANCEMENT OUTREACH

Your organization has a powerful mission and vision and capacity to have profound impact. Yet the time of the primary fundraiser(s) 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 segment of the Fundraising Accelerator is to have a highly-skilled Black Fox Philanthropy team member serve as an extension of your staff for six months with the objective to secure invitations to submit an 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.

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# GRANT TEMPLATE & LETTERS OF INQUIRY

Black Fox Philanthropy will provide greater organizational capacity to pursue funding opportunities by the crafting of three (3) Letters of Inquiry (LOIs), one (1) full grant proposal, and review of standard organizational attachments. Deliverable: Our professional grant writers will craft three LOIs (either funder-specific or three different types of templates, or a combination to be determined by client and BFP), and one comprehensive grant template that you can use for multiple grant submissions. In addition, we will provide editing and oversight on the standard materials that you submit alongside grants. Grant writing services also applies to submission invitations secured outside of this engagement; fees are based upon complexity.

## CAPACITY-BUILDING COACHING

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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.

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## 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 Accelerator engagement. This will help create consistency and optimization of your development team post-engagement.

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## FINANCIAL INVESTMENT

The investment for this six month engagement is \$35,000.

**Note** | The funder pipeline will be delivered within 30 days of the intake call; the Fundraising Communications Toolkit will be ready within 6 - 8 weeks, and Advancement Outreach will continue concurrently throughout the full six months. Optional ongoing advancement outreach support is available on a month-to-month basis for \$2,500 per month. Beyond the initial six month engagement, Black Fox Philanthropy can continue to support your organization with Letters of Inquiry (LOIs) and added custom grant submissions leveraging the grant template. Fees are based upon complexity.

**Capacity Building Grants** | The Black Fox Fundraising Accelerator is designed for high impact/ROI for funder Capacity Building Grants (CBGs); ask a trusted partner about a CBG for this and other Black Fox Philanthropy services.

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)

