



BLACK FOX  
PHILANTHROPY



*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 BOOSTER

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 Booster, 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.***



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!



# PAINLESS PROSPECTING

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The outcome of the Painless Prospecting segment of the Fundraising Booster 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 and prioritize your your “BFFs,” or Best Fit Funders and provide insights around our approach to strategic engagement.



Sarah Symons, Her Future Coalition

What struck us about the funder research Black Fox Philanthropy did for us was that it was so specific — they uncovered so many new funders who are a bullseye in terms of aligned missions around vulnerable girls and education, and who have a demonstrated belief in our theory of change. So grateful to the Black Fox team for the fundraising quantum leap forward!



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## 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.



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## 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 Booster is to have a highly-skilled Black Fox Philanthropy team member serve as an extension of your staff for three 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 two (2) Letters of Inquiry (LOIs), one (1) full grant proposal, and review of standard organizational attachments. Deliverable: Our professional grant writers will craft two LOIs (either funder-specific or two 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 Booster engagement. This will help create consistency and optimization of your development team post-engagement.

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## FINANCIAL INVESTMENT

The investment for this three month engagement is \$25,000.

**Note** | The funder pipeline will be delivered within 30 days of the intake call and Advancement Outreach will continue concurrently throughout the full three months. Optional ongoing advancement outreach support is available on a month-to-month basis for \$2,500 per month. Beyond the initial three 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 Booster 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)

