



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 TRANSFORMER

Black Fox Philanthropy has developed a set of core services that have emerged as vital to attracting and building funding relationships with mission-aligned partners. Through a **twelve-month Fundraising Transformer**, our clients can experience all of Black Fox Philanthropy's core services over the course of a single transformative engagement. The Transformer is designed around the concept of Quantum Fundraising—when two mission-aligned organizations come together for an intense collaboration reaping outsized results. Our most premium offering, the Transformer is an opportunity for your organization to gain a world-class development team at a fraction of the cost of building one out yourselves. Over a full year, your organization will work with high quality research, communications, and advancement talent, enabling you to build funder relationships over a meaningful period of time. You will emerge with 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.

After a Transformer, our goal is for your organization to “graduate past” Black Fox Philanthropy's support, having transformed into a more effective and high-impact fundraising machine. **Our 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

Painless Prospecting is the foundation of the Fundraising Transformer. Through Painless Prospecting, Black Fox Philanthropy serves as a highly-skilled short-term extension of your staff whose sole purpose is to successfully uncover foundation 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, our specialists will provide deeper strategic guidance on the BFFs. Black Fox Philanthropy will also fully vet the top 40 funders in your existing pipeline, and will conduct additional research throughout the engagement to keep the pipeline fresh.

Note that Black Fox Philanthropy does not draw from an existing set of funder relationships for Painless Prospecting—rather, we scour the sector for the best funders for your organization.



Nano Chatfield, The Girl's Foundation of Tanzania

Black Fox Philanthropy's team provided essential 'insider' information on how to directly approach organizations which focus on girls' education and empowerment. We were encouraged to learn there are funders who care about the impact of small NGOs. Every discussion felt like a group huddle during a time out in a sports match: there was a sense of urgency, energy and tremendous support propelling us to take action. The professional training and coaching will inform and boost our approach to fundraising with more enthusiasm, optimism and drive.



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.



Sophie Andar, Executive Director, Culture Reframed

My experience working with Black Fox Philanthropy was refreshing, informative, and productive. Black Fox brought professionalism, precision, and passion to every step of our collaboration to ensure the delivery of high quality work consistently and on time. It was a true pleasure to work with such a responsive, knowledgeable and dedicated team.



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 Transformer is to have a highly-skilled Black Fox Philanthropy team serve as an extension of your staff for twelve months—turning cold prospects into warm relationships with the goal of securing invitations to submit an LOI or grant, booking key meetings for the primary fundraiser, getting recommendations to other funders, and more.

GRANT TEMPLATE & LETTERS OF INQUIRY

Black Fox Philanthropy's team of skilled writers will equip your team with high quality fundraising communications content to support efforts during the twelve-month engagement and beyond. As part of the Transformer, Black Fox Philanthropy will produce one (1) customizable grant template that can be used for multiple submissions, four (4) grant customizations, using the template to complete grant applications on your behalf, and five (5) Letters of Inquiry (LOIs). In addition, we will provide editing and oversight on the standard materials that you submit alongside grants. Beyond the content produced in this package, Advancement Team members can use their hours to complete further LOIs or grants based on client need.

STRATEGIC ADVISORY HOURS

Your organization will have access to a bank of nine (9) strategic advisory hours with Black Fox team members, to be used within the 12 month Transformer engagement, or for up to three months post engagement. These hours can be used to review grants, prepare for high-stakes meetings, train your team on key elements of fundraising, and so much more, dependent upon what is needed by the client, and where Black Fox Philanthropy has expertise. While these hours can be used at any time, many clients choose to utilize them after the formal engagement has concluded so that the momentum and successes gained via this engagement continue long after the twelve month time frame.

FUNDRAISING PLAYBOOK

At the conclusion of the engagement, our team will produce a playbook that includes both overall fundraising best practices, and an outline of organization-specific action items to maintaining the momentum gained during the Transformer engagement. This will help create consistency and optimization of your development team post-engagement.

FINANCIAL INVESTMENT

The standard investment for this twelve month engagement is \$88,500.*

*Bespoke scopes available based on the unique needs of our clients

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 begin following the delivery of the funder pipeline. Optional ongoing advancement outreach support is available on a month-to-month basis for \$3,000 per month. Beyond the initial twelve 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.

Capacity Building Grants | The Black Fox Fundraising Transformer 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 woman-owned and a certified B Corporation.

Learn more about how we can serve your mission at
www.BlackFoxPhilanthropy.com

Certified



Corporation