



AFP NNE

ADAPTATIONS: Partnerships, Plans & Philanthropy

Restructuring your fund development office: A case study

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Sisters of Mercy

44 countries and 4th vow of service = impact



Northeast Community



Cumberland, RI

The growing need



- Indicators = contributed income



Fund development NE

- Sophistication.



Consolidation!

First steps towards development



- One or many????



- Fund development ceased in each area

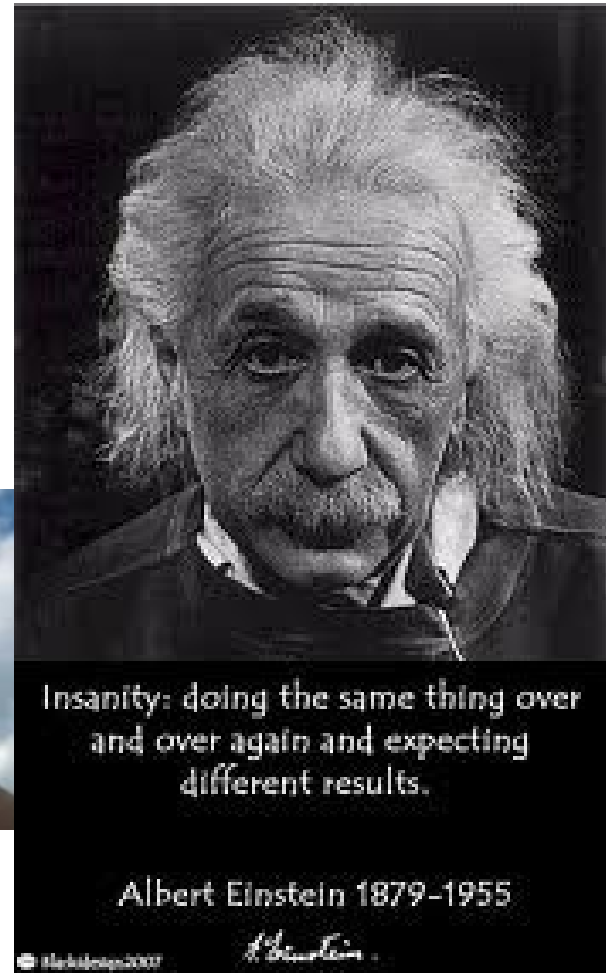
Initial restructure process

- Case for support?



Why restructure development

\$5 million per year by 2014



Culture of philanthropy

The case for restructure

FY '09 Development Income

Let's restructure! Then...

Previous Development Staffing Structure

**as of 11/01/09*



Let's restructure! ...and now

New Development Staffing Structure

How restructured?

Are You Ready?...



Check to SEE



After restructure, now what?



The complexity of it all!





Questions and answers