Building Nonprofit Capacity in Montgomery County

Jumpstart Program Impact Report

October 2022

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Jumpstart Capacity Building

With the shared aim of building capacity, and sustainability in Montgomery County, The Montgomery County Foundation, Inc. formalized a partnership with Network for Good (NFG) in September, 2021, to enroll eight (8) nonprofits into NFG's fundraising capacity building program, Jumpstart.

*Note: Montgomery County OIC and Breastfeeding Resource Center did not complete their program evaluations, as such, they are not included in this report.

What is Jumpstart?

Professional, 1:1
virtual coach

Digital workspace &
online fundraising tools

Yearlong, remote technical
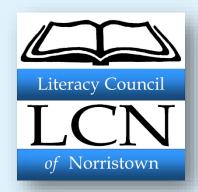assistance

1,800+
nonprofit leaders

120+
funders & investors

$5:$1
New $ raised by participants:
$ invested by grantmakers

Jumpstart

Jumpstart Success Stories

"Participating in the Jumpstart program increased giving at all levels, especially major gifts. We were able to strengthen all of our current programs and add capacity for new programs due to significant individual donations."

- Eileen Hallstrom

Jumpstart Success Stories

Literacy Council of Norristown raised an incredible $74,481, a growth of 448% in net new revenue during the Jumpstart Program!

"Jumpstart gave LCN critical fundraising support - for the ED and the Board - to better focus our efforts on raising funds."

- Eileen Hallstrom

J**umpstart**

Jumpstart Success Stories

ALONG THE WAY

"When we started this program, we were not quite at ground zero but close. Working with the consultant helped to give me practical knowledge to provide context to my fundraising efforts."

- Kristina Valdez

Jumpstart Success Stories

Despite a nascent fundraising operation, Along the Way leveraged Jumpstart to raise $44,719 in net new revenue, 45% more than the year prior to the program!
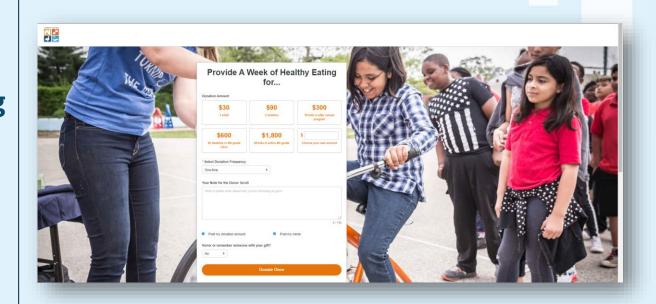
Jumpstart Success Stories

"Greener Partners' small development team (Executive Director and a Development Associate) has appreciated how user-friendly Network for Good is. We previously had e-Tapestry and it was a lot more clunky and we did not care for e-Tapestry's reporting and acknowledgment features. Network for Good is accessible and our donor information and Campaigns are organized in an intuitive manner. We also appreciate the many resources provided by Network for Good, i.e., sample Annual Fund letters and the Mentor/coach."

- Meg MacCurtin

Jumpstart Success Stories

Greener Partners seized on the opportunity with Jumpstart, raising $35,272 in net new revenue, 39% more than the year prior to the program!

Jumpstart Success Stories

MontCo Anti-Hunger Network overcame a staffing transition to raise $6,830 in net new revenue!

Despite a fractured coaching engagement, Willow Grove CDC saw positive growth - $2,554 in net new revenue!

"Jumpstart has increased our communication methods and therefore increased interest in the Library. More people have registered to be on our mailing list. The templates and individual coaching was very helpful I like the ease to integrate programs, communications and reporting."

- Janeen Marzewski

While North Wales Area Library did not raise more funds during Jumpstart, they did see growth in their community engagement, creating conditions for future growth.

Jumpstart

Jumpstart Pilot Cohort Impact

The Montgomery County Foundation Inc.
Inspiration...Collaboration...Impact

Jumpstart
Powered by Network for Good.

Network for Good
Grow Your Good.

$37,200

Invested into eight nonprofit organizations (2021 - 2022)

$163,851

Net new revenue raised by participants

Jumpstart

Thank you!

The majority of participating organizations increased fundraising revenues, and overall capacity. **Altogether, they have turned the Foundation's $37,200 investment into <u>$163,851 in net new revenue</u> for participating nonprofits**, animating community-based philanthropy across Montgomery County during a period of great crisis and critical importance for the sustainability of their missions.

When asked whether they believe local grantmakers should support Jumpstart for other nonprofits, as compared to other capacity-building resources, the majority of organizations answered, "Yes!"

We are thankful for the Foundation's partnership, and look forward to our continued and shared impact in 2023. We feel confident that, together, we can do more for Montgomery County nonprofits.

With gratitude,

Jack Murphy
Director of Community Impact
Network for Good

Jumpstart