



Create Your Nonprofit's Roadmap to Financial Sustainability

Today's uncertain funding environment is prompting nonprofits to re-examine their operations and programming to:

- understand the root cause(s) of any budget deficits
- identify opportunities to increase revenue or reduce expense, and
- explore initiatives to generate additional earned income - to reduce reliance on public funding and philanthropy.

Excelsior Bay Group can help.

We can work alongside you to:

- generate insights and observations about your current operations
- identify initiatives ("levers") for improving efficiency, generating new revenue or reducing expense
- create a plan for implementing these "levers" that articulates:
 - the financial impact each lever is expected to make
 - the cost to develop and deploy each "lever", and
 - the timeframe by which it will be deployed.

Contact Elena Giannetti to learn more about how we can help.

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Our Philosophy

Earned Income

We believe that a nonprofit's path to sustainability starts with optimizing its earned income streams - those sources of income most within the organization's locus of control.

Contributed Income

Contributed income (philanthropy from individuals and institutions) can then play a secondary role in helping the nonprofit deliver its mission-based work.

Financial Sustainability

The road to long-term financial sustainability requires nonprofits to practice operational discipline, and to maximize both earned and contributed income opportunities.



EXCELSIOR BAY GROUP
FUNDRAISING AND PHILANTHROPIC ADVISORS