

A group of four business professionals are gathered around a table in a meeting. A man in a dark sweater is standing and leaning over, pointing at a laptop screen. A woman in a grey sweater is sitting at the table, looking at the laptop. Another woman in a light-colored top is sitting to the right, holding a green pen. A man in a light blue shirt is sitting on the left, looking towards the laptop. The background is a bright, modern office space with plants and large windows.

Development Office Leadership & Outsourced Fundraising Services

LAPA

The Context

On average, the term of a Director of Development is only 18-months.

One of the main reasons that turnover is so high among fundraisers is that most nonprofits do not have the capacity to adequately fund the development function.

Further, very seasoned fundraisers are often leery of organizations lacking a development plan and established structures.

LAPA's Development Office Leadership and Outsourced Fundraising Services fills that gap so that you do not lose momentum with donor or funder engagement.

It takes four to six months to hire a new Chief Development Officer, and the cost of going without fundraising leadership can far outweigh the cost of hiring a seasoned professional when you are going through a transition. An experienced interim CDO can set you up for long-term success.

Our Big Idea

Outsourcing your Chief Development Officer with LAPA will maintain your momentum, deepen your fundraising systems, and then we will help you manage your search process when the time is right.

Exploring LAPA's back-office fundraising services will also give you greater capacity, cost the same as an in-house hire, and provide a significantly higher return on investment.

We build the systems that allow your fundraising program to thrive.

Scope of Service

✓ Advanced Prospect Research

LAPA's prospect research is amongst the best in the industry. We regularly identify thousands of new, value-aligned donors for our clients, and find hundreds of major donors hidden in their annual fund. LAPA doesn't just give you back data. As fundraisers and data experts, we connect the insights of your data to deepen your fundraising strategy, and ultimately, connect that strategy to your organizational growth.

✓ Search Services

Whether you're beginning to craft a position description or you're ready to take a role to the market, our goal is to understand your strategic imperatives and develop the strongest pool of candidates. For every engagement we strive to identify candidates who bring a range of backgrounds and experiences to the table.

✓ Major Gifts Fundraising

Having learned more about your major donors and their networks from the wealth vetting, we append the results to each donor record, and we create donor action plans for each top prospect. LAPA then implements a nuanced strategy to cultivating and soliciting your major donors.

✓ Project Support

The LAPA Team is extended far beyond just fundraisers. When working with LAPA, you are supported by professional copyeditors and videographers, award-winning graphic designers, and one of New York's best print/mail houses.

✓ Deepening Your Annual Fund

LAPA creates a rollout strategy for donor cultivation and solicitation based on capacity and affinity. After segmenting your donors properly, LAPA integrates moves management and automation techniques to cultivate more donors, while saving your capacity for higher-touch major donors.

✓ Coaching & Training

LAPA will provide major gift and organizational advancement coaching that will help your staff grow into the leaders they were meant to be. With coaching, you create strategies in your real, day-to-day life, and you keep working on them until they work for you.

LAPA's Interim Model, cont'd.

Our model scales the service(s) we provide so that the expense fits inside of existing vacancy savings.

We evaluate and leverage your existing staff resources for the best output.

We've provided cabinet-level temporary leaders in organizations like St. Christopher's Inn (Garrison, NY), Villa Maria Academy (Bronx, NY), Brooklyn Defenders Services, and Harlem United (Upper Manhattan, NY).

We have a portfolio of experienced fundraisers, from hands-on practitioners to Directors of major fundraising departments, who can join your existing team for short, medium and even long-term engagements. LAPA consultants have all worked on the front line and know from experience the challenges you face every day.

Advancement

Even the most competent staff needs day-to-day supervision to coordinate their multiple areas of responsibility. An interim CDO provides ongoing support and makes it easier for the staff to work effectively with the CEO and the Board.

It can take a year or more for even the most qualified new Development Director to get up to speed by gaining a thorough understanding of how the organization works and by building all the necessary internal and external relationships. The interim CDO can move into a coaching role and share the insights they have gained during the transition period.

Fundraising efforts of the board of directors can lose momentum without the guidance of a seasoned professional who can gain their respect.

ROI Report Card

The Humane Society
of Westchester

\$19

For every dollar spent
on LAPA's services

Cristo Rey Newark

\$4.28

For every dollar spent on
LAPA's services

Trinity Lutheran Church

\$3.63

For every dollar spent on
LAPA's services

All Saint's National
Landmark Trust

\$2.32

For every dollar spent on
LAPA's services

Kings County Hospital

\$87

For every dollar spent on
LAPA's services

*“LAPA’s partnership with us is life-changing!
We have the highest Return on Investment ever, at
\$4.28 to \$1.”*

*Fr. Bob Sandoz, President
Cristo Rey Newark*

THANK YOU!

Would you like to speak with the LAPA team about Interim Development Services?

Give us a call at (212) 932-9008.



LAPA

Conclusion

Our expertise lies in the following:

- ✓ We Focus on Your Results
- ✓ We're Nimble
- ✓ We Strategize *and* Implement
- ✓ We Track Your ROI-Return on Investment

These services will allow you to spend your valuable time with the right donors and provide the tools that your development staff needs to go to the next level.

LAPA Fundraising will be your expert “back office” and coach until the time is right for an in-house hire.