Founded in 2017, the Center operates with the belief that nonprofits are instrumental in creating opportunities for all. This happens through capable leadership, excellent governance, and engagement of stakeholders. We also recommit to the principles of public service and democracy and the value of diversity of thought and expression that have helped The Bush School since its inception.

Our Mission: The CNP supports a vibrant nonprofit and philanthropic sector in Texas and beyond, through high quality research, professional outreach and engaged learning.

Our Values
Nonprofits
Opportunity for all
Board governance
Leadership
Engagement

Educational Opportunities
- Master of Public Service & Administration
- Executive Master of Public Service & Administration
- Certificate in Nonprofit Management
- Continuing & Professional Education Courses
The presenter has made every attempt to ensure the accuracy and reliability of the information provided in this presentation.

The information provided here does not, and is not intended to, constitute advice; all content and materials are for general information purposes only and are provided “as is” and without warranty of any kind.

You should engage a professional to obtain advice with respect to any specific financial or operational matter to ensure it is applicable and appropriate to your specific situation.
SEAN HALE

- 20+ years in the nonprofit sector
- Former CFOO at Mission Capital
- Today = Independent Consultant
- Specializes in nonprofit administration:
  - Finance
  - Technology
  - HR
  - Operations
  - Saving money
  - Working smarter (not harder)

“Behind every successful nonprofit you’ll find a strong back office.”
BUDGETING DURING A PANDEMIC

1. Frugal vs Cheap
2. Buy in for Difficult Decisions
3. Managing Wild Cards
CULTURE OF CHEAPNESS

- Puritan and Calvinist Roots
- Overhead Myth
- Lose sight of the big picture
“COMPANIES THAT BALANCE CUTTING COSTS AND INVESTING TO GROW DO WELL AFTER A RECESSION”

Gulati, Nohria, and Wohlgezogen
March 2010
FRUGALITY IS SO MUCH SMARTER

- How long will this product last?
- How efficient is this tool?
- What’s the overall impact of using X versus Y?
DOES THIS LOOK FAMILIAR?
GO TO WWW.MENTI.COM – CODE 11 81 77 2

Have you ever seen this in a nonprofit?

- Computers on their last leg
- Systems that don’t talk to each other
- DIY tech support

Never

Oh, you
TRANSITIONING FROM CHEAP TO FRUGAL
- 15 min/day = 60 hours/yr
- Comp of $50k = $25/hr
- $25 \times 60 = $1,500/yr
- New laptops = $700
CREATING BUY IN FOR DIFFICULT DECISIONS

THE MATRIX MAP
MATRIX MAP

High Mission Impact & Low Profit

Low Mission Impact & Low Profit

High Mission Impact & High Profit

Low Mission Impact & High Profit
BUDGET
WILDCARDS
UNCERTAINTY CREATES WORRY
GO TO [WWW.MENTI.COM](http://WWW.MENTI.COM) – CODE 11 81 77 2
MAKING YOUR BUDGETS

Worst Case

Best Case
MOST LIKELY CASE
KEEP IT SIMPLE

- Just 1 Main Budget
- Plus if → then amendments
SAMPLE BUDGET
SAVE THE DOGS SOCIETY

Most Likely budget

- Core programs continue: Dogs.com, Dog Adoption
- Gala Continues @ 75%
- Cat Adoption Cancelled (grant not renewed)
- Dog Theatre spun out
SAMPLE BUDGET
SAVE THE DOGS SOCIETY

Worst Case Scenario
- Dogs.com revenue down 50%
- Gala down 50%
- Dog Adoption down 25%
- Cat Adoption Cancelled (grant not renewed)
- Dog Theatre spun out
SAMPLE BUDGET
SAVE THE DOGS SOCIETY

Best Case Scenario

- Cat Adoption grant renewal
- Angel donor for Dog Theatre
- XYZ Foundation grant offsets revenue shortfall
MORE BUDGET TIPS

- Nonprofits can run a deficit
- Nonprofits can make a profit
- If revenue fluid, plan to adjust budget every 3-months
SUMMARY

- Frugality – How are you going to make the change?
- Matrix Map – Clarity and Buy-In
- Budgets – Might need multiple scenarios
“Behind every successful nonprofit you’ll find a strong back office.”

Nov 17 Webinar
“Beyond Belt Tightening”
Promo Code: CNP

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Learn More about our Center

Our Center’s team is committed to strengthening the nonprofit sector, so please contact us to learn how we may help your organization or help you advance your nonprofit career.

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