

MELARBIT PARTNERS

UNLEASH THE POSSIBILITIES

The departure or temporary absence of resource development leadership has real costs in lost fundraising opportunities and potential disruption of important internal and external relationships. It also can provide a significant opportunity to prepare and position an enterprise for fundraising growth. Having led several in-house development departments – from start-ups to national teams - along with the exposure from a variety of consulting engagements, we have a unique base of experience from which to take on these assignments. In this case, a highly-regarded NYC-based health care provider sought our interim development services to provide onsite, consistent staffing as they managed a change in department leadership and used the period to build the foundation for a more robust fundraising program.

Melarbit contracted with this health care agency to provide (3) days per week of interim staff leadership. During this time we supported/mentored front-line staff; established and managed a calendar of activities, including the critical year-end giving season; handled important relationships, including the Board development committee.

We also were able to use this time as an opportunity to expand major centers of revenue activity, namely institutional giving, direct mail and individual major gifts by realigning staff resources; establishing new vendor relationships; revamping individual giving; institute collaborative relationships with other departments, especially marketing.

During this six month interim engagement we played an active part in the recruitment process, to bring on a seasoned director. We then stayed on for a short period during the transition to support the new director which facilitated a smooth and productive transition.

All of this allowed the department to reposition itself for growth ...

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