

*Western New York Grantmakers Association*  
*Supporting and promoting effective philanthropy in Western New York*

## ***Grantmaker/Grantseeker Conference***

### **“The Sustainability Formula”**

#### ***How Nonprofit Organizations Can Thrive in the Emerging Economy***

Nonprofit organizations, like all institutions, wrestle continually with the question of how to keep going and to improve their lot, especially during today’s difficult economic times. In short, nonprofits must constantly strive for sustainability. Some experts argue that the key to sustainability is adaptability – the ability of an organization and the individuals connected to it both to generate additional revenue successfully and to pull off the difficult task of doing more with less. Others say that leadership of both the staff and board is the answer. Still other authorities believe that the solution lies in improving management systems to ensure greater cost efficiency and effectiveness. All these theories have their advocates as well as some truth. So, what’s the answer? Is one hypothesis correct, or should we look for a combination of ideas? What can we say about leadership, management and adaptability that will constructively guide nonprofit organizations the emerging economy?

Those working in the field want answers on how to provide sound advice, build up an organization, and offer support. Most important, everyone involved needs to know how nonprofit organizations, their leaders, Board members and funders will adapt to the shifting economy while achieving their visions.

Please join us for this robust presentation and discussion that will provide a context for sustainability - making it possible for nonprofits to continue to benefit the individuals, families, communities and systems that depend on their futures.

*“Sustainable organizations exhibit leadership that is visionary, strategic, inclusive, decisive, inspirational, motivational and accountable”*

**\*This program is targeted to nonprofit executive leaders and Board members as well as community funders and consultants that work with nonprofits.**

**Thursday, September 23, 2010**

**WNED-TV**

**Horizons Plaza**

**Buffalo, NY**

**8:00 a.m.** Light Breakfast

**8:30 – 12:30 p.m.** Presentation

**12:30 p.m.** – Optional Lunch and Networking

**Program Cost: \$15/person**

**Program, Lunch & Networking Session: \$25/person**

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***Presenter:***

**Peter J. York**

Peter is the Senior Vice President and Director of Research for the TCC Group in Philadelphia. He is a graduate of Purdue University and received his MSSA & PhD (ABD) from Case Western Reserve University's Mandel School of Applied Social Sciences in Social Service Administration. Peter specializes in designing and implementing evaluations of foundation-supported multi-site initiatives, community building initiatives and social programs; conducting strategic reviews of best practices to inform the development and implementation of foundation grantmaking strategies and providing technical assistance to grantees around evaluations, program design and strategic planning. For the past 10 years, TCC Group has evaluated national, regional, and local capacity-building initiatives and efforts. During this time, TCC has developed and refined a reliable and valid survey, the Core Capacity Assessment Tool (CCAT), which assesses nonprofit effectiveness through the lens of four core capacities: adaptive capacity, leadership capacity, management capacity and technical capacity. Through this analysis, TCC identifies specific capacities and behaviors that are most critical to sustainability.

**Thursday, September 23, 2010**

**8:30 a.m. – 12:30 p.m.**

***Please complete the form below, and return with your payment on or before Friday, September 17, 2010.***

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*Make checks payable to Western New York Grantmakers Assoc.  
Questions? Contact Kathleen Christy at 857-0885 or [wnyga@verizon.net](mailto:wnyga@verizon.net).*

**Name:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Guest(s):** \_\_\_\_\_  
\_\_\_\_\_  
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**Organization:** \_\_\_\_\_

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**Total number reservations:** \_\_\_\_\_

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**Total lunch reservations:** \_\_\_\_\_

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