

# Business Planning for a Non-Profit

## At a glance

During the early stages of formation, this non-profit brought Fox and Partners onboard to help establish a business plan, business development process, and financial projections.

## Key metrics



**\$400K**  
Raised



**100%**  
Of board members who felt more confident in their business plan



**3**  
Detailed financial forecast scenarios



Outsourced CFO



[www.foxandpartners.com](http://www.foxandpartners.com)



2 Clerico Lane  
Hillsborough, NJ 08844

## CHALLENGES



This non-profit group had to put together a business and financial plan without knowing the amount of donations and grants they would be receiving. We also had to design a business development plan during COVID and had to think strategically about how to grow their non-profit over the next few years.

## SOLUTIONS



We met multiple times to design a strategic plan that allowed the founders to set and reach their goals. We then put together and evaluated budgets and projections for multiple scenarios.



**Goal Planning**



**Budget Analysis**



**Strategic Planning**

## RESULTS



**1**

### Clear Path

The board had a clear path and structure for how to raise funds

**2**

### Financial Forecasting

Founders had multiple financial scenarios to discuss and plan with the board

**3**

### Accountability

Founders had accountability and outside analysis that provided a sounding board and a sense of calm