

United Way Agency Strategic Transition Series
Session 4: Assessing Current State /Program Financial Sustainability
Thursday, September 13, 2018
9:00 am to 12:00 noon



Overview:

The purpose of today's workshop is to provide framework, processes and tools for (improvement in) determining and assessing the financial sustainability of programs or services. The workshop is designed to help agencies better prepare for change, better inform decisions about strategy and funding and improve their positioning to sustain mission fulfillment.

Objectives of this workshop:

- Gain insight about utilizing functional accounting methods as critical management and fundraising tools
- Build knowledge about allocating revenue & direct/indirect expenses to programs and other cost centers
- Better understand options for calculating program unit service costs and how to decide among options
- Improve ability to determine the sustainability of agency programs and viability relative to mission

Workshop Agenda

Time	Activity
9:00 am	<p>Welcome and brief Series & prior session Overviews- Julie Simon, Director of Agency Capacity Building Initiatives, United Way</p> <ul style="list-style-type: none"> ■ Commences session; highlights intent of Series & previous session take-aways ■ Reminds about microphone usage* ■ Describes today's session purpose and objectives ■ Introduces presenter
9:10 am	<p>Presentation on Determining & Assessing Program Financial Sustainability – Richard I. Goldbaum, Ph.D., Transitions in Leadership, LLC</p> <ul style="list-style-type: none"> ■ Participants can take notes on hard copy PP presentation included in packets ■ Questions welcome during presentation via microphones placed in the room <p>Break – 10 minutes</p> <p>Presentation continued with small group/individual Break-Out Exercises, wherein participants will:</p> <ul style="list-style-type: none"> ■ Calculate and discuss the Unit Service Cost of a hypothetical program ■ Utilizing criteria presented, determine and assess the mission-alignment, impact and financial health of several participant-defined programs
11:40 am	<p>Discuss highlights of training experience - All</p> <ul style="list-style-type: none"> ■ Small groups report out insights gained from exercise ■ Participants share greatest take-aways for assessing program sustainability
11:55 am	<p>Wrap-Up - Julie Simon</p> <ul style="list-style-type: none"> ■ Reminder to complete and submit workshop survey before leaving ■ Briefly connects Session concepts to next – 4: Program Fin Sustainability (9/13)
12:00 noon	Adjourn

*UW requests that Series participants use microphones, so that all can hear/partake in the learning experience.