

“As demand for services increases and revenues decline, many LA nonprofits struggle with serious leadership, governance, management and operational challenges that can weaken capacity, and impact programs and services.”

Source: Weingart Foundation Study - Fortifying LA's Nonprofit Organizations: Capacity-Building Needs and Services in Los Angeles County



Sessions encourage participants to engage, interact and practice new skills.



Instructors understand LA's nonprofit sector and are proven experts in their field.



Peer learning opportunities create new alliances and strengthen individual performance.

LA nonprofits provide essential services to millions. They are as diverse as the communities they serve. To thrive, they need access to tools and resources that address their reach. At CNM, we're responding with a transformative, three-fold approach that embraces the diversity of our sector.

### 1 Strengthening Individuals

Each year, CNM delivers more than 120 seminars to 4000 learners representing over 1000 nonprofits throughout the region. Mindful attention to the organizations we serve enables us to deliver an exceptional range of skill building programs that reflect the changing needs of nonprofit leaders, managers and boards. Here, an integrated framework of training, 1:1 coaching and peer learning opportunities offers a variety of pathways to results. This multi-dimensional methodology underscores CNM's commitment to personal and organizational development at every stage, to better prepare our people for the challenges they face today and tomorrow.

### 2 Building Organizations

CNM's consultancy practice has helped hundreds of nonprofits uncover strategic opportunities to systematically and thoughtfully advance change in the organizations they represent.

As a sector leader with a diverse customer base and a broad network of experienced nonprofit, business and academic affiliates, CNM is ideally positioned to address the complex challenges that face nonprofit organizations. This unparalleled insight allows us to develop tailored and measurable strategies in critical areas such as strategic planning, organizational assessment, fund development, effective governance, and outcomes measurement. These strategies stimulate leaders across the sector to deepen the impact of the organizations we assist.

### 3 Making Connections

We're taking professional development beyond theory by bringing together stakeholders from business, government, philanthropy and nonprofit organizations to exchange ideas, explore best practices and discover collaborative strategies for optimal results. Together, we're building a stronger foundation for greater community impact.

## 2010 Programs Snapshot

### Money Management

In partnership with Bank of America, Merrill Lynch and the Nonprofit Finance Fund, CNM hosts finance focused seminars in the San Gabriel Valley and East Los Angeles.

### Countywide Nonprofit Bootcamps

Co-hosted with the County Supervisors and the Gas Company, CNM delivers sessions on the basics of nonprofit management. Hundreds attend in El Monte, Torrance, Van Nuys, and South Los Angeles.

### Grassroots Institute for Fundraising Training

CNM joins with CompassPoint to deliver GIFT. Leaders of color and those working in ethnic communities learn culture-specific fundraising strategies.

### Consultant Training

Ongoing Train the Trainer sessions strengthen CNM's network of talent and the quality of the regional consultant pool.

### Social Enterprise Venture Competition

Nonprofit leaders explore creative earned income strategies to help their organizations grow and compete for seed capital.

### Emerging Leaders Development Program

CNM prepares an ethnically diverse group of promising leaders to become effective executive directors.

### SoCal Community Summits

CNM brings Deputy Mayor Aileene Adams and sector leaders together to exchange ideas and encourage collaboration.



Programs attract a thousands of nonprofit professionals from across Southern California.

“THANKS TO CNM'S PROGRAMS I HAVE EVOLVED INTO A MORE EFFECTIVE LEADER.”

- Merilla Scott, Ph.D.,  
Vice President Mental Health Services, PROTOTYPES



Professional development certificate programs offer emerging leaders a proven path to success.

“I HAVE BEEN EQUIPPED WITH THE TOOLS NECESSARY TO MOVE MOUNTAINS.”

- Iris Zungia-Corona, Chief of Staff, YOUTH POLICY INSTITUTE



Emerging Leaders Development Program, Class of 2010.

## What's New for 2011

**Nonprofit Executive Institute** is designed to meet the unique needs of new executive directors.

**Nonprofit Leadership Development Program** prepares an ethnically diverse group of senior managers for the executive director role.

**Strengthening Communities Initiative** is working in 3 local communities to build a stronger network of results-driven leaders.

**Nonprofit Management Certification** in partnership with UCLA's Anderson School of Business.

**Our Mission:** To foster thriving communities in Southern California by ensuring that those leading nonprofit organizations have access to relevant knowledge, skill building, and reliable consulting resources, to support their mission and increase their impact.