HOME GROWN INNOVATION

December 4-5, 2019
Benton Convention Center • Winston-Salem

#19ncnpc  #HomegrownInnovation
**Wednesday 12/4**

12:00-7:00  Registration and The Nonprofit Marketplace open

Deep-Dive Workshops:

- 1:00-5:30  2019 Legal Update for North Carolina Nonprofits  Salem 1A-B
- 1:30-5:00  The Power of Cause Selling: How to Solve the Nonprofit Dilemma, Stand Out from the Competition, and Thrive in Any Economy  Winston 1A-B
- 1:30-5:00  Race to Lead: Addressing Race Equity in Organizations and the Nonprofit Sector  Winston 3A-B
- 1:30-5:00  Thought Leadership for Nonprofits: Marketing to Build Authority and Share Expertise  Salem 3A-B

5:00-7:00  Networking Reception  Nonprofit Marketplace

7:00  Dine Around Downtown

**Thursday 12/5**

7:30  Registration and The Nonprofit Marketplace open

8:30-9:30  Keynote: Leading with Optimism: The Power of Confidence in Chaos  Salem 2

9:30-10:00  Refreshment Break  Nonprofit Marketplace

10:00-11:15  Concurrent Sessions  Salem 2

11:30-12:45  Luncheon and Panel Discussion  Salem 2

1:00-2:15  Concurrent Sessions  Nonprofit Marketplace

1:00-4:00  Principles & Practices: Best Practices for North Carolina Nonprofits  Winston 1A-B

2:15-2:45  Refreshment Break  Nonprofit Marketplace

2:45-4:00  Concurrent Sessions
2019 Conference for North Carolina's Nonprofits

Networking Events

Networking Reception  5:30-7:30 Wednesday
Meet new friends, reconnect with colleagues, take a selfie or group pic in the photo booth, and browse The Nonprofit Marketplace.

Dine Around Downtown  7:00 Wednesday
Local Restaurants
Join nonprofit colleagues for dinner and conversation, and explore downtown Winston-Salem. Sign up (https://bit.ly/2Oehvfb) and meet your group at the conference registration desk at 7:00 p.m. All restaurants are within walking distance. Participants are responsible for their dinner costs.

The Nonprofit Marketplace

BINGO! Visit 10 exhibitors (or more!) to learn about their services and stamp your bingo card to win nonprofit goodies. Thanks to these exhibitors that support nonprofits!

- ADP Small Business Services
- Angel Oak Creative
- Araize
- Atromitos
- Bernard Robinson & Company
- Blackburn Consulting
- Bloomerang
- Brian Hamilton Foundation
- Charlotte Payroll
- Chazin & Company
- Connect Cause
- Convergent Nonprofit Solutions
- Dean Dorton
- DesignHammer
- DMJ & Co.
- Durham Convention Center
- ENCORE Fellowships
- Gardner-Webb University
- GolfStatus.org
- JER HR Group
- Mutual of America*
- Nonprofit.ist
- North Carolina Institute for Public Health
- Norton Collar Lund Lilley, PLLC
- Prevent Child Abuse NC
- Primoprint
- Reach Our Goals
- Rives & Associates
- S.E. Owens & Company
- Skytel
- TriNet
- Western Carolina University
- Williams Overman Pierce
- WorkSmart
- First Nonprofit Group*

*North Carolina Center for Nonprofits money-saving partner. Ask at their exhibit booth about special Member discounts and programs, or get details at www.ncnonprofits.org/services/money-saving-partnerships.

Continuing Education Credit

Duke University Nonprofit Management Program  Earn 6-12 credit hours for attending the full conference.

Certified Fundraising Executives International  Earn up to 8.75 points in Category 1.B – Education for initial certification or recertification.

NC State Bar  Attorneys may earn 4 hours of CLE credit for attending the 2019 Legal Update for North Carolina Nonprofits (pending approval).

NC State Board of CPA Examiners  CPAs may earn up to 9 hours of CPE credit for attending the full conference, including the 2019 Legal Update for North Carolina Nonprofits.

Download forms at http://conference.ncnonprofits.org
Charitable nonprofits are required to comply with a wide array of federal and state laws and regulations. During this workshop for nonprofit staff and board members as well as attorneys, CPAs, and consultants, get answers and information on many common legal issues that affect nonprofits.

The first two hours will offer a crash course on key legal compliance issues for nonprofits. The final hour will be a “Q-and-non-A” session where the presenters will discuss solutions to questions participants may have on legal compliance issues affecting nonprofits.

Breakout sessions will go into more depth on:

- Employment law issues for nonprofits, with a particular emphasis on Fair Labor Standards Act overtime requirements;
- Legal considerations for nonprofits engaging in nonpartisan election-related activities; and
- Ways to most effectively protect nonprofits and board members from liability through insurance policies.

Attorneys may earn 4 hours of CLE credit from the NC State Bar for attending (pending approval). CPAs may earn 4.5 hours of CPE credit from the NC State Board of CPA Examiners.

Ed Chaney is a partner with Schell Bray PLLC where he advises a broad range of nonprofit organizations on key tax and corporate matters, including organization formation and governance, 501(c)(3) tax exemption and ongoing compliance, charitable giving, program-related and impact investing, and complex organizational structures, transactions, and transitions. He has also counseled various philanthropic clients, including community foundations, small and large private foundations, national donor advised fund sponsors, and university-related foundations. Ed speaks, writes, and teaches frequently on nonprofit and tax-exempt organizations law, and recently served as an adjunct assistant professor at the UNC School of Law where he taught the Law of Nonprofit Organizations. Prior to attending law school, he worked for ten years in the nonprofit sector, serving as a program director, executive director, board member, and board chair. He earned a BA and J.D., with honors, from UNC-Chapel Hill. Ed and his family live in Carrboro, and he enjoys photography.

Rocky Cabagnot is an attorney at Hull & Chandler P.A. in Charlotte. He recently joined the firm where he provides legal services to nonprofits and public charities. He previously served as executive director of the Salisbury-Rowan Community Action Agency, a multi-million dollar 501 (c)(3) public charity that administered Head Start/Early Head Start, affordable childcare, and family self-sufficiency programs (Community Services Block Grant) throughout six NC counties. He served as a clinical law professor at an ABA-accredited law school in Charlotte where he developed and supervised the law school’s Community Economic Development Clinic, providing pro bono legal services to nonprofits and community groups throughout the Charlotte metro region. He also previously supervised the Revitalize Our Communities Project at Legal Services of North Florida in Tallahassee, FL, and served as an Equal Justice Works Fellow at Three Rivers Legal Services (Gainesville, FL) where he developed a rural-based access to justice initiative. Rocky serves as chairman of the Fair Housing Committee for the City of Salisbury and is a board member of the Southeast Asian Coalition in Charlotte. He holds a law degree with honors from the University of Florida Levin College of Law, a Masters in Mass Communication from the University of Florida College of Journalism, and a bachelor’s from UNC-Chapel Hill.

David Heinen is vice president for public policy and advocacy for the North Carolina Center for Nonprofits where he advocates on issues affecting North Carolina’s nonprofit sector, monitors and analyzes state and federal public policy issues affecting 501(c)(3) nonprofits, keeps nonprofits and media across NC informed about important legal and policy developments, engages in research about NC’s nonprofit sector, provides training on nonprofit advocacy and legal compliance, and convenes coalitions of nonprofits from diverse fields. Previously, he spent seven years as an attorney with Dorn & Klamp, P.C., a Washington, D.C. law firm serving the nonprofit community, where he advised many small- to mid-sized nonprofits on a wide range of legal issues. He has served on the boards of local and national nonprofits, and currently serves on the board of Nonprofit VOTE and public policy committee of the National Council of Nonprofits. David received the 2013 National Council of Nonprofits’ Flo Green Network Champion Award. He is a graduate of Duke University and the William and Mary School of Law.
This workshop will introduce you to the mindsets and activities that drive Cause Selling – an approach to fundraising based on the well-established "relationship model of selling" in the for-profit world. The problem with this description is that none of that "profit" talk from corporations seems to align with how we think a nonprofit organization should be run. Here’s where we need to set the record straight: "Nonprofit" is not a business model; it’s a tax status. Both nonprofits and for-profits need the same thing to grow – a steady and predictable flow of revenue. Month-to-month-style fundraising leads to begging and pleading rather than building a loyal contingency of eager supporters. What you need is the long-game approach – what you need is Cause Selling.

- Discover how personal, intentional connections have never been more important.
- Learn how to cultivate loyalty—and how it really is all about the donor.
- Explore strategic relationship-based activities that encourage donor engagement.

Tony Beall is director of the Sanford Institute of Philanthropy (SIP) at National University System. In 2010, he launched Mister Nonprofit Consultancy, Inc., a consulting firm focused on social change through the regional and global development of social enterprise. Through his work as "Mister Nonprofit", he connected with SIP at the National Leadership Institute as a regional trainer, joined SIP’s national training cadre in 2018, and now serves as the organization’s director. He is a trusted and award-winning social enterprise leader celebrating 20 years of diverse nonprofit experience serving organizations nationally and internationally. His guidance and leadership have catapulted organizations to greater levels of sustainability, community engagement, and mission relevance. He resides in Fort Lauderdale, FL, where he also serves as president for the Center for Strategic Philanthropy & Civic Engagement and facilitator and strategist for the Special Needs Advisory Coalition of Palm Beach County.
Race to Lead: Addressing Race Equity in Organizations and the Nonprofit Sector

OFRONAMA BIU Senior Research Associate, Building Movement Project
FRANCES KUNREUTHER Co-director, Building Movement Project

This interactive workshop on race equity in the nonprofit sector will focus on North Carolina. Facilitators will share findings from the first reports in the Race to Lead national series (including CEOs, LGBTQ nonprofit staff, and women of color in the nonprofit sector) and preliminary 2019 survey data on organizational dynamics and race equity. Participants will discuss strategies nonprofits are using to improve equity, inclusion, and diversity within organizations and how to address issues of race equity at the sector level. Participants will react to the findings, discuss solutions, and hear from local leaders addressing race equity in North Carolina. This workshop is designed for intermediate to advanced nonprofit managers, executive directors, program staff, management staff, and others interested in equity, diversity, and inclusion work.

Ofronama Biu is senior research associate at the Building Movement Project, where she works on national projects focused on movement building, service and social change, and leadership, as well as place-based projects in Detroit and New Mexico. She is the author of Race to Lead: Women Of Color In The Nonprofit Sector. In light of the report and the call to remove race- and gender-based barriers in the workforce, Ofronama was named one of Nonprofit HR's 2019 Women to Watch. Her experience includes research, career and workforce development, project management, program evaluation, partnership building, and direct service to participants and employers. She also co-founded a nonprofit organization that connects youth to media professionals for skills-building, internship, and mentoring opportunities. Ofronama is a Ph.D. candidate at the Milano School of Policy, Management, and the Environment at The New School. Her research interests include labor market and workforce development policies and racial and gender stratification. She has a BA in psychology from the NYU College of Arts and Science and an MPA in Public and Nonprofit Management and Policy from the NYU Wagner School of Public Service.

Frances Kunreuther co-directs the Building Movement Project, which works to strengthen U.S. nonprofits as sites of civic engagement and social change. She is co-author of From the Ground Up: Grassroots Organizations Making Social Change (2006, Cornell) and Working Across Generations: Defining the Future of Nonprofit Leadership (2009, Jossey Bass). She spent five years at the Hauser Center for Nonprofit Organizations at Harvard University. She headed the Hetrick-Martin Institute for LBGT youth, and was awarded a year-long Annie E. Casey Foundation fellowship in 1997 for this and her previous work. Over the years, Frances has worked with homeless youth and families, undocumented immigrants, crime victims, battered women, and substance users. She writes and presents frequently on issues related to nonprofits, leadership, and social change.
Is your organization or are some of your staff the “go to” people in your field? Do others look to you for insights, trends, and guidance in a rapidly changing world? Are you frequently called by the media, and asked to contribute to publications or to speak at events? Or do you wish you were?

Thought leaders are experts whose work, knowledge, and experience are actively sought out by others – because those people have been introduced to the expert via good marketing. During this workshop, you’ll learn how to take your nonprofit from being an expert to being a well-respected and well-known thought leader.

Kivi Leroux Miller is the founder and CEO of Nonprofit Marketing Guide, where she helps nonprofit communications professionals learn their jobs and love their jobs through a variety of training and coaching programs. She has personally mentored more than 150 nonprofit communications directors and communications teams as a certified executive coach. She is a popular keynote, workshop, and webinar presenter. She co-founded Bold & Bright Media and is the author of a popular blog and three books: CALM not BUSY: How to Manage Your Nonprofit’s Communications for Great Results (2018, Bold & Bright Media); Content Marketing for Nonprofits: A Communications Map for Engaging Your Community, Becoming a Favorite Cause, and Raising More Money (2013, Jossey-Bass); and The Nonprofit Marketing Guide: High-Impact, Low-Cost Ways to Build Support for Your Good Cause (2010, Jossey-Bass). After many years in the San Francisco Bay Area and Washington, D.C., Kivi gave up big city life to raise a family in rural NC with her husband, two daughters, two cats, and countless backyard wildlife. She enjoys writing; gardening; volunteering with Girl Scouts, her church, and her local farmers market; hiking; vegetarian cooking; and teaching her kids to bake.
Welcome: Jeanne Tedrow, President & CEO, North Carolina Center for Nonprofits

Introduction of Keynote Speaker: Amy Strecker, Stakeholder Philanthropy Manager, Duke Energy

Keynote: Dana Weston

Nonprofit leadership is complex, ambiguous, and often messy. Dana will blend real life experiences, business knowledge, and practical skills to improve leadership in the face of unique internal and external challenges and less-than-perfect environments. She’ll explore a framework, applicable across multiple sectors and levels of leadership, that focuses on perspective, innovation, and optimism as much as the operational plan. She’ll share strategies that not only build trust, embrace ambiguity, and inspire change, but also motivates others, renews their passion and commitment for the work, and inspires them and those around them to meet the challenges that lie ahead.

Dana Weston is the former president and CEO of UNC Rockingham Health Care in Eden, where she was responsible for strategic vision, daily operations, and overall system growth. Before joining UNC Rockingham, she was CEO of Morehead Memorial Hospital where, along with several turnaround initiatives, she successfully led the hospital through a Chapter 11 bankruptcy, preserving the rural community’s largest employer. She was also previously the director of operations for Adept Health and a strategic planning leader for Novant Health. Originally from St. Louis, Dana received a Masters of Healthcare Administration from UNC-Chapel Hill and a Bachelors of Science in neuroscience and behavioral biology from Emory University. She completed the Administrative Fellowship at Duke University Hospital in Durham, where she also achieved Six Sigma Black Belt training through NC State University. Dana is a Fellow in the American College of Healthcare Executives and a member of the National Association of Health Services Executives. She serves on the boards of the United Way of Rockingham County (president), Eden YMCA, and Citizen’s for Economic Development, Inc. She was selected as chair of the City of Eden’s Strategic Planning Commission and to serve on the board of Cardinal Innovations Healthcare and the Foundation for Health Leadership & Innovation. She is an active member of the Eden Rotary, Eden Woman’s Club, and Alpha Kappa Alpha Sorority, Incorporated. As an advocate for healthcare, Dana has been recognized with local, regional, and national leadership awards, has been an invited speaker at assemblies statewide, and published her perspective on the journey of rural hospitals in the North Carolina Medical Journal (Nov/Dec 2018).

REFRESHMENT BREAK  9:30-10:00
Sponsored by CapDev, Schell Bray PLLC, and The Winston-Salem Foundation

CONCURRENT SESSIONS  10:00-11:15

Communicating with Purpose
Sponsored by DesignHammer
Salem 3A

One of the biggest challenges facing organizations today is that staff and management do not communicate well with one another. According to Harvard Business Review, “Effective internal communications can keep employees engaged in the business, retain key talent, provide consistent value to customers, and deliver superior financial performance to shareholders.” (2009, Watson Wyatt) Participants will learn about different communication styles and in less than five minutes of conversation, how to better communicate with anyone, regardless of position, title, or status. You’ll also get resources to help you understand your own communication style and how it can uniquely influence others on a project or team.

Presenter: Rebecca Beck, VP, Information Technology, Partnership for Children of Cumberland County

Conversations with Grantmakers
Winston 3A-B


Get Out the Count! Nonprofits and the 2020 Census
Salem 3B

The 2020 U.S. Census will be important for virtually every North Carolina nonprofit. A fair, accurate, and complete count ensures
that our state’s health care, education, housing, childcare, and food assistance programs are fully funded (NC receives more than $16 billion per year in federal funds that are reliant on Census counts) and that nonprofits have access to accurate statewide demographics. Because nonprofits serve many hard-to-count communities and populations – including rural communities, immigrant populations, people of color, low-income families, and young children – our voices will be crucial in getting a complete count in NC communities. Learn easy ways nonprofits can help get a complete count in their communities (including the NC Nonprofit Census Toolkit), hear what other nonprofits are already doing, and connect with potential partners for Census engagement.

**Presenters:** Stacey Carless, Executive Director, NC Counts Coalition; David Heinen, Vice President for Public Policy and Advocacy, North Carolina Center for Nonprofits

**Herding Cats: How to Help Your Volunteers Help You**
Salem 1A

Nearly 26% of NC residents volunteered in 2015 (last available data), accumulating 230 million hours and $5.5 billion worth of service (Corporation for National and Community Service). For many nonprofits, volunteers are mission-critical. These individuals make it possible to execute high-quality operations on a limited budget, act as ambassadors of your mission, and are often some of your most loyal donors. The art and skill of managing volunteers lies at the intersection of operations and development, making this important role tricky and sometimes downright frustrating. This session invites sharing among peers to problem-solve some of the hairiest, feistiest, claws-out problems we’ve all faced in our efforts to effectively manage volunteers. All experience and opinions are welcome, not just formal volunteer managers!

**Presenters:** Emily Holder, Assistant Director, God’s Storehouse; Claire Veazey, Director of Development, Prevent Child Abuse North Carolina

**Low-Risk Innovation Strategies for Nonprofits**
Sponsored by NC Electric Membership Corporation
Salem 1B

Challenge faced by nonprofit leaders: determine how to innovate and grow the organization without risking the organization’s health. Solution: Design Thinking (DT). Apparo will define the methodology and share how its own organization implemented DT. Participants will have the opportunity to discuss common nonprofit challenges, work through the DT guide on one specific challenge to come up with a series of possible solutions, and present their ideas to the group.

**Presenters:** Allison Grant, Project Manager, Apparo; Kim Lanphear, CEO, Apparo; Lavonne McLean, Director of Programs and Pro Bono Partnerships, Apparo

**Making a Seat at the Table: How to Authentically Diversify Your Board**
Salem 3C

Do you manage or sit on a board you wish were less homogeneous in appearance and/or way of thinking? You are not alone – developing a diverse board seems to be an elusive goal for many nonprofits. Get a greater sense of comfort at being uncomfortable and a greater chance of attracting the diverse board you seek by exploring and prioritizing valuable characteristics in the makeup of your board; creating a rubric for your ideal board; and practicing conversations that articulate what you are seeking, or invite someone with a desired characteristic to join your board.

**Presenter:** Camille Berry, Development and Communications Manager, Community Home Trust; Sergio Escobar, Board Member, Community Home Trust; Catherine Liao, Associate Vice President for Government Relations, Duke Health

**Ripple Effect Mapping: Creating Little Ripples towards Big Impact**
Salem 1C

Nonprofits often struggle with innovative and creative ways to document and share the impact of their work. Addressing complex social issues requires a variety of tools, partnership, and resources that fuels impact beyond what is often captured in an annual report or funder proposal. This session will explore the Ripple Effect Mapping Tools, an evaluation method that engages program and community stakeholders to visually map the chain of effects resulting from a program or collaboration, and provide participants with a toolkit for strategic implementation.

**Presenters:** Tracey Greene-Washington, Founder, CoThinkk; Davia Young, Project Developer and Impact Evaluator, CoThinkk

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**Luncheon & Panel Discussion 11:30-12:45**
Salem 2

Remarks & Acknowledgments
Jeanne Tedrow, President & CEO, North Carolina Center for Nonprofits

**Three Funders and an Advocate**
Panelists will discuss the value and economic impact of the nonprofit sector, then open the floor for Q&A with the audience.

**Panelists:** Creighton Blackwell, Vice President, Corporate Affairs, Coastal Credit Union; David Heinen, Vice President for Public Policy and Advocacy, North Carolina Center for Nonprofits; Sabrina Slade, Social Innovation Director, John Rex Endowment; Amy Strecker, Stakeholder Philanthropy Manager, Duke Energy; and Jeanne Tedrow, President & CEO, North Carolina Center for Nonprofits (moderator)
**Concurrent Sessions 1:00-2:15**

**Business Continuity Planning: What You Need to Know**  
*Sponsored by Duke Energy*  
Salem 1B  
CPAs may earn 1.5 hours of CPE credit from the NC State Board of CPA Examiners for attending this session  
Every nonprofit faces the possibility that an external event, such as severe weather or community crisis, will interrupt normal operations. Developing a business continuity plan in advance assures that the organization will be able to get back to vital mission work as quickly as possible. This session explores the discipline of business continuity planning and presents information to develop a durable plan for your nonprofit. You’ll leave this session with the confidence to evaluate your current BCP, determine what else you need to cover, or begin the process of developing a plan from scratch.  
**Presenter:** Melanie Herman, Executive Director, Nonprofit Risk Management Center

**Finance Function Dysfunction: Assessing and Improving your Financial Operations**  
*Sponsored by Langdon & Company LLP*  
Salem 3B  
CPAs may earn 1.5 hours of CPE credit from the NC State Board of CPA Examiners for attending this session  
Turnover. Questionable internal controls. Bad data. Slow and manual processes. Gads of excel schedules. Late financials...or none at all. Any of these sound familiar? Often these pain points are symptoms of deeper challenges within an organization’s finance function. In this case study-based session, learn about a holistic approach you can take to assess the processes, controls, systems, and structure your finance function uses to operate, and how to develop a roadmap to get you from today’s challenges to the high-performing finance function of your future.  
**Presenter:** Jordan Miller, Principal, CLA; Martha Rinehart, BizOps Controller, CLA

**How to Create an Inclusive Event Program**  
Salem 3C  
There are three activities essential to building bridges in a community: food, sports, and culture. However, just hosting an event doesn’t get people there, create conversation, or build support. The most important hurdle to overcome in establishing an inclusive and diverse program is trust. Presenters will share experiences that show how to create an inclusive program that brings a community together and energizes it to not only support but rally around an organization and ideology.  
**Presenters:** Greg Weber, President and CEO, The Arts Council of Fayetteville-Cumberland County; UniQue Webster, Director of Engagement and Strategic Partnerships, The Arts Council of Fayetteville-Cumberland County

**How to Utilize All Your Tools to Fuel Desired Results**  
*Sponsored by Skytel*  
Salem 3A  
As a member of a nonprofit’s staff, board, or volunteer team, you most definitely have lofty goals but are often working with limited resources. Juggling work, home, community, and self-care needs alongside your passion for positively impacting your community can feel impossible. Yet, there are efficient ways to work to achieve the results you desire for all elements of life. Get functional, productivity-boosting tools, tips, and solutions that can be customized to make you your best.  
**Presenter:** Emily Parks, Productivity Consultant, Organize for Success, LLC

**Solving the #1 Challenge to Philanthropy**  
*Sponsored by TowneBank*  
Salem 1A  
Despite the slight growth in overall giving last year, we are all well aware of the continuing declines in donor retention, especially in gifts under $1,000. U.S. nonprofits saw 4.8 million donors disappear last year alone. The turnaround to this dismal donor retention crisis lies in how we steward our data and our donors to attract and retain for the long-term. Learn tips, tools, and techniques from the research and real-life experience of CapDev to avert potential disaster among mid-tier donors, grow your major giving focus, and build a thriving, sustainable philanthropic program.  
**Presenters:** Kristye Brackett, Vice President of Philanthropy, Transitions Lifecare; Allan Burrows, President, CapDev

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**Principles & Practices: Best Practices for NC Nonprofits 1:00-4:00**

*Sponsored by Blue Cross and Blue Shield of North Carolina Foundation*  
Winston 1A-B  
Strong nonprofits have a diverse team of leaders – staff and board – who embrace the mission and clearly understand their goals and responsibilities. Based on the Center’s updated guide, *Principles & Practices: Best Practices for North Carolina Nonprofits*, this two-part interactive session offers both new and experienced nonprofit leaders an exploration of twelve core management principles for nonprofits to improve and strengthen their organizations. The first two hours of the session offers a look at the principles and evaluating your organization’s strengths and weaknesses, while the last hour offers a deeper dive into the guide and assessment tools, as well as time to connect with experts on the principles in an office hours format. We encourage several people from one organization to attend together, or at least the CEO/executive director and the board chair. Copies of the guide can be downloaded or purchased on-site.  
**Presenter:** Pamela Palmer, Assistant Professor, Human Relations and Nonprofit Studies Programs, High Point University
Nonprofit boards rarely reflect the diversity of their communities. Because of how board recruitment typically takes place, it's difficult for boards to diversify. Over the past five years, HandsOn has developed an innovative way of helping nonprofits reach a new and diverse group of potential board members: Speed Dating! Get the nuts and bolts on how the model works, how partnerships make it effective, and ways that nonprofits can come together to host speed dating events in their own communities. Best yet, participants get to participate in a practice mini-speed dating event themselves!

**Presenters:** Kathy Davis, Program Director, HandsOn Northwest NC; Amy Lytle, Executive Director, HandsOn Northwest NC; Renée Rogers, Board Chair, HandsOn Northwest NC

### Strategic Program Design: Three Key Areas to Help You Get & Keep Funding

Salem 1C

There are three key areas within every nonprofit’s programs: who you serve, what you provide, and how you deliver it. Participants will get the tools to develop an intimate understanding of who you serve and why you serve them; a clear definition of your program benefits so they are sustainable and how best to communicate about them; and a program roadmap (Theory of Change versus Logic Model) with standards, best practices, and evaluation tools in place.

**Presenter:** Kamilah Perkins, Educator, Speaker and Trainer, Legacy Dreamer
Successfully Navigating Public-Private Partnerships
Sponsored by First Nonprofit Group
Salem 3C
CPAs may earn 1.5 hours of CPE credit from the NC State Board of CPA Examiners for attending this session
Public-private partnerships create an opportunity for nonprofits to partner with public entities to increase their impact with their target population. However, successfully navigating these partnerships requires solid nonprofit governance, financial management, and strategic communication both internally and externally. This session will use the Centers for Exceptional Children’s 5-year operating partnership with the Winston-Salem/Forsyth County Schools as a case study to highlight the benefits and challenges of public-private partnerships.

**Presenter:** Meredith Flowe, Executive Director, The Centers for Exceptional Children; Shana Heilbron, Director of Development and Marketing, The Centers for Exceptional Children

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**Presenters**

**Rebecca Beck** is an IT professional, training facilitator, and leader in the public sector. Her expertise includes technology infrastructure planning and development, organizational leadership, and social media strategy. She has served as a Curbside Consultant at the Center’s conference and has hosted sessions on technical and business topics at the NC Tech4Good and National Smart Start conferences. Rebecca shares advice and tips on a variety of technology topics via Twitter and her blog, IfItHasButtons. She serves on membership groups such as NTEN, NC Tech4Good, and North Carolina Local Government Information Systems Association. In her free time, Rebecca enjoys attending statewide festivals and events, shopping at the local farmer’s market, and relaxing along the beautiful NC coastline.

**Camille Berry** is development and communications manager for Community Home Trust. In 2005, she returned to NC, her native state, with her family and settled in Orange County. She strives to secure needed resources to advance the Home Trust’s work in affordable housing, while amplifying its efforts and achievements. Camille serves on the boards of Chapel Hill-Carrboro Sunrise Rotary Club, Piedmont Health Services, Transplanting Traditions Community Farm, and Wellesley in the North Carolina Piedmont Alumnae Club (president). She also mentors a young leader through the Blue Ribbon Mentor-Advocate program and is chair of The Chamber for a Greater Chapel Hill-Carrboro’s Awards Selection Committee. Once housing insecure, Camille is keenly sensitive to the positive impact living in an affordable home makes on the individual, the family, and the community.

**Creighton Blackwell** is vice president of corporate affairs at Coastal Credit Union after successfully holding the position of vice president of retail sales and service. Previously, he held upper level management positions at RBC. He has served on nonprofit boards throughout the Triangle, is a graduate of Leadership North Carolina where he chaired the education session, and currently serves as founder and former chair for the Morrisville Innovation Foundation’s executive board and the North Carolina Council on Economic Education. He is a former member of the State and Legislative Committee of the Durham Chamber of Commerce and is recognized as a contributor and partner with the North Carolina Department of Public Instruction concern-
ing financial education. He founded the Business and Education Partnership in Chapel Hill and the University Banking Initiative which mobilized bank-
eras to present financial literacy topics throughout the Triangle. He is a graduate of UNC-Chapel Hill and the North Carolina School of Banking. He was
recently awarded the Triangle Business Journal’s inaugural Corporate Philanthropy Awards for his outstanding community and philanthropic work.

Kristye Brackett is a Raleigh native, graduating from Meredith College with a BS in business finance and public administration. Having started her
career with First Union Capital Management concentrating on high net worth philanthropic advisory services, she took her first fundraising role with
UNC-Chapel Hill’s Kenan Flagler Business School during their Carolina First Campaign. Following a move to New York City, where she was the associ-
ate director of gift planning at New York-Presbyterian Hospital, Kristye and her family relocated back to the Triangle and she served as the executive
director of external relations at Duke Heart Center. She then served as director of leadership giving for her alma mater, Meredith College, helping to
create the benchmarks for their largest capital campaign, Beyond Strong: The Campaign for Meredith. Most recently, she served as the vice president
for philanthropy at Transitions Life Care, overseeing and exceeding financial goals for the Power of 10 Capital Campaign and for Champions for Chil-
dren: Caring for Children at End of Life, as well as launching their new comprehensive philanthropy strategy, 1979: Sustaining the Impact.

Allan Burrows has been with CapDev since 1994, and president since 2006. A dynamic speaker known for sharing relevant and engaging expertise, he
brings decades of experience in development and campaign planning and executive search. Working with a broad array of organizations throughout the
Southeast, he is experienced at engaging leadership on all aspects of philanthropy and nonprofit management. A North Carolina native, Allan is a gradu-
ate of UNC-Chapel Hill. He was given the Triad AFP Lifetime Achievement Award in 2011.

Stacey Carless has been executive director of the NC Counts Coalition since August 2017 and is directing North Carolina’s efforts for a complete, fair,
and accurate 2020 Census count. She is an attorney and member of the North Carolina State Bar. She earned her Bachelor of Arts from UNC-Chapel
Hill where she double majored in journalism and mass communications and political science, and her JD from NC Central School of Law. Stacey’s com-
mitment to service and passion for protecting human rights led her to complete a certificate program in constitutional law and civil rights where she
focused her studies on the 14th Amendment and the resegregation of public schools in NC. Following law school, she hung her own shingle and opened
Carless Law. There, she utilized her life experiences, legal knowledge, and passion for justice to advocate for her clients in the judicial system. Stacey is
American born (bom) and Jamaican raised; she is the daughter of Jamaican immigrants. She was born and raised in Raleigh and is a true Tar Heel!

Megan Lee Carlson is senior community engagement manager with Unite Us. She received her Masters of Public Health from UNC-Greensboro. She was
previously at UNC Lineberger Comprehensive Cancer Center. She has built her reputation as a health outcome-driven professional with a passion for
building connections and supporting cross-sector collaboration with community partners throughout the state. Megan has been working with NC-
CARE360 since its inception and is responsible for helping to grow the network’s presence across the state.

Kathy Davis started with HandsOn NWNC in 2008 as its first program director and second employee. She is responsible for designing and imple-
menting capacity building programs for nonprofits that help them achieve their missions more efficiently and effectively. She has helped design and
implemented the bulk of HandsOn NWNC’s current programming, including its Nonprofit Essentials series, board training in basics and leadership
development, organizational assessments, Board Bank speed dating events, and Women’s Emerging Leaders program. A Winston-Salem native, Kathy has
an MPA from UNC-Chapel Hill.

Sergio Escobar was born in Cali, Colombia and has been working in computers since 1984. He moved to Chapel Hill in 2007. He has Microsoft Certifica-
tions as well as having worked with several IT companies in Florida and North Carolina. Currently, he works with St. Thomas More Catholic Church and
School and joined the board of Community Home Trust in 2018.

Erika Ferguson is director of the Office of Healthy Opportunities for the NC Department of Health and Human Services. She leads the Department’s com-
prehensive strategy to effectively deliver health, not just health care, by addressing the medical and non-medical drivers of health, including hous-
ing, food, transportation, and interpersonal safety. Erika started her career managing a homeless shelter in the Mississippi Delta and has since served in
a variety of capacities across health care and human services including positions at Duke University and the World Health Organization. She holds a
BS in public health from the UNC Gillings School of Global Public Health and Duke University and a Master of Public Policy from the Harvard Kennedy
School of Government.

Meredith Flowe is executive director of The Centers for Exceptional Children. She began her career as a teacher in New Orleans’ Ninth Ward, then
taught displaced students in rural Louisiana following Hurricane Katrina. After graduating from UNC School of Law, Meredith was a fellow at the National
Association for Legal Professionals, then chief of staff at Impact Center in Washington, DC. She then joined the commercial lending team at Self-Help where she focused on facility financing and real estate development for public charter schools serving low-income children in 17 states and D.C., as well as education policy.

Allison Grant joined Apparo in 2016 as project manager. She works with corporate volunteers and nonprofits to ensure the successful completion and
sustainability of Community Impact Projects. She has her Project Management Professional (PMP) and brings 10 years of project management in the
financial services sector. Allison has a degree in business administration from UNC-Wilmington and an MBA from Clemson University.

Tracey Greene-Washington is president of Indigo Innovation Group, a consulting firm dedicated to serving as a strategic thought-partner, advisor,
and consultant to philanthropic and nonprofit organizations committed to accelerating change through system-level approaches, equity, and strategic
collaboration. She is also the founder of CoThink, a social change philanthropy committed to shifting the economic mobility, health, education, and
leadership narrative of communities of color in Western NC through strategic investments, network-building, and civic discourse. Tracey most recently
served as director of special initiatives for the Kate B. Reynolds Charitable Trust, leading its two long-term place-based initiatives: Healthy Places NC
and Great Expectations. Prior, she served as a program officer at the Z. Smith Reynolds Foundation, leading efforts to address the statewide racial and
gender wealth gap; program officer and director of learning & evaluation for the National Rural Funders Collaborative, focused on rural community
transformation; and director of technical assistance, training & policy with the South Carolina Association of Community Development Corporations,
supporting 45 community development corporations throughout the state. She currently serves on the board of the NC Early Childhood Foundation, Edu-
cation NC, North Carolina Center for Public Policy Research, and is the former board chair for the Center for Leadership Innovation and vice chair
for the Southern Rural Development Initiative. She is a native of Asheville and holds a bachelor’s in social work from UNC-Greensboro and Master of
Social Work from the University of South Carolina.

Shana Heilbron is director of development and marketing at The Centers for Exceptional Children. She is an experienced development professional
who has led major donor, corporate, and foundation fundraising for nonprofits in Washington, D.C. and Winston-Salem.

David Heinen has been with the North Carolina Center for Nonprofits since 2007, leading the Center’s public policy and advocacy work and providing
non-answers (and occasional useful information) about legal compliance, trends in the nonprofit sector, and advocacy to nonprofits. Before returning
to North Carolina to work for the Center, David spent seven years as an attorney with a Washington, D.C. law firm serving the nonprofit community. He
lives in Raleigh with his wife and two young(ish) children.
Melanie Herman is executive director of the Nonprofit Risk Management Center. She is the author of a more than a dozen comprehensive (and comprehensible!) guides on various risk management topics and has delivered countless workshops, seminars, and keynote presentations for organizations simply unwilling to leave success to chance. Melanie earned a Bachelor of Arts in urban affairs from American University and a Juris Doctor from George Mason University. She is a member of the District of Columbia Bar Association. In August 2019, Melanie was named to The NonProfit Times Power & Influence Top 50 (her 11th appearance on the list). In addition to her professional career, Melanie is an active volunteer in both professional organizations and community-serving nonprofits. She currently serves on the boards of the American Foundation for the Blind, National Human Services Assembly, and Camp Fire.

Emily Holder is assistant director at God’s Storehouse, a nonprofit food pantry in Danville, VA. A typical day starts with her turning on the coffeepot and preparing the volunteers’ work stations. Throughout the day, you can find her scheduling volunteers, updating reports, ordering food for the back-ups program, or working with The Health Collaborative on improving access to healthy foods for people in the Dan River Region. Emily received a bachelor’s in psychology with a minor in nonprofit studies from NC State University. She also completed her Duke Certificate in Nonprofit Management and has been coordinating volunteers at various organizations for more than 10 years.

Alexandra “Alex” Hollifield serves as senior program manager at YES! in Asheville. She is passionate about using an equity framework to prevent sexual violence, promote positive mental health, and create communities where all youth feel a sense of belonging. She previously worked with college students at the Vanderbilt University Women’s Center on issues including sexual health, healthy relationships, body image, disordered eating, and mental health. Alex has also worked as the prevention coordinator for the Kentucky Association of Sexual Assault Programs where she oversaw statewide implementation of a bystander intervention curriculum in high schools, developed a strategy for primary prevention in middle schools, and created a new framework for violence prevention in historically marginalized and underserved communities.

Kim Lanphear is CEO of Apparo, a nonprofit connecting local nonprofits to technology expertise and resources that amplify their impact in the community. Recognized for her skills in change management and cultural leadership, she has led Apparo to focus on achieving solution sustainability for nonprofits. Kim has a diverse background with more than 20 years of expertise in strategy development, international business, marketing, fundraising, P&L management, and board governance and leadership. She has consulted with nonprofits in the areas of strategy and marketing and is recognized for her ability to build consensus and collaborative partnerships.

Catherine Liao leads Duke Health's government relations office, working to strengthen Duke’s identity and reputation on biomedical research, education, training, and service. Prior to joining Duke, she worked on Capitol Hill for six years, managing health, education, labor, and housing appropriations issues for a senior member of Congress. She has worked as a research assistant at the North Carolina Institute of Medicine, assisting staff with review of federal health reform legislation and recommendations for implementation at the state level. She also completed an administrative fellowship and served in the office of the Chief of Staff at the Durham Veterans Affairs Medical Center. Catherine holds a Bachelor of Arts in political science from George Mason University. She is a member of the District of Columbia Bar Association. In August 2019, Melanie was named to The NonProfit Times Power & Influence Top 50 (her 11th appearance on the list). In addition to her professional career, Melanie is an active volunteer in both professional organizations and community-serving nonprofits. She currently serves on the boards of the American Foundation for the Blind, National Human Services Assembly, and Camp Fire.

Amy Lytle has served as executive director of HandsOn NWNC since its founding in 2007. HandsOn NWNC mobilizes people and organizations that inspire community change, working with approximately 500 nonprofits in Forsyth, Surry, Stokes, Davie, Davidson, and Yadkin counties, and engaging more than 5,000 volunteers per year in service across their network. With 20 years of experience, Amy has developed and presented workshops locally, nationally, and internationally on a variety of nonprofit governance topics. As a volunteer herself, she serves on the boards of numerous organizations. She has a BA from Guilford College, and is a graduate of Duke University’s nonprofit certificate program.

Lavonne McLean is director of programs and pro bono partnerships with Apparo. She brings over 15 years of financial services and project management experience to her work empowering nonprofits in the Charlotte community. She is committed to helping nonprofits realize transformational change through Apparo’s technology programs, including Community Impact Projects, Epic, Award Grants, and Nonprofit Tech Education programs. Apparo’s programs connect volunteers to skills-based volunteer opportunities to impact over 100 nonprofits in the Charlotte area annually. Lavonne loves the magic of smart people, big hearts, technology’s power, and lots of passion coming together to help propel nonprofit work forward.

Jordan Miller is a principal with CLA and a CPA specializing in assurance and audit services for nonprofits. With over nine years of exclusive nonprofit experience, she is qualified to identify areas of improvement for organizations and help implement unique and innovative ways to address these areas.

Travis Mitchell is chief content officer at UNC-TV, Public Media North Carolina. He is responsible for ensuring that the UNC-TV statewide public media network of four channels and online has the necessary content to make its services viable, relevant, and strong for viewers, members, and other stakeholders. He has more than two decades of experience in all aspects of commercial media and publishing, and leadership in content and business development. As chief operating officer and executive vice president, Travis helped launch and manage the MBC Network (aka The Black Family Channel), a digital cable television channel ultimately available to national cable subscribers in 31 million homes in 48 states. Prior to UNC-TV, he was president of Communities In Schools of Wake County.

Pamela Palmer is an assistant professor in the human relations and nonprofit studies programs at High Point University. She has served in various roles related to leadership and management of nonprofit organizations. Her professional experience also includes over 20 years consulting with nonprofits (and churches) in the areas of capacity build-
Emily Parks is a productivity consultant who founded Organize for Success® in 2007. If your to-do list is longer than you have hours to get it all done, you’re overwhelmed by the avalanche of emails, you struggle to focus on what matters, or you know there’s a better way to juggle it all, Emily’s your go-to resource. As an Evernote Certified Consultant and technology specialist, she aligns your efforts with your priorities, implementing the right tools for success. Recognized by Triangle Business Journal’s 2015 40 Under 40 Leadership Award and 2018 Corporate Philanthropy Award, Emily is a productivity expert.

Kamilah Perkins is an educator, speaker, trainer, and nonprofit founder with over 15 years of experience in developing and managing nonprofits, and programming. At Legacy Dreamer, she helps organizations that struggle with designing and sustaining programming, helping them develop effective, quality programs so they can better position themselves to get and keep funding, while creating real results for the communities they serve. She desires to help others pursue and build quality and sustainable programs to help them Live Their Dreams and Leave A Legacy they can be proud of.

Martha Rinehart is the leader of CLA’s BizOps practice in Charlotte. She serves a variety of industries in monthly accounting services for nonprofit, for-profit, and health care clients. She comes to CLA with over 15 years of experience in roles such as financial services senior manager, controller, and senior accountant-auditor. She has broad experience in cash management, audit operations, budgeting and controls, payroll management, month-end closing, and project management. Martha has experience with a range of industries, specifically senior living, healthcare, and nonprofits.

Reneé Rogers is the department chair, accounting and business administration, and the program coordinator for the nonprofit leadership and management program at Forsyth Technical Community College. She currently serves as board chair for HandsOn NWNC. She supports several nonprofit organizations via contributions and volunteering. She has a strong commitment to family, community, and education. Reneé has 15 years combined experience in higher education administration and instruction. Her previous experience includes 21 years in retail banking and automobile finance.

Susan Scott is a media leader, strategist, and problem solver who inspires people and teams and draws upon her sales, marketing, strategic planning, and start-up experience to deliver value, revenue, and audience. Her career spans more than 25 years of executive roles in operations, sales, marketing, strategy, and distribution for companies including Frontier, Weather Channel, Comcast, CNN, TNT, and Fox News Channel. Today, Susan is chief growth officer at UNC-TV where she leads development, marketing, and communications by stewarding the organization’s growth and is responsible for advancing the integrated, mission-based strategies of the organization’s brands.

Sabrina Slade is social innovation director with the John Rex Endowment in Raleigh. She has more than 20 years of experience with nonprofits and foundations in North Carolina. Most recently with The Winston-Salem Foundation, she was initially director of the Women’s Fund, then director of strategic initiatives. Other posts included director of development and communications at the Horizons Center in Rural Hall, vice president of theYWCA’s Glade Street Branch in Winston-Salem, and several key positions with the United Way of Forsyth County. She earned her BA from UNC-Charlotte and MBA from the University of Phoenix.

Amy Strecker serves as Duke Energy’s stakeholder philanthropy manager, overseeing Duke Energy Foundation’s grantmaking in North Carolina. She is also responsible for Duke Energy’s sports marketing in the Triangle and Triad regions. Previously, she worked on the company’s corporate communications and local government and community relations teams. Amy joined the UNC-Chapel Hill School of Government in 2013 as an adjunct instructor with the Master of Public Administration program, where she teaches professional communications and leads the course’s adjunct teaching team. She has also worked in the public policy arena, focusing on affordable higher education. Amy started her career with Teach for America as an English teacher in Warren County. She earned a BA in English from the University of Texas at Austin and a Master of Public Administration from UNC-Chapel Hill. She serves on the boards of the North Carolina Theatre, Marbles Kids Museum, and United Way of the Greater Triangle. Amy lives in Raleigh with her wife and their four-legged children.

Liz Styrion believes in the power of collaboration, education, and liberation to create more just, equitable societies through the use of emergent strategies. As an emergent strategist & facilitator, organizational consultant, theologian, professional agitator, and program manager, she wakes up every day to partner with dreamers, innovators, and advocates who want to ensure that communities are “well” and whole: mind, body, and soul. Her superpowers are: equity-focused training design & facilitation, intentional visioning & strategic planning, bridge building & collaborative growth processes, coaching/mentoring, consulting, curriculum development, public speaking, and serving. She has 10+ years of transformational experiences to share.

Jeanne Tedrow is president & CEO of the North Carolina Center for Nonprofits. She came to the Center after 25 years with Passage Home, a community development corporation she co-founded and grew from helping a couple of families a year to one that serves over a thousand individuals, leveraging $3.8 million of housing and support services annually in Wake County. She has served on boards and committees throughout the Triangle and statewide, and has been recognized with awards such as the “Pro Ecclesia Et Pontifices” bestowed and blessed by the Pope in the 2000 Jubilee Year, TBJ’s 2017 Women In Business, and named a 2015 Goodmon Fellow. She earned a BA in urban and community development from the University of Massachusetts and an MA in public policy from Duke University as a Z. Smith Reynolds Fellow. She completed the National Development Council and UNC School of Government community development training programs, NCSU Executive Coaching certification program, Grinnell Leadership Program, and Harvard Business School Executive Education. Raised in Boston, she has travelled extensively and, as part of her Z. Smith Reynolds Foundation sabbatical, travelled throughout Italy including the small village of Calabria from which her grandparents emigrated.

Claire Veazey is director of development at Prevent Child Abuse NC, a statewide nonprofit dedicated to developing safe, stable, nurturing relationships for children in their families and communities to prevent child abuse and neglect. Prior, she was director of volunteer services at SECU Family House at UNC Hospitals, where she managed more than 1,300 volunteers essential to house operations. She was also responsible for setting the volunteer program’s growth strategy as Family House prepared to double in size with the addition of a second building. Claire’s background is in public health and nonprofit management, earning her Masters in Public Health from UNC-Chapel Hill. When she is not herding cats, you can find her baking cookies, spending time outside, or watching a good movie.
Davia Young (she/her/hers pronouns) is project developer and impact evaluator for CoThinkk. She is a graduate of Guilford College with a degree in community & justice studies, a double minor in environmental studies and gender studies, and a language focus in Arabic. She previously served as the fellow for Jewish Voice for Peace in the Triangle, an organization committed to Palestinian solidarity work rooted in Jewish values. Through her under-graduate studies, she developed a passion for Participatory Action Research (PAR), which aims to disrupt conventional forms of knowledge production by centering community voices and narratives, and finding community-led solutions. PAR is dedicated to changing who our society deems “experts” and who decides what research “valid.” Davia has also been a student organizer with Integrity for Guilford, a multi-issue and multi-racial student led coalition, that advocated around issues of institutionalized racism in higher education, specifically working to hold Guilford College accountable to their core values. She considers the struggle for justice and equity to be interdisciplinary and intersectional. To Davia, building community, coalition work, and sharing spaces are some of the most powerful tools for change. She is committed to using her identities and privileges to fight for justice by accessing her various communities that perpetuate oppression.

Our Members

We appreciate these nonprofits and foundations who have invested in themselves and NC’s nonprofit sector as Members of the North Carolina Center for Nonprofits. This list is current as of November 18, 2019.

Founding & Charter Members

Though breathtaking, the true beauty of North Carolina cannot be captured in a photo. Rather, it is seen in the diversity, determination, and unwavering passion embodied by the nonprofit sector - committed to supporting our great state and its people each and every day.
North Carolina's 26 not-for-profit electric cooperatives are leading the way toward a brighter energy future.

**NCElectricCooperatives.com**

Powering, and empowering, the people and communities we serve.
Henderson County Free Medical Clinic, Hendersonville
Hero Flights, Huntersville
Hickory Nut Gorge Outreach, Lake Lure
High Point Arts Council, High Point
Highlands Biological Foundation, Highlands
Hilltop Home, Raleigh
Hinton Rural Life Center, Hayesville
Hispanics in Philanthropy, Raleigh
Historic Bethabara Park, Winston-Salem
Historic Flat Rock, Flat Rock
Historical Keyboard Society of N.A., Charlotte
Hoke County Partnership for Children and Families, Raeford
Hoke Reading Literacy Council, Raeford
Home Again Foundation, Charlotte
Homeward Bound of WNC, Asheville
Hope Beyond the Pink Ribbon, Charlotte
The Hope Center at Pullen, Raleigh
Horse and Buddy, Apex
Hospice of Davidson County, Lexington
Hospice of Randolph County, High Point
Hospital Hospitality House of Winston-Salem, Winston-Salem
House of Mercy, Belmont
Housing for New Hope, Durham
HPU Nonprofit Leadership & Management Program, High Point
HUBZone Technology Initiative (HTI), Wake Forest
Humane Society of Charlotte, Charlotte
Hunter Huss Alumni Scholarship Foundation, Inc., Gastonia
Imprints Cares, Winston-Salem
Inclusive Development International, Asheville
Institute for Southern Studies, Durham
Interactive Resource Center, Greensboro
Inter-Faith Council for Social Service, Carrboro
Inter-Faith Food Shuttle, Raleigh
Interfaith Prison Ministry for Women, Raleigh
International Association for Near-Death Studies, Durham
International Focus, Inc., Raleigh
International House of Metrolina, Charlotte
International Network of Algerian Scientists, Cary
Interrupt Hunger, Apex
Iredell County Crosby Scholars Community Partnership, Statesville
Irene Wortham Center, Ashevile
ISEC International, Raleigh
Islamic Ahlul Bayt Association of the Triangle, Durham
Jacksonville/Onslow Sports Commission, Jacksonville
James B. Hunt, Jr. Institute for Educational Leadership & Policy Foundation, Inc., Durham
Jazz Arts Initiative, Charlotte
Jewish Family Services of Greater Charlotte, Charlotte
Job-Site Safety Institute, Raleigh
John C. Campbell Folk School, Brasstown
John Rex Endowment, Raleigh
John S. and James L. Knight Foundation, Charlotte
Johnson Service Corps, Chapel Hill
Johnston Community College Foundation, Smithfield
Johnston Health, Smithfield
The Joseph M. Bryan Foundation of Greater Greensboro, Greensboro
Journey Into Destiny, Winterville
The Julian Price Family Foundation, Wilmington
Junior Achievement of Eastern North Carolina, Raleigh
Junior Leadership Durham, Durham
Junior League of Charlotte, Charlotte
Kaleideum, Winston-Salem
Karaitis Place Inc., Graham
Keep Gastonia Beautiful, Gastonia
Keep Your Hand Up, Charlotte
Khyiah T Byrd International Foundation, Raleigh
Kids Making It, Wilmington
Kids Place, Franklin
Kidznotes, Durham
Kindred Ministries, Fayetteville
Kinetic Minds, Goldsboro
King Outreach Ministry, King
Kiwanis Club of Black Mountain Swan-nanoa Foundation, Black Mountain
Korner’s Folly Foundation, Kernersville
Kramden Institute, Durham
LS Angels, Raleigh
Laborers for the Harvest Outreach Apostolic Bible Fellowship, Greensboro
Laetes Press, Incorporated, Chapel Hill
Land Loss Prevention Project, Durham
The Lanier Library, Tryon
Larry King’s Clubhouse, Charlotte
Latino Educational Achievement Partnership, Durham
Layers of Dignity, Inc., Cary
LEAD Girls of NC, Inc., Winston-Salem
Leadership Winston-Salem, Winston-Salem
LeadingAge North Carolina, Raleigh
Leandre & Josiane Adifon Foundation, Mooresville
Learning Resources For Change, Charlotte
Legacy of Grace SA, Hendersonville
Lets Talk About It - The Autism Center, Charlotte
The Leukemia & Lymphoma Society, Cary
Li V Mahob Productions, Raleigh
Life Matters Centers for Hope, Health and Healing, Fayetteville
Life Plan Trust, Apex
LIFE Skills Foundation, Durham
LIFE Village Inc., Boone
LINC, Inc., Wilmington
Lincoln Community Health Center Foundation, Durham
Lincoln Cultural Development Center, Inc., Lincolnton
Lincoln Heights Recreation Corporation, Wilkesboro
The Livestock Conservancy, Pittsboro
LivingPulse, Ashevile
Loaves and Fishes, Charlotte
Lorien Academy of the Arts, Charlotte
Love & Support Foundation, Charlotte
Lung Cancer Initiative of NC, Raleigh
Lung Transplant Foundation, Cary
Lutheran Services Carolinas, Salisbury
The Lynnwood Foundation, Charlotte
Made4Me, Inc., Wake Forest
Madison County Community Learning Centers, Hot Springs
MainSpring Conservation Trust, Franklin

we know how to help nonprofits soar.

Nonprofits and Community-Based Organizations (CBOs) play critical roles in the communities you serve. To assure you can raise the funds and awareness you need to focus on the programs you deliver, Atrómitos works hand-in-hand with you to assure that you have the necessary business capabilities, such as thoughtful business and strategic plans that support efficient operations and long-term growth. Our fund development support helps you obtain the funding you need to deliver programs, whether from grants, digital small dollar campaigns, or large capital campaigns. Our marketing and communications team assures that your message is not only known, but is compelling, driving attention, support, and donations. And you should see our websites! Our policy and research team helps you stay on top of changing rules and requirements, and can work with you on community needs assessments to help inform service delivery. In short, whether you have a small or big problem, Atrómitos is ready to solve it.
The N.C. Baptist Foundation, Cary
Marbles Kids Museum, Raleigh
Martha's Belhaven
Martin/Pitt Partnership for Children, Greenville
The Mary Duke Biddle Foundation, Durham
Mary Reynolds Babcock Foundation, Winston-Salem
The Masonic Home for Children at Oxford, Oxford
MCNC, Research Triangle Park
Me Fine Foundation, Princeton
Meals on Wheels of Durham, Durham
Meals on Wheels of Rowan, Salisbury
Meals on Wheels of Wake County, Raleigh
Mediation and Restorative Justice Center, Boone
Meher Archive Collective, Asheville
Men's Shelter of Charlotte, Charlotte
Mental Health America of Central Carolina, Charlotte
Mental Health America of Eastern Carolina, Greenville
Mental Health Association in Wayne County, Goldsboro
Method Child Development Center, Raleigh
The Methodist Home for Children, Raleigh
Middle Border Forward, Danville
The Mighty River Project, Bethania
Milestones Culinary Institute, Inc., Durham
Military Missions in Action, Fuquay-Varina
Mimoso Christian Counseling Center, Morganton
Minds Renewed: The Consortium for a Christlike Response to Mental Illness, Winston-Salem
The Ministry Incubator, Raleigh
Mint Museum of Art, Charlotte
Mojoa Performing Arts Company, Rolesville
Monroe Road Advocates Inc, Charlotte
Montessori Children's House of Durham, Durham
Montreal Conference Center, Montreal
Moore County Chamber of Commerce, Southern Pines
Moore Square Arts Boosters Foundation, Raleigh
Mooresville Soup Kitchen, Inc., Mooresville
Mosaic Development Group, Charlotte
Mothers and Their Children, Raleigh
Mountain Projects, Inc., Waynesville
Mountain To Mountain Inc., Asheville
MountainTrue, Asheville
Museum of Durham History, Durham
Music Made in Heaven, Raleigh
N.C. AIDS Action Network, Raleigh
N.C. Alliance of Public Health Agencies, Raleigh
N.C. Aquarium Society, Raleigh
N.C. Arts in Action, Durham
N.C. Association for the Gifted and Talented, Swansboro
N.C. Association of County Commissioners, Raleigh
N.C. Association of School Administrators, Raleigh
N.C. Association of Volunteer Administration, Raleigh
N.C. Audiology Association, Durham
The N.C. Baptist Foundation, Cary
N.C. Breastfeeding Coalition, Chapel Hill
N.C. Coalition Against Domestic Violence, Durham
N.C. Coalition Against Sexual Assault, Raleigh
N.C. Coalition on Aging, Raleigh
N.C. Coalition to End Homelessness, Raleigh
N.C. Coastal Federation, Newport
N.C. Coastal Land Trust, Wilmington
N.C. Delta Kappa Gamma Educational Foundation, Raleigh
N.C. Families United, Burlington
N.C. Fine Wines Society, Winston-Salem
N.C. Foundation, Cary
N.C. Independent Colleges and Universities, Raleigh
N.C. Infant Mental Health Association, Raleigh
N.C. IOLTA, Raleigh
N.C. Master Chorale, Raleigh
N.C. Museum of Life and Science, Durham
N.C. National Educators Association, Raleigh
N.C. National Guard Association Educational Foundation, Raleigh
N.C. National Guard Soldiers & Airmen Assistance Fund, Raleigh
N.C. Network of Grantmakers, Raleigh
N.C. Partners of the Americas, Raleigh
N.C. Partnership for Children, Raleigh
N.C. Pediatric Society, Raleigh
N.C. Poetry Society, Elon
N.C. Preservation Consortium, Durham
N.C. Psychological Foundation, Raleigh
N.C. PTA, Raleigh
N.C. Senior Games, Raleigh
N.C. Statewide Independent Living Council, Winston-Salem
N.C. Transportation Museum Foundation, Spencer
The N.C. Writers’ Network, Winston-Salem
N.C. Youth Soccer Association, Greensboro
N.C. Zoological Society, Asheboro
NAIFA-North Carolina, Charlotte
NAMI Wake County, Raleigh
Nantahala Health Foundation, Franklin
NAIHO Pro-Choice NC, Durham
National Alliance on Mental Illness, North Carolina, Raleigh
National Farm Worker Ministry, Raleigh
National MPS Society, Durham
National Sports Media Association, Inc., Winston-Salem
Nazareth Children's Home, Rockwell
NBCC Foundation, Greensboro
The NC 100 %, Reidsville
NC Asian Americans Together, Raleigh
NC Child, Raleigh
NC Community Action Association, Raleigh
NC Community Health Center Association, Raleigh
NC Conservation Network, Raleigh
NC Council of Churches, Raleigh
NC Early Childhood Foundation, Raleigh
NC Farmworkers Project, Inc., Benson
NC Health News, Chapel Hill
NC Institute of Minority Economic Development, Durham
NC Rural Center, Raleigh
NC Society of Hispanic Professionals, Cary
NC State Student Aid Association, Raleigh
NC Waste Awareness and Reduction Network, Durham
NCAEYC, Raleigh
NCCJ of the Piedmont Triad, Greensboro
NCFASD Informed, Chapel Hill
Neighbors for Better Neighborhoods, Winston-Salem
Net Impact Triad, Burlington
Nevins, Charlotte
New Bern Area Chamber of Commerce, New Bern
New Bern Civic Theatre, Inc., New Bern
New River Conservancy, West Jefferson
Noroz Foundation, Charlotte
North Carolina Alliance of YMCAs, Raleigh
North Carolina Association of Independent Schools, Charlotte
North Carolina Association of Veterinarians, Charlotte
North Carolina Career Consortium of Metrolina Colleges, Charlotte
North Carolina Center for Nonprofits, Raleigh
North Carolina Chamber Music Institute, Raleigh
North Carolina Climate Solutions Coalition, Clemmons
North Carolina Community Foundation, Raleigh
North Carolina Composting Council, Raleigh
North Carolina CPA Foundation, Morrisville
North Carolina Employee Ownership Center, Durham
North Carolina Foundation for Public School Children, Raleigh
North Carolina GlaxoSmithKline Foundation, Research Triangle Park
North Carolina Housing Coalition, Raleigh
The North Carolina Humanities Council, Charlotte
North Carolina Justice Center, Raleigh
North Carolina Medical Society Alliance, Raleigh
North Carolina Museums Council, Raleigh
North Carolina Native Plant Society, Greensboro
North Carolina Oncology Navigator Association, Chapel Hill
North Carolina PACE Association, Cary
North Carolina Prescribed Fire Foundation, Raleigh
The North Carolina Public Television Foundation Inc., Research Triangle Park
North Carolina Reading Association, Raleigh
North Carolina School Based Health Alliance, Hendersonville
North Carolina School Boards Association, Raleigh
North Carolina Science Fair Foundation, Raleigh
The North Carolina Society Daughters of the American Revolution, Hillsborough
North Carolina Tennis Foundation, Greensboro
North Carolina Theatre Conference, Greensboro
North Carolinians Against Gun Violence, Durham
North Carolina for Home Education, Raleigh
North Raleigh Ministries, Raleigh
Northside Compassion Project, Knightdale
NorthStar Church of the Arts, Durham
NourishNC, Wilmington
Nuba Dance Theatre, Durham
Nuclear Juicer, Raleigh
Nurse Nurturer, Rocky Mount
Oak City Soccer, Cary
The Oaks Therapeutic Community, Climax
Ocracoke Alive, Ocracoke
The Ocracoke Foundation, Ocracoke
Ocracoke Preservation Society, Ocracoke
One World Dragon Boat, Charlotte
Onslow Community Outreach, Jacksonville
Onslow County Farmers Market, Jacksonville
Onslow Women’s Center, Inc., Jacksonville
OPAF and The First Clinics, Charlotte
The Open Door House, Harrisburg
Operation Veggie Box, Arapahoe
Operation GreensDio Justice Awareness Council, Chapel Hill
Orange County Partnership for Young Children, Chapel Hill
Orange County Rape Crisis Center, Chapel Hill
Orange County Rural Alliance, Hillsborough
The Orchard at Altapass, Little Switzerland
Osman Foundation, Pittsboro
Outer Banks Animal Rescue Fundraising Project, Manteo
Outer Banks Community Foundation, Southern Shores
Outer Banks Conservationists, Manteo
Outer Banks Relief Foundation, Nags Head
The Outreach Center, Morganton
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