



NSP

Nonprofit Support Program

HARTFORD FOUNDATION FOR PUBLIC GIVING

**SOCIAL
ENTERPRISE
ACCELERATOR**

Earned Income Business Planning

Mid-Point Knowledge Sharing Session

Wednesday, January 26, 2022 / 10:00-11:30 am EDT

A G E N D A

AGENDA

A Virtual Session to Share and Learn

MEETING OBJECTIVES

A collaborative session to convene representatives from the Hartford Foundation for Public Giving and their Nonprofit Support Program (NSP), No Margin, No Mission, and the 6 nonprofits participating in the Social Enterprise Accelerator initiative to:

- Share knowledge, learnings, successes, challenges, and opportunities that have resulted from the business-planning phase of the initiative to date.
- Seek opportunities to leverage that learning between teams and more broadly to benefit others in the region.

SESSION ACTIVITIES

10:00-11:30am EDT

- Welcome and Introductions
- Organization Presentations: Business Plan Highlights
- Organization Learning and Sharing: 5 Topics
- Closing

PRESENTATION PART 1: BUSINESS PLAN HIGHLIGHTS

- Each team will present an 8-minute summary of their organization's earned income business plan to date using 8- *PowerPoint* slides. The purpose of this is to provide session participants with a basic understanding of the key components of each organization's business plan.
 - CT Data Collaborative
 - End Hunger CT!
 - Hartford Food Systems
 - Health Equity Solutions
 - Noah Webster House
 - YWCA Hartford Region

PRESENTATION PART 2: LEARNING AND SHARING TOPICS

- **Communication**...what are the two most notable ways your organization has shared your business planning work with key stakeholders (e.g., Board, staff, volunteers, donors, others)?
- **"Aha" Moments**...what are the two most notable insights or realizations your organization has had to date as part of the earned income business planning process?
- **Organizational Changes**...what are the two most notable changes your organization has experienced as a result of the business planning work to date?

For example:

Internal Changes

- Culture
- Operations
- Marketing
- Technology
- Finance
- Partnerships
- Other

External Changes

- New Partnerships / Strategic Alliances
- Collaborations
- Funders / Investors
- Vendor Relationships
- Awareness / Visibility
- Other

- **Expect the Unexpected**...what are the biggest surprises you've encountered so far during business plan development?
 - Share the single most **pleasant surprise** and how you've taken advantage of it.
 - Share the single most **significant hurdle** and how you've overcome it.
- **Leveraging the Opportunity**...what is the single most notable way your organization is taking advantage of this unique investment in its future?

Also, what is the single most notable **early win** your organization has had during the business planning process?