

## *Collaborate. Create. Accelerate.*



### *Client Stories*

#### GRAND ST. SETTLEMENT: FROM STRATEGY TO SUCCESS

Celebrating 100 years serving New York's Lower East Side and Brooklyn, [Grand St. Settlement](#) faced critical questions about the organization's identity in light of new opportunities and changing community needs. Strategy development was the first step, but *implementing* those strategies will be the key to success. [This client story](#) highlights Grand St.'s planning experience and will be followed in the coming weeks by an in-depth case study of their journey from strategy to success.



### *The Power of Possibility*

#### EXPLORING GREATER IMPACT THROUGH STRATEGIC PARTNERSHIPS

[The Power of Possibility](#) campaign provides nonprofit leaders with new resources and tools to help guide board discussions about the possibility of strategic alliances and restructuring. It walks board members through key questions for consideration — whether in a particular moment of inflection, or a broader conversation about the benefit of strategic partnerships. And it connects them with additional resources and powerful case studies that will be helpful as exploration begins, continues, and deepens. Learn more at [www.thepowerofpossibility.org](http://www.thepowerofpossibility.org).



La Piana is proud to be involved as a partner and supporter of The Power of Possibility campaign.

## Career Opportunity

La Piana Consulting **is seeking qualified candidates** for a full-time Senior Consultant. This position assumes deep knowledge of the social sector, requires consulting experience, and entails frequent travel. Applications received by April 30 will be reviewed in May.

## Resources

**How Competitive Advantage Translates to Nonprofit Strategy:** Interested in a strength-based approach to strategy? Don't miss this blog post drawing from real examples of [how organizations use competitive advantage to put their best foot forward](#) in serving their mission.

**Is it Time for Business Planning?** Explore [how strategy development and business planning work together](#) to drive nonprofit success, and consider [three questions](#) to assess your nonprofit's readiness for business planning. *Bonus:* For a behind-the-scenes look at business planning, see [this video](#) created by [Camp Fire](#), in which [Lester Olmstead-Rose](#) (right) outlines seven steps to create financial projections.



**100 Days for Good:** Independent Sector's [podcast series](#) is helping nonprofits and foundations stay abreast of what's happening in Washington. Episodes average 30 minutes (perfect for lunch-time learning) and cover issues from the [Johnson Amendment](#) to [ACA](#) to [advocacy](#).

## News and Events

**Our Team:** La Piana Consulting is pleased to announce that [Scott Cotenoff](#) and [Melissa Mendes Campos](#) have been made Partners in the firm. Scott plays a key role in advancing our work in the mid-Atlantic region, and Melissa spearheads much of the firm's research and thought leadership; both work with clients nationally. Other recent changes include [Michael Anderson](#)'s promotion to Senior Manager.

**Nonprofit Strategic Restructuring Workshop:** On March 23, the [Nonprofit Repositioning Fund](#) and the [Philanthropy Network of Greater Philadelphia](#) will host a session on strategic partnerships for greater impact. [Scott Cotenoff](#) will lead [this workshop](#) on how collaborative strategies can position nonprofits to achieve mission success and financial sustainability.

**Collaboration Models as a Tool for Strengthening Impact:** On June 15, [Scott Cotenoff](#) will present a webinar for [National Network of Consultants to Grantmakers](#) (NNCG) on nonprofit partnerships. Using La Piana Consulting's [Collaborative Map](#) (right), the session will help participants understand the benefits and challenges of various collaborative strategies.



**The 2017 Collaboration Prize:** On February 2, **the Collaboration Prize** identified **18 semi-finalists**. [Eight finalists](#), each receiving \$10,000, have since been selected, and the grand prize winner of \$150,000 will be announced in April.

Watch the [Events](#) page of our website or follow us on social media to find out where we'll be next!

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