

## David LaPiana



David La Piana is founder and President of La Piana Associates, Inc., a consulting firm specializing in solutions to the strategic issues faced by nonprofit organizations and their funders. Recognized as a leading expert on nonprofit management and governance,

David has worked extensively with funders and nonprofits in all sub-sectors. He has also served as an executive director himself and has taught at the University of San Francisco's Institute for Nonprofit Organization Management and at the Haas School of Business at the University of California, Berkeley.

A popular speaker and teacher, David is a regular contributor to the national dialogue on nonprofit and foundation effectiveness. David has written articles and op ed pieces for major newspapers, and is frequently interviewed by the media for his opinions on trends in the sector. David's publications include *Play to Win: The Nonprofit Guide to Competitive Strategy* (2005), *The Nonprofit Mergers Workbook, Part II: Unifying the Organization After A Merger* (2004), *Strategic Restructuring: Mergers, Integrations, and Alliances* (2003), *The Start-Up Assessment Tool* (2003), *In Search of Strategic Solutions* (2003), *Real Collaboration* (2001), *The Nonprofit Mergers Workbook, Part I: Considering, Negotiating, and Executing a Merger* (2000), *Beyond Collaboration: Strategic Restructuring for Nonprofit Organizations* (1997), and *Nonprofit Mergers* (1994). *Play to Win* recently won a Terry McAdam Nonprofit Book of the Year honorable mention award. His next book, due out in early 2008, is on alternatives to strategic planning.

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The Leadership Council of Human Services Executives is an organization where human services executives work in partnership with one another to set the direction for the provision of human services in our region. Our mission is to develop the leadership capacity, strengthen the resource base, and act as the collective voice of member agencies and those they serve.

For more information, contact Sue Wilke, executive director, at 859-547-1349 or [swilke@lchse.org](mailto:swilke@lchse.org)



# Strategic Restructuring

November 13, 2007

Presented by:  
The Leadership Council of  
Human Services Executives



Event Location:

The Cintas Center\*\*  
*\*\*not a function of*  
Xavier University

## Why Should You

Non-profits today face tremendous challenges, including competition for limited resources, increased reporting requirements and the projected loss of leadership over the next decade. Agencies are called on to think differently about how best to increase effectiveness, build capacity and further their mission in the current environment.

Recently the nonprofit sector has experienced increased interest in partnerships and, in particular, in mergers, and a related increase in the formation of such partnerships. Funders are also interested in strategic restructuring options for non-profits and are asking what role they can and should play in encouraging non-profits to form partnerships with one another.

This workshop is extremely relevant to non-profits today, and will explore a full range of strategic restructuring opportunities, including mergers, joint ventures, administrative consolidations, and other types of partnerships between nonprofits.

All participants will receive a copy of David La Piana's practical, step-by-step book: *The Nonprofit Mergers Workbook Part I (a \$35 value)* and lunch.

Affordable registration includes lunch and workbook!  
 \$100 for CEO and Board member combined registration  
 \$50 for each additional agency representative  
 \$75 for consultants  
 \$50 for funders

## Who Should Attend?

This workshop has two separate components designed to meet the unique needs and concerns of targeted audiences.

**The morning session** is appropriate for non-profit Executive Directors, volunteer leaders, senior staff, and consultants serving non-profits. Entire management teams will find value and relevance in this workshop. **Attendance of an agency Board member is required for non-profit registration.**

**The afternoon session** for funders will help them understand the strategic restructuring process and assist funders in determining how and when to discuss strategic restructure options with grantees and what support will be most helpful to organizations.

**Lunch** is a joint session for both morning and afternoon participants and is designed to promote healthy dialogue about the unique challenges and opportunities for restructuring. Lunch is included in the registration fee.

## Schedule

8:00 a.m.	Registration for morning session (agency and consultant attendees)
8:30 - 11:30 a.m.	Morning session for agency and consultant attendees.
11:45 - 1:00	Lunch for morning and afternoon participants
1:15 p.m. - 3:15 p.m.	Afternoon session for funders

## Registration Form

**Agency Registration /Morning Session Attendees\*\*:** *participation of a Board member is required for non profit participation.*

Agency: \_\_\_\_\_

Phone/email: \_\_\_\_\_

CEO \_\_\_\_\_ Title \_\_\_\_\_

Board Member \_\_\_\_\_ Title \_\_\_\_\_  
*List additional attendees on a separate page & include in total*

CEO/Board Combo \$100  
 Additional guests x \$50 = \_\_\_\_\_  
 Total enclosed \$ \_\_\_\_\_

**Consultant Registration/Morning Session**

Phone/email: \_\_\_\_\_  
 Attendees: \_\_\_\_\_

Attendees x \$75 = \_\_\_\_\_

**Funder Registration/Afternoon Session**

Company: \_\_\_\_\_

Phone/email: \_\_\_\_\_

Name \_\_\_\_\_ Title \_\_\_\_\_

Name \_\_\_\_\_ Title \_\_\_\_\_  
*List additional attendees on a separate page*

Total guests x \$50 = \_\_\_\_\_  
 Make Checks Payable to LCHSE

Remit to:  
 Sue Wilke  
 LCHSE

1650 Russell Street  
 Covington, KY 41015

**Registration Deadline: 10/26/07**  
 List any special dietary or accessibility needs here: \_\_\_\_\_