



**MANAGING IN TOUGH TIMES**  
**A WORKSHOP ON THE ECONOMIC  
DOWNTURN AND YOUR NONPROFIT**

**With Andy Robinson**

Thursday, April 30, 2009

9:00 AM – 5:00 PM

215 Spadina Ave., 1<sup>st</sup> Floor

Nonprofit Rate \$150 per person

Sponsored by the Ontario Trillium Foundation and the Metcalf Foundation

No doubt you, like many leaders, are thinking about the implications of today's economic realities on your organization. The economic downturn has many organizations concerned about their future. Now is a good time to gather information, take stock, and figure out what it means. You may discover that you are doing pretty well, that you need to fine-tune operations, or that you need to take decisive action.

Smart changes now to weather the difficult economic climate can even help your organization flourish in the long-term. In fact, over time the number of nonprofit organizations has increased during good and bad economic times, and the percentage of their income that people donate remains constant. This workshop will help you remove the "panic glasses" and move forward with practical tools and information. You will:

- Review key factors affecting the performance and health of your organization;
- Identify options so you can act from a place of strength rather than reaction;
- Learn how to develop contingency plans that take into account fundraising, programming, and financial management;
- Network with other NGOs to find out what they are experiencing and how they are reacting to new economic;
- Identify who to involve and how to proceed to avoid carrying everything alone; and
- Discuss how to best manage and sustain yourself.

This workshop was developed by the Institute for Conservation Leadership and is based on their "Managing in Hard Times" publication. Registrants will receive a copy of this publication along with several other handouts.

Coffee, light snacks and lunch will be provided.

## **WORKSHOP LEADER**

Andy Robinson (<http://www.andyrobinsononline.com>), a long-time associate of the Institute for Conservation Leadership, provides training and coaching for nonprofits in fundraising, grantseeking, board development, marketing, earned income, planning, leadership development, and facilitation. Over the past twelve years, Andy has worked with organizations in five Canadian provinces and 47 US states. He specializes in the needs of groups working for human rights, social justice, environmental conservation, historic preservation, and community development. Andy is the author of four books, including *Selling Social Change* and *Big Gifts for Small Groups*. When he's not on the road, he lives in Plainfield, Vermont.

## **REGISTRATION & LOGISTICS**

Please register at least two weeks prior and pay online at [www.sustainabilitynetwork.ca](http://www.sustainabilitynetwork.ca). We will refund cancellations but hold back \$50 per registrant for cancellations within 48 hours of the workshop.

The workshop will take place in our office at 215 Spadina Avenue (1<sup>st</sup> floor) in downtown Toronto. We are located on Spadina Avenue, north of Queen Street and south of Dundas Street, at the street lights at Sullivan Street. We are easily accessible from the Spadina subway station by LRT (street car) going south on Spadina Avenue or a streetcar and a short walk from Osgoode subway station at University and Queen. A sign in the lobby will direct you to the room, which is located in the back half of the ground floor.

Travel subsidies for Ontario-based ENGOs leaders are available on request. Please contact Paul Bubelis ([Paul@sustainabilitynetwork.ca](mailto:Paul@sustainabilitynetwork.ca))