



## FIND YOUR BUSINESS SOLUTION

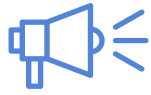


The expanded suite of business solutions from UPHS provides human service nonprofits with access to best-in-class, cost-effective solutions that benefit their bottom line and increase capacity.

UPHS business solutions can help to competitively position human service nonprofits in the crowded nonprofit marketplace. We leverage our resources, relationships, and industry knowledge to connect human service nonprofits to the right business solutions and service providers to maximize performance and growth.

UPHS offers and contracts with independent companies to offer products and services to its members, as well as member affiliates. UPHS endeavors to negotiate preferred terms from such companies, in return for which UPHS may be compensated in the form of marketing or other fees.

# SERVICES AND SOLUTIONS



## Advocacy Strategy

Advocacy is more than just supporting a cause. Telling your story and giving voice to the important work you're doing helps to influence policies, build relationships with decision makers, and positively impact communities across the nation. Whether you are sharing your story, responding to an action alert or meeting with an elected official, your voice matters. Our nonprofit advocacy experts can work with your organization to develop an advocacy strategy that will:

- Further your mission.
- Engage your supporters.
- Acquire new donors.

When you incorporate advocacy into a well-rounded, more strategic approach for your nonprofit, you'll find that your fundraising improves, your volunteer network expands, and your organization is able to grow.



## Board, Governance & Policy Development

Good nonprofit governance is all about focusing on the processes for making and implementing decisions that will continue to advance an organization's principles and mission. Our board development experts will help your organization to develop a more comprehensive understanding of what is governance and what the nonprofit best practices are. Additionally, we train on ten areas that dive further into the complexities of governance for your organization.



## Diversity, Equity & Inclusion Strategy

As nonprofit leaders, it is important to engage in deep dialogue, learning and conversation. The nonprofits you lead are often expected to rapidly respond to community needs during times of injustice, pandemics, public health uncertainty, systemic racism, food insecurity, natural disasters and policy shifts. This option



allows you to engage in deeper conversations about how our nonprofits intersected with these issues when it came to fundraising, communications, social media, board development, leadership, human resources and organizational management. When the world and our local community seem like they are constantly shifting, your community looks to you. Spend time understanding what your organization is doing to create change in our community.



## **Fiscal & Administrative Agent Services**

The role of the fiscal sponsor can include performing many different administrative functions on behalf of the sponsored organization or program, including taking on the responsibility of receiving and administering charitable contributions. For a small administrative fee for its services, UPHS can serve in this capacity. Using UPHS as a fiscal agent satisfies IRS requirements, as well as, provides the opportunity for start-up nonprofits to grow their capacity through grant and funding management.



## **Fund Development Strategy**

Like institutional strategic planning, good fund development planning is a process that builds organization-wide understanding of and ownership for philanthropy and fund development. Like the process of institutional planning, the best fund development planning process generates learning and change, and produces alignment and shared accountability. And, just like institutional strategic planning, effective fund development planning also produces results.

A fund development plan provides the framework for your development program. Develop a plan effectively and work that plan well. Our experts will work with your organization to create a development plan centered around roles within the plan, assures shared accountability, and achieves your targeted results. The fund development planning process is a challenge. A good process

depends on the staff's ability to enable effectively. Effective organizations understand that fund development goals and strategies focus on things other than money.



## Grants & Contract Management

Your nonprofit must balance the requirements from regulatory institutions with the needs of your beneficiaries in order to fulfill your organization's mission. When working with various vendors and contractors, as well as other public and private entities, you must ensure transparency and compliance or risk losing precious funding. UPHS and its consultants help eliminate risk with a simple design, customizable alerts around important milestone dates and automated reporting for audits.



## Human Resources, Payroll & Benefits

Spend less time on administrative tasks and more time on winning hearts and minds. Finding the staff and resources to manage HR and payroll administration can be challenging for nonprofits. Our HR, Payroll & Benefits solutions can help simplify all that busywork, so you can focus on what matters most. When it comes to nonprofit day-to-day challenges, like keeping track of the data needed for grants and fundraising – our payroll solutions can meet the needs of the nonprofit sector, including:

- Simple, detailed employee and volunteer hours tracking (e.g., by events, departments or individual grants),
- Up-to-date and accurate records of employees' certifications and credentials,
- Powerful talent management solutions that help you find, nurture and retain the very best people, and
- Onboarding training experiences to help your new employees engage with your organization and its mission.





## Information Technology & CyberSecurity

Everyday there are new reports of hackers infiltrating systems and holding data for ransom. The threat has become clearer as these incidents have hit closer to home affecting Leon County, the City of Tallahassee, and Wakulla County Schools. Large firms and government entities have had the resources to prepare and respond to cybersecurity treats. However, nonprofits and small businesses have had more difficulty allocating resources to this area which places them at greater risk for potential attacks. Our experts will provide an overview of cybersecurity, information technology and outline steps nonprofit agencies can take -- at little to no cost -- to protect their systems. Start small but completing our Cybersecurity Assessment Checklist to evaluate your current cybersecurity posture.



## Leadership Development & Staff Wellness

Every organization, regardless of industry, needs a strong leadership team to succeed. This is especially true for nonprofits, where executives, founders and managers need to rally staff, volunteers and donors around a common cause. But it's not just the C-suite who can provide this type of inspiration and motivation; leadership can happen at any level of an organization, so it's important to make sure you have a well-rounded team that feels empowered to take charge from wherever they are.



## Management Development & Capacity Building

Capacity building refers to any intentional and sustained effort to improve an organization's functioning. When capacity building is successful, it strengthens nonprofits' ability to fulfill their mission over time and to have a positive impact on lives and communities. UPHS believes that there are seven distinct dimensions of nonprofit capacity—vision and impact, governance and leadership, program delivery, resource generation, internal operations and management,

evaluation and learning, and strategic relationships. All nonprofit organizations rely on these seven capacities to various degrees, depending on their context, in order to function effectively.



## Marketing, PR & Communications

As a nonprofit, your budget is often stretched thin. Even with a thin budget, you still have a significant need to get your name out there and grow your presence. That's why finding the perfect non-profit marketing and communications program is key. UPHS and its experts will explore with you your nonprofit marketing strategy, and growing your donor base. We have marketing ideas specifically for nonprofits, and we are excited to do what we can to help you achieve your fundraising and growth goals.



## Strategic Planning

Nonprofit strategic planning is the process of identifying elements of a blueprint that will help organizations accomplish their goals. It requires your organization to create goals and objectives, then to make decisions about how you'll reach them.

Creating your strategic plan isn't a linear process. Rather, it's more similar to a flow chart with each element connected to another and leading to a different outcome. Everything is connected. A good strategic plan takes this into consideration and ensures you have the pathways figured out to meet (and hopefully exceed) your goals for any aspect of your organization. Contact us today to learn more about our strategic planning options.

## PRICING AND INVESTMENT

Because the goals of each of our UPHS Member organizations varies, we are committed to working with you to assess your greatest needs and aligning them with a solution that makes the most sense. Contact us today to conduct an organizational assessment and discuss what options are the best fit.



2477 Tim Gamble Place, Suite 200  
Tallahassee, FL 32308  
[www.uphsfl.org](http://www.uphsfl.org)