

2009 Annual Tropman Applied Research Conference
Thursday, February 5, 2009
1:30 pm - 5:30 pm
Point Park University, University Center, GRW Theater

Workshop Descriptions

1) Demonstrating Impact: Social Return on Investment (SROI)

The concept of social return on investment has been introduced in an effort to demonstrate the impact that nonprofits are having in communities. To explore this further, The Forbes Funds commissioned The University Center for Social and Urban Research (UCSUR) to research SROI models and pilot the model in two organizations: Community Human Services Corporation and The Union Project. Representatives from UCSUR and both organizations will discuss their experience, findings and next steps of their research.

2) Increasing Efficiency by Building Innovative Collaborations

As funding decreases and demand increases, agencies are seeking ways to cut costs, increase efficiency and increase outcomes. As a follow up to last year's Tropman reports, "*Making the Connection: How Provider Dialogue and Network Clusters Can Spur Successful Collaboration*" and "*Nonprofit Mergers: An Assessment of Nonprofits' Experiences with the Merger Process*", The Forbes Funds will review best practices identified through the research and examine the impact of collaboration through three successful local models: Agewell, The Center for Victims of Violence and Crime, The Women's Shelter & Center of Greater Pittsburgh, The Greater Pittsburgh Community Food Bank, and Catholic Charities.

3) Nonprofit Leadership Development: A Model for Identifying and Growing Leaders within the Nonprofit Sector

As our local population changes and the demographics of our workforce shifts, the nonprofit sector must prepare for the leadership gap that will be created. The Forbes Funds, The Bruner Foundation and Heinz Endowments commissioned The Looking Glass Institute and Dewey & Kaye to determine the leadership competencies of effective nonprofit leaders and to study how they developed these competencies. The result was a recommended model for the sector to develop future leaders. Participants will receive an overview of the findings, learn about how they are being applied and hear from nonprofit leaders interviewed during the research.

4) Linking Strategic Goals and Financial Stability: An Analysis of Three After School Programs

The Forbes Funds commissioned The Nonprofit Finance Fund (NFF) to work with a cohort of three nonprofits that run after school programs as they attempt to better link costs to programmatic decisions through financial analysis and program profitability analysis. NFF, along with the three pilot agencies, will discuss their methodology, progress to date and insights obtained through this project.