



Mission: The Coalition strengthens and supports its nonprofit members who work to improve the quality of life of Napa County residents.

Vision: The Coalition is a powerful and effective community leader, educator, and advocate for all nonprofit members in Napa County.

Membership

- 77 Members in 2015-2016
 - ~\$63,000
- 61 Members in 2016-2017
 - ~\$48,000
- 41 Members in 2017-2018
 - ~\$36,000

Question asked:

- Close the Coalition
 - Remain the same
 - Grow the Coalition or
 - Affiliate with another organization.
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- **Grow the Coalition!**



Bringing in Outside Expertise

- Senior Manager at La Piana Consulting for 12 years
- Started consultancy a year ago
- Facilitated negotiations for over 100 nonprofit mergers or other forms of strategic partnerships
- MBA in marketing and finance from UCLA and BA in economics from UC Davis



Consultant Process

Form a steering committee of 4-5 Board Members

- David Busby, Margaret Farman, Linda Gibson, Peggy Klick and Tracy Lamb
- Phase 1: Review organization, provide education regarding partnerships and identify goals
- Phase 2: Identify and conduct research on potential partners
- Phase 3: Determine type of partnership and create a plan for negotiations

Phase 4 includes conducting actual negotiations and would require a separate contract

Where Are We Now?

Steering Committee is seeking dates to meet

Thinking about the following questions:

- What are your end goals for this project?
- What do you want the impact (additional or greater value received by your membership) to be on your membership?
- What additional or enhanced programs and services will you need to provide to have the desired impact?
- Will members be willing to pay for the additional or enhanced programs and services?
- What are the programs and services that members value most and least?
- What other organizations provide the same or similar programs to your membership?
- What are the major reasons that former members quit the coalition?
- Are you open to changing your revenue model from just membership dues?

October Member Meeting

Vance Yoshida will be joining us at our October Monthly Member Meeting to provide education and outreach regarding the work of the steering committee

Please join us!

Questions?

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