
Contents

*This book is dedicated to my adorable wife, Pierrette; my
courageous and Maxwell; and my handsome son.*

<i>Preface</i>	<i>ix</i>
<i>Acknowledgments</i>	<i>xv</i>

PART I: CONCEPTUAL FRAMEWORK

1. The Nonprofit Organization Universe 1
2. Financial Sustainability 17

PART II: ORGANIZATION AND PLANNING

3. Governance and Financial Sustainability 35
4. Needs Assessment and Financial Sustainability 57
5. Asset Mapping and Financial Sustainability 71
6. Strategic Planning and Financial Sustainability 83

PART III: FINANCIAL SUSTAINABILITY

7. Budget and Financial Sustainability 101
8. Financial Management 117
9. Financial Statements 131
10. Financial Sustainability Analysis 145
11. Financial Sustainability Plan 167
12. Fund-Raising and Financial Sustainability 177
13. Social Enterprise and Financial Sustainability 193
14. Investment and Financial Sustainability 205

15. Grant Seeking and Financial Sustainability 213

16. Risk Management and Financial Sustainability 235

PART IV: MANAGEMENT AND LEADERSHIP

17. Human Resources, Job Satisfaction, and Financial Sustainability 247

18. Service Delivery and Financial Sustainability 267

19. Program Evaluation and Financial Sustainability 279

20. Community Relations and Financial Sustainability 295

21. Information Technology and Financial Sustainability 311

22. Social Marketing and Financial Sustainability 319

23. Leadership and Financial Sustainability 331

24. Organizational Transformation and Financial Sustainability 341

Index 353