Fondation Rideau Hall Foundation

CATAPULTE
Moving Learning Forward
Avançons l'apprentissage

June 10, 2026

Financial Resilience

Manage and diversify revenue strategically

CCBI
YAMM Services

Please note that this presentation deck was originally created for a live and interactive virtual workshop, and has since been modified from it’s original version to better suit being shared as a self-paced online resource.

Land Acknowledgement

Before we begin, we’d like to take a moment to acknowledge the territories from which we are joining in today.

CCBI is located on the unceded territory of the Kanien’kehá:ka Nation, in Tiohtià:ke, a place of gathering for many Nations including Huron/Wendat, Abenaki, and Anishinaabeg First Nations.

Yamm Services is in Tkaronto, on the traditional territory of Anishinaabeg, Wendake-Nionwentsïo, Haudenosaunee, and Mississaugas of the Credit First Nations.

Setting Intention

The workshop’s focus is on the practical - we're providing and explaining tools, strategies, and frameworks. Managing finances in a resource-scarce environment is exhausting. It's not just technical. It's deeply personal. Our intention today is to be strategic about our challenges and limitations so that we can learn to build resilience together.

Introduction

Jack and **Janine** are the co-developers of this workshop and were co-facilitators for the virtual event.

The goal of the workshop is to turn chaos into clarity. As creators and facilitators of the workshop, our roles are to provide tools and strategies to equip your organization for long-term financial success.

About CCBI – Social Finance Clinic

- Founded to serve 2SLGBTQ+ communities
- Social economy nonprofit - circular model
- 25 years in nonprofit finance
- Built on in-kind resources & community trust

About Yamm Services

- Social Entreprise, supporting small and medium size impact organizations, who have bold missions
- Fundraising, storytelling, and program design/evaluation
- Fractional support, with a full storytelling team to support growth

Workshop Contents

1. Introduction to the Session
2. Financial Resilience
3. Funding Diversification
4. Exercise: partnership mapping

Part 1

The Importance of Resilience Practices

What is:
Organizational Resilience

1. Absorbing shocks without losing mission
2. Operates at 4 levels: body, team, finances, strategy
3. A structural challenge, implement strategic planning
4. We build towards it - it doesn't happen by accident

Somatic Response & Financial Decision-Making

1. Fight-or-flight shuts down strategic thinking
2. Disposability culture keeps us in chronic stress
3. Urgency = reactive, short-sighted decisions
4. Ask: "Am I in reaction mode or reflection mode?"

Resilience Strategies

1 Building Reserves

Identify Risks: “What will this reserve be used for?”

Identify Goal: Ex: 3–6 months of operating expenses

Identify Source: Earmark independently earned surplus - even small amounts!

Label it: "Restricted Reserve Fund" in your Financial Statements

Consider: Funder compliance and relations

Resilience Strategies

2 Leverage What You Have

Your board = untapped network & expertise

Lateral partners = shared resources & co-applications

Knowledge-sharing saves time & reduces isolation

Mutual aid is a resilience strategy

Resilience Strategies

3 Strategic Planning as Protection

Phase approach: what's our minimum viable program?

Back-up plans: funding, staff turnover, board, environment

Succession planning = continuity, not preparation for failure

One page per scenario is enough to start

Tools for Oversight

🛠️ Reserve Calculator

Problem it solves:
You can't save toward a goal you haven't set. Most organizations don't know their own reserve target.

How to use it:
Enter your monthly operating costs. The tool calculates your 3-month and 6-month reserve targets, shows your current gap, and helps you set a monthly savings goal from surplus.

Format:
Spreadsheet template to download and edit.

Tools for Oversight

🛠️ Cashflow Tool

Problem it solves:
Allows you to test different financial scenarios

How to use it:
Enter your budget by month and enter different scenarios to visualize the short, medium or long term effects.

Format:
Spreadsheet template to download and edit.

Part 2

Funding Diversification

Diversified, Unrestricted Funding

Resilience & Flexibility

Essential costs (admin and management)

Room to innovate, adapt and take risks

Long-term vision, Multi-year plans

Community-centric

Common Revenue Tactics

1. Individual giving
2. Grants (Government, Foundations)
3. Earned revenue
4. Corporate partnerships
5. Events, community and memberships
6. Investments

Key Considerations

- Do we have the relationships this tactic depends on?
- Do we have the systems to sustain it?
- Do we have the visibility, trust, and consistency it requires?
- Do we have something strong enough to offer, communicate, or grow?
- And just as importantly, what are we underestimating?

Case Study 1 – Should "MATperfect" Launch Monthly Giving?

- Need unrestricted revenue
- Immediate need: $5,000 per month for marketing support; to grow visibility and reach more women.
- Strong mission, a caring community around it, and stories that resonate.
- No consistent communication with supporters
- Donor stewardship is limited; they have 100 donors.
- Reporting back only during fundraising pushes.

What advice would you give Mia for the next 3 to 6 months to make this strategy realistic and sustainable?

Case Study 2 – Should Community Pathways Build Earned Revenue?

- To launch an earned revenue stream by offering paid training and workshops to employers, service providers, and community organizations that want to better support newcomer women.
- Strong expertise, a clear mission, and experience delivering programs that people value.
- The organization has never sold a service before.
- Its offers are not yet clearly packaged, pricing is still unclear
- The team has limited time to market, sell, and deliver paid services.

What advice would you give Layla for the next 3 to 6 months to make this strategy realistic and sustainable?

Tools for Oversight

🛠️ Funding Mix

Problem it solves:
It allows you to see different types of fundraising tactics, prioritize and plan for each.

How to use it:
Hold a conversation with your team and community, to assess your readiness and alignment with each tactic. Balance between flexible funding sources and substantial support.

Format:
PDF to download, then edit or print.

Tools for Oversight

🛠️ Grant Tracker

Problem it solves:
Missed funding opportunities and missed deadlines.

- Allows you to prioritize which grants to apply for and track their progression.
- "Approved Grants" feature prevents missed reporting dates.
- Knowing the end date is important to plan for renewal ahead of time.

How to use it:
A spreadsheet sorted by funder, grant amount, reporting deadline, and status. Review it weekly - it takes 30 minutes. Assign one person as the owner.

Format:
Spreadsheet template to download and edit.

Part 3

Partnership and Mutual Support

Partnership & Mutual Support

1. What do you HAVE that others need?
2. What do you NEED that others might have?

Opening the Exercise – Dialogue

Prompt 1

"What is one resource your organization has that another organization in your community or network might benefit from? Think broadly - it could be a template, a contact, a skill, a space, a tool, even just time and experience."

Tools for Oversight

🛠️ Partnership Map

Problem it solves: Resources and expertise in your network go unused if we don't know how to access them.

How to use it:
Hold a conversation with your team, community, and network. Fill out the mapping tool with resources you can share, share it with others in your community, and invite them to do the same. Build out this resource directory. to leverage local expertise.

Format:
Spreadsheet template to download and edit.

Contacts vs. Partners

1. Contact = someone you know
2. Partner = someone you’ve discussed alignment with
3. Partnership takes alignment, dialogue & agreement
4. Today's challenge: one contact → one conversation

Types of Partnership

Program Parterships

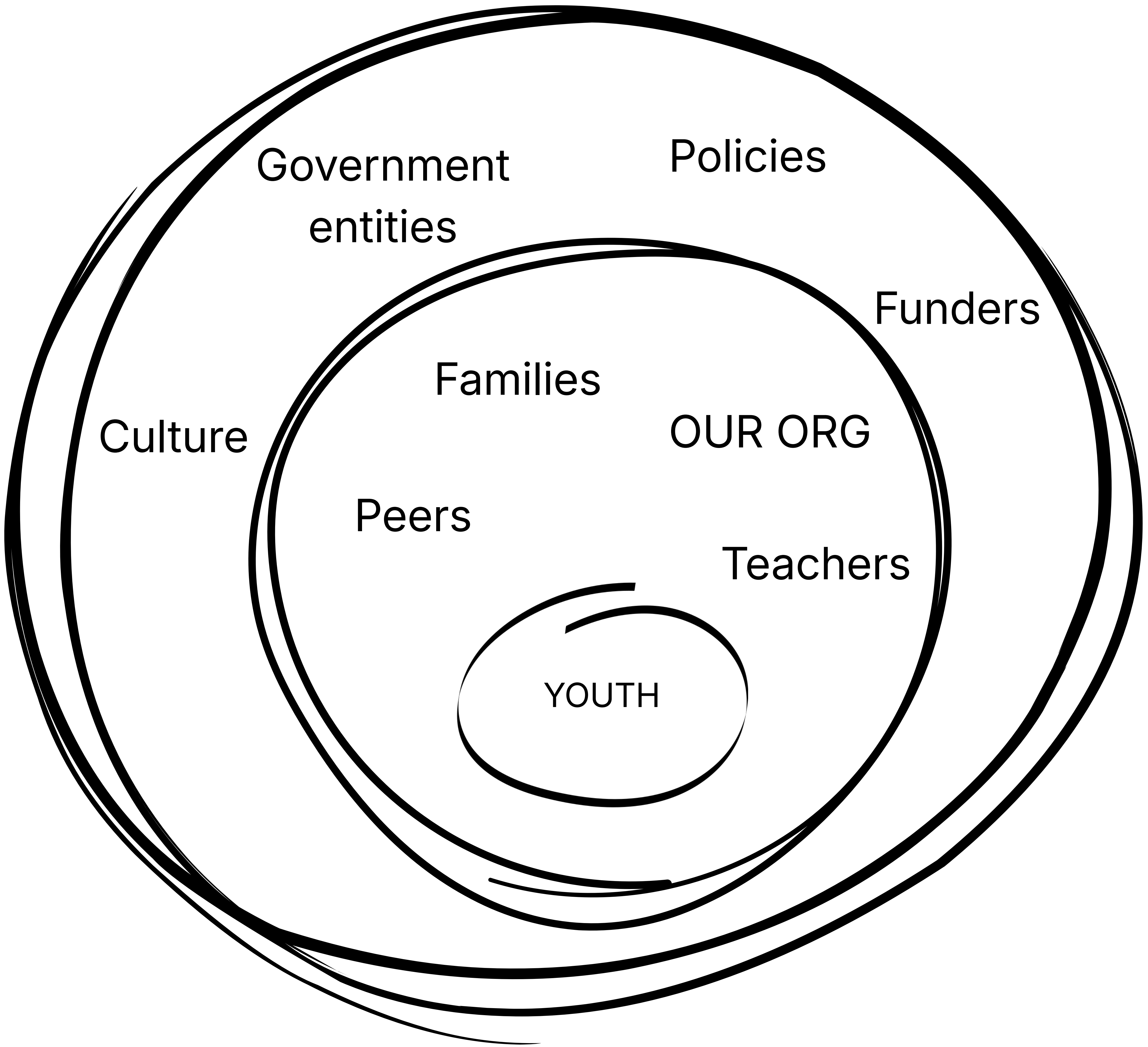
Community Partnerships

Funding Partnerships

Resource Sharing

Advocacy

Youth Ecosystem Map



Opening the Exercise – Dialogue

Prompt 2

"Is there an organization in our network - or one you know - with whom you could imagine sharing resources or writing a joint grant application? What would that collaboration look like?"

Thank you for reading!

Have a great day ahead.