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Financial Management

SERVICES WE OFFER

McAlpine Consulting for Growth, LLC starts with an assessment of the current financial position of an organization, and then develops a unique technical assistance plan to improve the financial management of the non-profit organization.

Phase 1

Financial Systems Assessment

Run financial performance indicators based on 5 years of audits, review results with appropriate board and staff

Discuss the organization's financial strengths and areas of concern

Discuss the financial needs of the organization and develop a unique technical assistance plan

Phase 2

Technical Assistance

Please Note: May include any/all of the following. The list below is not comprehensive, but a sampling of what McAlpine Consulting can offer.

What is the Bottom Line?

Debts/Line of Credit

Assets/Liabilities/Net Assets
(Surplus/Deficit)—composition, handling
deferred revenue

Reserves -Different types, importance
of having them, and how to start
building them

Liquidity challenges (Cash, Working
Capital, Total Net Assets, Liquid Net Assets)

Investments—Are there any? If so, how
are they performing? If not should
investments be considered?

How much cash should you have on-hand?

Add On***Cash Flow***

How often does the organization project and monitor cash flow? Best practices for how often it should be happening, and tools to help

If there is not enough cash on hand to pay for operating expenses, what can the organization do? (i.e. strategies to deal with cash flow shortages)

Difference between cash shortage (i.e. no money) and cash flow issues (timing of income and expenses)

Add On***Planning***

What revenues currently received by the organization are at risk of decreasing or going away?

Financial Analysis of programs (Strengths, Weaknesses, Opportunities, Threats)

Contingency plans and re-forecasting budgets

Best case/middle/worst case scenarios (conservative vs. optimistic budget)

Brainstorming cost reduction strategies/cost containment strategies

Add On***Communication and Organizational Response***

How will the organization handle it if there is a change in need for their services?

Communicating the budget to the Board and staff

Board fiduciary responsibilities: setting written policies, decision-making and oversight

Fundraising messages

Consider collaborations/alliances if financial position is not strong

Long-term needs of the organization

Pricing

Pricing for financial management varies based on the scope of work. Pricing is based on standard consulting fees of \$225/hr for Laura McAlpine; \$200/hr for Mac Grambauer; \$100/hr Project Associate. There is a 10% discount for projects lasting six months or more. Please contact us directly at mac@lmc Alpine.com or 773-728-0271 for more details.

References

MCFG provides Financial Performance Indicators as part of strategic planning and organization development services, and has provided Financial Management TA for several organizations, including Korean American Resource and Cultural Center, Inner-City Muslim Action Network, Illinois Safe Schools Alliance, Little Village Environmental Justice Organization Pilsen Alliance, Special Gifts Theatre, and Telpochcalli. For our complete client list, please visit our website, www.lmc Alpine.com.