



Understanding Full Costs

This one-hour webinar will provide nonprofit leaders and funders with insight into emerging trends around [full cost in nonprofit finance](#), as well as methodology and recommendations for incorporating full cost into organizational planning and grantmaking. There is sector-wide agreement that overhead costs are necessary for nonprofits to deliver quality programs; yet only 7% of nonprofits report that their funders always cover the full cost of delivering programs ([NFF State of the Nonprofit Sector 2015 Survey](#)). While a great deal of attention has been paid to the negative impact of underfunded overhead, organizations have full cost needs beyond overhead, such as adequate working capital to pay bills and reserves to manage through times of change.

This webinar will:

- Define components of full cost
- Discuss calculating and prioritizing full cost needs
- Offer communication tips for working on both 'sides of the table' – as a funder and as a nonprofit

Who Should Attend and What to Expect

Funders

- Who should attend:
 - Those who implement strategy and engage in grantmaking – structuring grant awards, conducting site visits, and communicating with organizations to understand their needs – or any major due diligence activities.
- What to expect:
 - An understanding of the importance full cost plays in achieving desired sector outcomes
 - A perspective into some of the challenges nonprofits encounter
 - Grantmaking strategies used to promote financial resiliency and adaptability in the sector

Nonprofits

- Who should attend:
 - Those who direct and implement strategy and/or finance, develop program or organizational budget goals, or support development/fundraising activities.
 - Two-to-three staff and/or board members are encouraged to attend to support in the dissemination of learnings
- What to expect:
 - An understanding of the full cost of running nonprofit organizations, beyond day-to-day operating expenses, and how to calculate and prioritize resource needs
 - Considerations for building organizational adaptability and resiliency, and improving programmatic impact through planning for and funding full cost
 - Language to structure increasingly transparent communication between funders and nonprofits when having conversations about organizational resource needs

[Pre-reading:](#) Why Funding Overhead is not the Real Issue: The Case to Cover Full Costs. Nonprofit Quarterly - January 2016

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