



# Access to Success + Centric Consulting

COMMUNITY IMPACT PROJECT

## ((CENTRIC))

### Providing education and opportunity through after school and scholarship programs to youth in Nigeria and the US

#### PROGRAM STRENGTHENING SUPPORT

“ Our capacity will be boosted and we will have more time for strategic thinking, strengthening our programs and carving a path to our future. That is huge for me. Having the time and energy to devote to programs and strategy will be priceless. Thank you to Kevin and Lavonne. You have been so responsive and so flexible. It has truly been a pleasure and your timeliness has been priceless. We are ahead of schedule in our plans because of you.”

- Andrew Lovedale, President & Founder, Access to Success

**Problem:** Access to Success (A2S) leadership sought a streamlined, robust donor management tool to help bolster their ability to fundraise for their growing organization.

**Solution:** Apparo matched A2S with a volunteer from Centric Consulting who researched, identified and guided demos and vendor communications for a new donor management software to meet A2S’s fundraising, donor and reporting needs.

**Nonprofit Team:** Drema Craft, Andrew Lovedale

**Volunteer:** Kevin Anderson

#### Anticipated Outcomes + Community Impact

- Increase in individual giving, driven by improved donor retention, increased recurring donations, improved stewardship of 1st time donors, focus on 3rd party fundraising & enhanced auction bidding tool
- 25% reduction in time (currently 3-4 hours a day) spent “hopping” between tools to find donor data, driven by having one donor data repository with integrated reporting tools
- Increased time and energy for leadership to focus on program strategy and expansion

#### A PRIVILEGE TO VOLUNTEER WITH THIS TEAM

“ I enjoyed this project from the first moment and always looked forward to our Friday meetings. It was a joy to work with this team. The enthusiasm makes it so motivating. I’m excited for them to become more efficient and do bigger and better things with their program. It’s been a privilege.”

-Kevin Anderson, Volunteer



# 115 hours

Time dedicated by Apparo + volunteer

# \$17,250

Project market value

# 34x

Return on nonprofit investment