

CONSULTING ■ TRANSITION MANAGEMENT ■ TRAINING  
for nonprofit & philanthropic organizations

## TRAINING

We are committed to supporting nonprofit organizations and their leaders, as well as fostering the next generation of leaders for our sector. We help individuals develop practical skills and knowledge, build productive relationships, and find the resources they need to further their own professional development. We believe that building skills and employee morale strengthens organizations, enabling them to provide essential services to our communities.

More than 3,000 individuals from over 1,000 nonprofit organizations from throughout the New York tri-state area benefit annually from the Support Center's wide range of training services including:

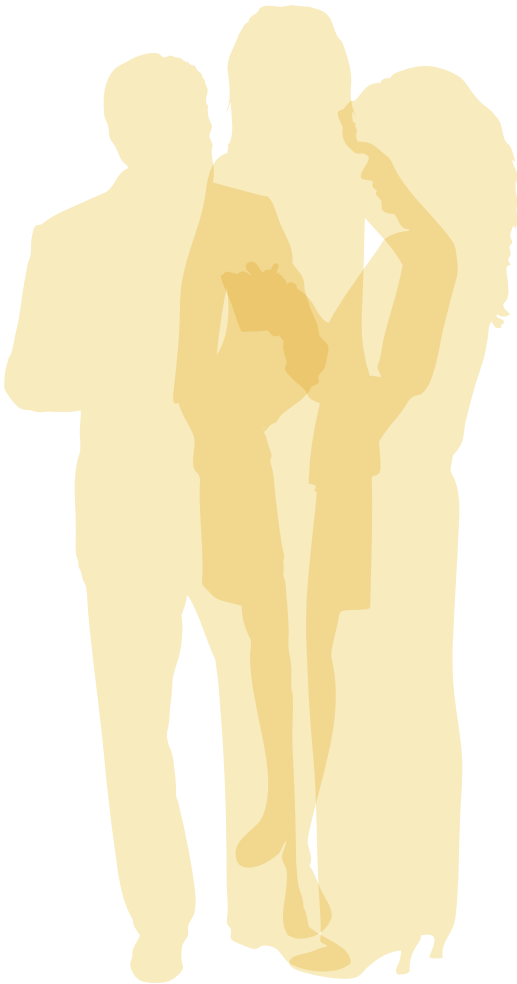
- **Workshops and Certificate Programs**
- **Customized Training and Conference Facilitation**
- **Meet the Grantmaker Panels**

### WORKSHOPS AND CERTIFICATE PROGRAMS

Workshops take place in New York City and Mercer County, New Jersey and are designed for all levels of nonprofit staff, board members and volunteers. Workshop topics cover a wide variety of management issues, including organizational development, staff development, fundraising and financial management. Our practical workshops are facilitated by experienced nonprofit professionals using proven adult learning techniques.

The Support Center is accredited by the International Association of Continuing Education & Training (IACET) to award Continuing Education Units (CEUs) for workshops in New York and New Jersey. Participants can affordably enhance a specific skill set, and receive accreditation, by completing one of the Support Center's three 30-hour Certificate Programs:

- **Executive Leadership Certificate**
- **Fundraising & Program Development Certificate**
- **Management & Supervision Certificate**



## CUSTOMIZED TRAINING AND CONFERENCES

The Support Center offers a diverse selection of individual and multi-part workshops that can be customized to meet the unique training needs of a nonprofit or a philanthropic organization. Trainings are held at our offices or throughout the tri-state area. Our expert facilitators use case studies, interactive exercises and role-playing to maximize learning and ongoing professional development.

Our staff and affiliate consultants create half-day, full-day or multi-day conferences on issues impacting the nonprofit sector with a particular focus on management, leadership and accountability. We design and facilitate retreats, panel discussions and training workshops for nonprofit staff, board members and volunteers, and community/corporate philanthropies. We also rent our New York City training and conference rooms to nonprofits for off-site meetings.

## MEET THE GRANTMAKER PANELS

One of our most successful programs brings together grantmakers and nonprofits. At these Meet the Grantmaker panel discussions in New York and New Jersey, nonprofits hear about grantmakers' giving programs, their strategic approach to grantmaking and how to build and strengthen relationships with corporate, independent and family foundations. Areas of focus have included Arts, Corporate Giving, Health, Youth & Education, and more.

*“They are so skilled at custom-creating robust trainings for folks at every professional level. Attendees left feeling like they have the ability and tools to build key professional relationships.”*

**Brenda Murphy, Director of Human Resources,  
New Jersey Performing Arts Center**

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*Since 1986, the Support Center for Nonprofit Management has been dedicated to improving our society by helping nonprofit organizations and leaders.*

*Our consulting, transition management and training services are designed to increase the effectiveness of the nonprofit sector. ■*

## New Jersey Performing Arts Center (NJPAC)

### ■ ISSUE

NJPAC wanted to enhance the skills of its managers in providing performance feedback to employees.

### ■ ACTION

The Support Center designed and delivered two customized workshops on Performance Reviews.

### ■ IMPACT

More than 30 NJPAC employees participated in the workshops. Through a series of interactive exercises and role plays, participants garnered information on designing performance improvement plans, providing constructive feedback and clarifying performance expectations. The workshops also provided attendees with the opportunity to network with co-workers and share their own performance evaluation strategies and techniques.