

PROJECT SPECIFICATIONS
Infrastructure & Acceleration for Nonprofits

PREPARED BY:

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FIRM:

mach73
Architects in >Philanthropy

Engineered. Driven. Smart.

ENGINEERING RESILIENT INFRASTRUCTURE

Most nonprofit organizations operate on "legacy systems"—outdated strategic plans, inefficient revenue models, and boards that function as "governors" rather than "superchargers."

As **Architects in Philanthropy**, **mach73** doesn't offer generic advice. We provide **Project Specifications** designed to:

- Identify structural fatigue before it leads to mission failure.
- Re-engineer revenue streams for maximum **Donor Velocity**.
- Build a leadership "Chassis" capable of handling high-speed growth.

The following specifications outline our core organizational interventions.

1.0 THE HIGH-PERFORMANCE STRESS TEST

(Organizational Assessment & Optimization)

Before a building is expanded, the foundation must be tested. We strip the organization down to the chassis to evaluate its load-bearing capacity.

SCOPE OF WORK:

- **The 10-Point Audit:** Comprehensive review of Governance, Management, Finance, Technology, Programs, and Donor Relations.
- **Stakeholder Analysis:** Up to 20 deep-dive interviews with key "Engineers" (Board, Staff, and Major Investors).
- **Site Inspections:** Up to three dedicated on-site sessions for real-time observation and data collection.
- **The Performance Blueprint:** A comprehensive written report grading each of the 10 points and providing a roadmap for immediate structural repair.

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2.0 STRATEGIC ARCHITECTURE

(Master Planning & Visioning)

A roadmap is useless if the terrain has changed. We re-engineer your long-term strategy to ensure your organization is navigating the 2026 philanthropic landscape with precision.

SCOPE OF WORK:

- **Environmental Stress Test:** Analyzing external market forces and internal capacity.
- **Core Re-Engineering:** Facilitated sessions to refine Mission, Vision, and the "Values Signature."
- **The 5-Year Roadmap:** Creation of a dynamic strategic document with clear performance benchmarks (KPIs) and acceleration milestones.
- **Board Alignment:** Final presentation to ensure all "Pilots" are committed to the new flight plan.

3.0 FUEL INJECTION & REVENUE RE-ENGINEERING

(Development & Fundraising Review)

Nonprofits don't have a "giving" problem; they have a "fuel" problem. We transition your model from transactional fundraising to high-octane **Social Investment**.

SCOPE OF WORK:

- **Revenue Manifold Audit:** A deep-dive review of current income streams and donor retention rates.
- **The Fuel Expansion Plan:** A 3-to-5 year strategic revenue plan focused on Major Gift acquisition and Portfolio Management.
- **Donor Velocity Training:** Coaching staff and board on how to speak the language of "Investment ROI" rather than "Charity."

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- **Case for Support:** Engineering a compelling, data-driven narrative that attracts high-capacity investors.

4.0 THE PILOT'S SUITE

(Precision Performance Coaching)

The best-engineered machine in the world is only as good as its driver. We provide high-level mentorship for Executive Directors, CEOs, and Founders.

SCOPE OF WORK:

- **The 360-Degree Diagnostic:** Identifying leadership blind spots and "reaction time" delays.
- **Strategic Navigation:** Monthly 1-on-1 sessions focused on high-level decision-making and crisis management.
- **The Architect's Feedback:** Continuous access to Gary Cates for "on-call" strategic consultation.
- **Performance Reporting:** Quarterly summaries of leadership growth and organizational impact.

REQUEST A CONSULTATION

Every organization's needs are unique. To receive a custom **Project Quote** based on these specifications, please contact the Architect's office:

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