

Fundraising Readiness Training

Program Overview

Are you new to fundraising? Want to get your board and staff excited about fundraising? Not sure where to start? Facilitated by Ginny Giles and Heather Moreland of [Community Equip'd](#), the Fundraising Readiness Program is designed for small and mid-size nonprofit organizations that are new to fundraising or looking to ramp up their fundraising efforts. This free series of workshops will help participants identify specific steps they can take to get their organizations, board, and staff ready for a comprehensive fundraising strategy.

Intended Audience

This training is intended for Executive Directors or Development staff of small and mid-size 501(c)(3) nonprofits that are located in Southwestern PA, do not have a fundraising plan, are generally new to fundraising, or want to overhaul their fundraising strategy.

Sessions

Each cohort can accommodate up to 30 organizations (one representative each). Organizations should plan to bring a board member to Session 2. Each Fundraising Readiness cohort will include three in-person sessions that are each three hours long.

- **Session 1 – Telling Your Story**
- **Session 2 – Building a Culture of Fundraising**
- **Session 3 – Building Your Strategy**

Participant Commitment / Expectations

1. Complete survey on current fundraising capacity to help tailor the content (*15–20 minutes*)
2. Attend all 3 sessions
3. Bring a Board member to Session 2
4. Participate in an end of program evaluation

Questions?

Contact Julia Och (julia@elevatenpswpa.org or 412-219-3148) with any questions.

2026 Fundraising Readiness Session Dates and Locations

Allegheny County Cohort

CoLab18 at Nova Place - 100 South Commons, Pittsburgh, PA 15212

- Tue, May 12, 9am-12pm
- Tue, May 26, 9am-12pm
- Tue, Jun 9, 9am-12pm

Washington County Cohort

PA Trolley Museum - 1 Electric Way, Washington, PA 15301

- Tue, May 5, 9am-12pm
- Tue, May 19, 9am-12pm
- Tue, Jun 2, 9am-12pm

Westmoreland County Cohort

Banquet on Barnes, 1011 Barnes Street, New Kensington, PA 15068

- Thu, May 7, 9am-12pm
- Thu, May 21, 9am-12pm
- Thu, Jun 4, 9am-12pm

