

Philip Gartenberg's Accomplishments include:

- Playing a major role in planning and implementing a \$750 million international fundraising campaign.
- Managing a \$370 million endowment portfolio.
- Leading organization as interim CEO through transitions in executive leadership.
- Evaluating and implementing information systems to support operations and fundraising.
- Establishing a new not-for-profit organization in order to maximize federal government participation in support of programs.

FULCRUM
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Fulcrum Associates is the consulting practice established by Philip Gartenberg, Ph.D., an expert in management, planning, financial analysis and fundraising development. Fulcrum's goal is to assist its clients by offering customized services in top-level policy development, strategic planning, and more narrowly defined projects.

Meeting Demands for Today and Tomorrow

Not-for-profit executives face the challenge of providing quality service and planning for the future with limited resources. At the same time, there is growing emphasis on meeting stringent standards of accountability set by boards of directors, external funding agencies and private philanthropists.

As a leader of a not-for-profit organization, you are called on to:

- Set the strategic direction.
- Recruit, retain and manage staff to assure that they are meeting your agency's goals and objectives.
- Engage members of the board of directors so that they are effective partners in achieving the agency's mission.
- Assure financial stability and establish the framework for the future by:
 - ▲ Effectively managing resources.
 - ▲ Taking full advantage of government and foundation support.
 - ▲ Implementing a comprehensive development program to obtain private funding.

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SERVICES

Planning, Management and Governance

Philip Gartenberg will apply his extensive experience to assist your organization evaluate its environment and chart a course to meet long-term goals and objectives. He knows how to successfully work with executive leadership to:

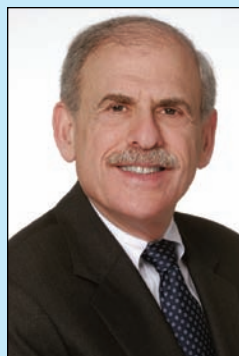
- Assess strengths and weaknesses, opportunities and external challenges.
- Frame issues and recommendations for boards of directors and committee consideration.
- Develop strategic plans to achieve organizational and fundraising objectives.
- Facilitate program implementation, through assistance in budget development and by supplying human resources, finance and information technology tools.

Resource Development

Fundraising takes many forms—capital campaigns, endowment enhancement, planned giving, events, direct solicitations and direct mail. He can help your organization benefit from rigorous cost-benefit analysis that permits you to chart the best course of action for growth. Philip Gartenberg is experienced with public funding agencies, thus helping you to maximize government support in addition to private philanthropy.

ABOUT PHILIP GARTENBERG

Philip Gartenberg has a decades-long track record of leading organizations known for their stature in human services, philanthropy and education.



For the last 21 years, he has held senior positions with two of the largest and most diversified philanthropies in the United States—the UJA/Federation of Jewish Philanthropies of Greater New York and the American Friends of The Hebrew University.

UJA/Federation has both an international and domestic agenda. It supports over 100 agencies in the New York metropolitan region dealing with the entire spectrum of human services as well as assisting comparable services abroad. The American Friends of the Hebrew University is a nation-wide organization focused on supporting a world class center of higher education in Israel.

In senior positions in both organizations, he has:

- Engaged in large-scale philanthropic development—regionally and nationally.
- Directed strategic planning initiatives in concert with agency executives and members of the board of directors.
- Designed and implemented programs to achieve organizational change.

For eight years, he served as chief operating officer and chief financial and administrative officer for three New York State agencies—the Division for Youth, Department of Social Services and Department of Labor—where he worked closely with the not-for-profit community on human service program development and implementation as well as funding issues.

Philip Gartenberg also was the budget director of the University of Massachusetts during its transformation from a single-campus to a thriving, multi-campus institution.

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