

ARDENT GROUP

Ardent Group provides fundraising and development services to elevate compassionate and innovative nonprofits.

The Ardent Vision

■ Thriving communities

Ardent Values

■ Creativity

Change is most effectively inspired with imaginative donor communication and engagement approaches.

■ Curiosity

Growth requires continuous learning; effective workplaces encourage teams to safely ask questions, seek answers, and explore new ideas.

■ Equity

Every person – regardless of race, ethnicity, gender, age, sexual orientation, religion, disability, socioeconomic status, or any other characteristic – deserves dignity, respect, and equal access to opportunities, resources, and treatment.

■ Integrity

Effective philanthropic environments operate with honesty, transparency, and with the best interests of communities at heart.

■ Partnership

Strength exists in unity; social sector stakeholders achieve more collectively than alone.



Kate R. Schnittman, CFRE
President

Kate has been a nonprofit executive since 2010, when she left her 12-year career as a human resources consultant to found a Philadelphia-based nonprofit that supports families who must travel to obtain pediatric care. A native and current resident of Rochester, New York, Kate is inspired by the power of compassion to motivate change. She has been recognized for her service to the social sector as a professional and volunteer; has served on numerous boards; and has supported millions of dollars raised for nonprofits in the Greater Rochester and Philadelphia areas. She is a Certified Fund Raising Executive and has bachelor's degrees in economics and mathematics.



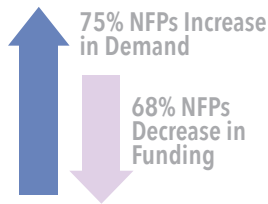
Consider this...

Is your nonprofit unable to afford the top talent necessary to bring your organization to the next level?



Median salaries for a Grant Writer and a Director of Development position in Rochester, NY are increasing.¹

Is your nonprofit team stressed about your fundraising limitations?

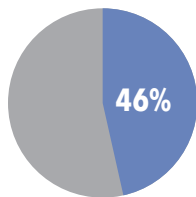


Nonprofits are experiencing an increase in demand while confronting a decrease in funding.²



60% of nonprofit leaders report feeling used up at the end of the work day.³

Are you a nonprofit leader struggling through transition in your development department?



46% of nonprofit fundraisers intend to leave their current employer in the next two years.⁴



TURNOVER COSTS

Turnover costs are high and vary based on organizational maturity and fundraising revenue. Estimates range from 33% to 213% of annual salary.⁵

¹ Salary.com (Sept. 2023) • ² Salesforce Nonprofit Trends Report (2020) • ³ DDI World's Global Leadership Forecast (2021) • ⁴ Philanthropy News Digest (Nov. 2022) • ⁵ Untangling Turnover: Why Development Directors Leave and What Nonprofit Organizations Can Do About It (2020)

Move your emerging or transitioning nonprofit into the next phase with a top-notch, mission-driven team dedicated to impactful services and strategies.

Shut the revolving door to your development department. Fundraising services are an investment – not an expense.

Our partnerships are rooted in an understanding of each client's unique values, priorities, and challenges.

- Development Planning
- Grant Planning and Writing
- Annual Giving
- Development Communications
- Development Leadership Support
- Donor Relations Support
- Community Engagement Strategies

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