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| **Register now for our latest nonprofit trainings!**  |

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| Is Your Organization Ready to ServeLGBTQ+ Youth? |

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| Sponsored by the County of Santa Clara**Monday, November 5, 2018**12:00pm-4:00pm**Sobrato Center for Nonprofits - San Jose**1400 Parkmoor Ave., San Jose, CA 95126  |

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| **Prepare your organization to serve LGBTQ+ youth and their families!**The **County of Santa Clara's Office of LGBTQ Affairs** is providing this valuable opportunity for executive leaders to prepare their organization to best serve LGBTQ+ youth in an informed and sensitive way.Participants of this training will:* Learn about basic sexual orientation, gender indemnity, gender expression (SOGIE) terms
* Understand the unique barriers faced by LGBTQ youth
* Explore program and organizational strategies for an inclusive organization
* Begin to explore data collection and inclusive policy for local organizations
* Create an action plan for LGBTQ youth in their respective organization

**Who Should Attend:** executive leaders of nonprofits that serve youth and families in Santa Clara County. Training for client-facing staff will be offered at a later date.**Presenter:** Maribel Martinez, Director of The Santa Clara County, Office of LGBTQ Affairs |

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| Networking to Strengthen Your Organization |

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| **Tuesday, November 13, 2018**9:00am-11:00am**Sobrato Center for Nonprofits - Milpitas**600 Valley Way, Milpitas, CA 95035 US |

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| There are so many more ways to advocate for your nonprofit's mission. With the ever-changing nonprofit environment, it is critical to build new relationships and fortify existing ones to advocate for your organization. Learn how to support your programs and fundraising efforts by connecting with others, how to grow and build networks to create a dynamic organization, and how to blend social media and traditional coffee meetings for networking success. You will learn how to maximize your LinkedIn presence, become more comfortable having face-to-face meetings, and build your network and visibility in the community.**Who Should Attend:** This session is geared for nonprofit executives, program managers, development staff, and emerging leaders within your organization.**Presenter:** Patricia Gardner, CEO of the Silicon Valley Council of NonprofitsDiscounted rate in celebration of SVCN's first training in Milpitas! |

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| New Strategies to Fund the Full Costs of Your Services |

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| Sponsored by Heritage Bank of Commerce**Thursday, November 15, 2018**9:00am-4:00pm**Sobrato Center for Nonprofits - San Jose**1400 Parkmoor Ave., San Jose, CA 95126 |

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| Break through the tangled language of “indirect, administrative, and overhead costs” to evaluate multiple approaches to cost allocation, and determine the full cost of providing each of your organization’s services.This full-day training will explore new strategies to increase the amount you can recover from grants and contracts to cover essential administrative and overhead costs. You’ll learn how your nonprofit can benefit from new OMB (Office of Management and Budget) Uniform Guidance rules for admin and other overhead costs (even if you receive no direct federal funds) and how the new rules require federal agencies, and state, local, and nonprofit pass-through entities, to allow nonprofits to charge a minimum of 10% overhead.* Agency-wide budget techniques – putting all the pieces together
* Determining what your programs, management, and fundraising really cost
* Negotiating with governmental funders
* Explaining the full cost of services to foundations, donors, and board members
* Understanding why under-compensation may actually cost more and how you can break out of the below market trap

**Presenter:** Kay Sohl, Kay Sohl Consulting |

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