

Who We Are

Plus Delta Partners is a performance-based fundraising consulting firm serving the higher education, health care and foundation markets. The firm specializes in professional development for front-line fundraisers, campaign readiness and implementation.

Across all of its engagements, Plus Delta accelerates the performance of its clients based on a commitment to three core principles:

- **Fundraising as a discipline** that involves repeatable processes and practices, which can be identified, developed, and measured at the portfolio and donor level.
- **Fundraising as an integrated process** that cuts across leadership, front-line fundraising, operations, research, communication, alumni relations and the annual fund.
- **Fundraising as effective stewardship** of institutional resources. We are committed to results-based engagements that marry strategy and execution to achieve measurable ROI for our clients.

Plus Delta's staff of professional consultants combines practical experience as senior front line managers with core skills in operational management, sales, donor psychology and change management. Combined with our relentless focus on execution, these attributes make our team uniquely suited to achieving measurable bottom line results for our clients.

What We Do

Professional development for front-line fundraisers: An integrated program equipping fundraisers with the discipline and skills to manage a wide range of donor engagement and solicitation scenarios. The program builds front-line fundraisers' donor engagement, communication, and pipeline management skills. Refining these skills with the experienced supervision and support of Plus Delta consultants enables Development organizations to raise more money faster.

Campaign Readiness and Roadmap: Developed through a gap analysis that leverages best practices and benchmark data, the Roadmap is a prioritized list of tasks sequenced over a timeline. As a practical tool for establishing the operational and fundraising capacity to achieve an institution's campaign objectives, the Roadmap is an essential bridge between strategy and execution.

Campaign Implementation: A focus on execution through regular Roadmap status reviews that drive progress, identify repeatable areas of success and opportunities for improvement. Reviews focus on building out the initial campaign Roadmap, strategies for communicating and managing change, and making adjustments to secure organizational integration and collaborative fundraising execution.

Our Clients

HIGHER EDUCATION

PRIVATE INSTITUTIONS

- Amherst College
- Haverford College
- The College of the Holy Cross
- Lafayette College
- Lehigh University
- Loyola Marymount University
- Pomona College
- Saint Joseph's University
- Santa Clara University
- University of Scranton
- Susquehanna University

PUBLIC INSTITUTIONS

- University of Delaware
- George Mason University

HEALTHCARE

- Christiana Care Health System

FOUNDATIONS

- Catholic School Development Fund