

Overview

Upward Development, LLC was founded in 2014. Our mission - helping people and organizations build stronger, more vibrant communities.

Andi Kemp, the Principal Consultant and Managing Member, delivers professional services on a contract basis, such as grant writing, project planning and fundraising to benefit nonprofit programs, staff development & operations.

This is a benefit company, organized under Oregon law in part for the public good. We seek to support organizations that deliver programs and outreach that benefit Veterans, vulnerable people and low-income families. We prefer working with nonprofits that pursue best practice, and desire to improve operations, fundraising and community impact.

Organizations Supported in 2015

U.S. Nonprofits	5
Public Sector Entities	0
Businesses (private sector)	1

Key Accomplishments

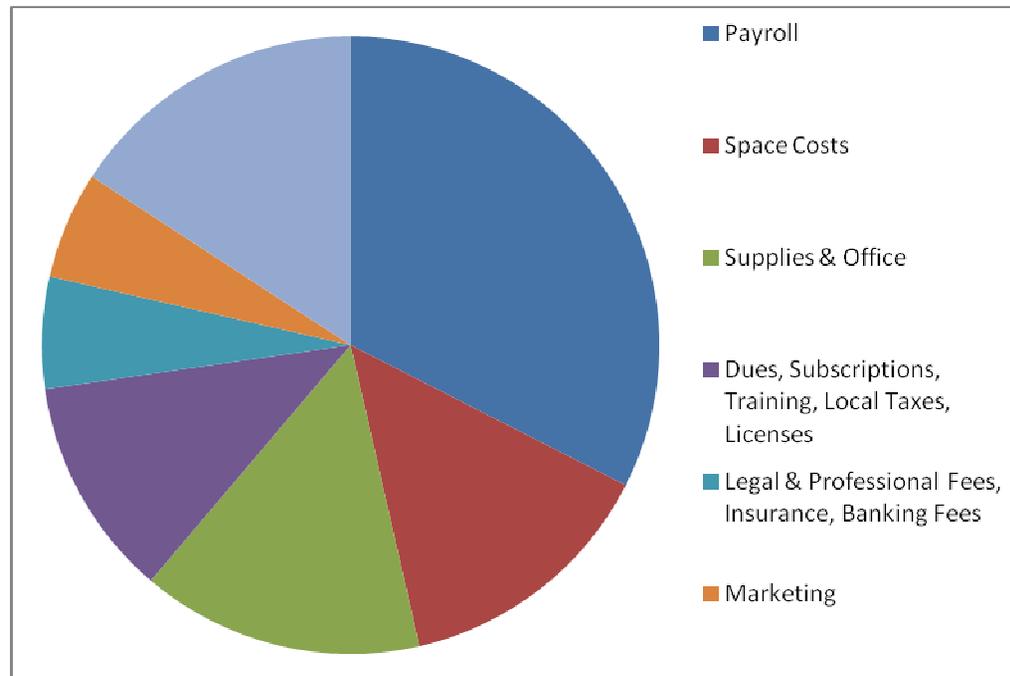
Plans Developed (grant fundraising, project management)	3
Grant Pipelines Built	2
Grants Written	21
Funds Raised*	\$644,830
Board Volunteer Service (EVDP)	1

*66% success rate on applications submitted, 35% on funds requested

Additional Accomplishments

Grants Researched	~100 leads	For three client organizations
Networking Events	10	EVDP Monthly meetings, Meet the Grantmakers
Volunteerism	~65 hours	10 hours/month as EVDP Meeting & Membership Chair. Guidance and free consults to peers and new clients.
Databases	1	Learned Salesforce for Nonprofits and used high-level features to create custom reports and track grant fundraising efforts for a large NPO.

2015 Financial Snapshot



2015 Revenue & Expenses

Gross Sales/Revenue	\$38,041
Total Expenses	\$14,540
Net Income (Distributions to Andi Kemp)	\$16,501

Brief History

2014-2015: Andi Kemp has provided similar services as an employee and freelance consultant since 2008. In 2014, she established the LLC, took S-corporation election with IRS, and designated Upward Development a benefit company in OR. Created early stage administrative systems & accounts (banking and online). Established a basic website and purchased domains. One anchor client represented ~60% of work activity.

Oversight & Management

Operations	Managing Member (Andi Kemp) is 100% shareholder. Seek guidance from peers and other consultants.
Financial Management	Accountant files annual federal and state taxes and quarterly payroll reports. Business checking and savings accounts. Excel for financial statements.
Client Selection	Free consults with 3-5 hours typically invested in meeting and inquiry with prospective clients. Roughly 60% comes from referrals or word of mouth.
Business Practices	Upward Development uses written contracts and stays in regular communication with clients and partners. We do not work on commission, but rather charge an hourly rate for services and develop custom contracts based on the needs of each organization.
Evaluating Results	Consulting: Email, face-to-face conversations. Quality and specificity of guidance. Fundraising: Success rates with grants; feedback from program officers on the proposal quality/good fit, and from client organizations on the process. Strong tracking systems built and used, so analysis of efforts can be performed, and future efforts are understood by a wide range of key stakeholders, and improved as a result.