

Carpenter Nonprofit Consulting

Services & Investment Overview

Empowering Nonprofits. Amplifying Impact.



www.carpenternonprofitconsulting.com

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Carpenter Nonprofit Consulting

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Hello there!

Thank you for taking the time to explore my work! This overview is meant to give you a clear picture of how I support nonprofits – what I offer, how engagements are structured, and what it typically looks like to work together. Whether you're navigating funding challenges, strengthening leadership, or planning for what's next, my goal is to bring clarity, momentum, and practical support to the process.

You'll find a concise overview of services, investment ranges, and common engagement questions throughout the guide. Read what's relevant, skip what isn't, and use this as a reference point as you decide what kind of support will best serve your organization right now.

-Morgan Carpenter



About Morgan Carpenter

Morgan Carpenter is a nonprofit consultant and grant professional providing senior-level support to mission-driven organizations operating in complex and competitive funding environments. Her work is grounded in fit, sustainability, and long-term positioning, with an understanding that strong grant outcomes are built over time. In addition to her client work, Morgan is a frequent presenter at state and national industry conferences, where she trains nonprofit leaders on grant strategy and best practices.

Relevant Experience & Focus Areas

Morgan brings seasoned grant expertise grounded in strategy, narrative development, and organizational readiness. She has supported organizations navigating competitive foundation and government funding landscapes, particularly where alignment between programs, outcomes, and funder priorities is essential.

Program areas and funding contexts include:

- Community-based human services organizations
- Foundation and public funding environments
- Youth- and family-centered, trauma-informed programs
- Financial stability, workforce, and housing initiatives



Credentials & Certifications

- Grant Professional Certified (GPC)
- Grant Professionals Association–Approved Trainer
- Author of *Prepare for Impact: Everything You Need to Know to Win Grants and Supercharge Your Nonprofit*



\$3M+

raised to strengthen organizations and communities



9 years

of experience in grant writing and the nonprofit sector



1 of 20

Grant Professional Certified® consultants in Indiana

About Carpenter Nonprofit Consulting

Carpenter Nonprofit Consulting provides grant strategy, development support, and capacity-building services for nonprofits working in human services, health, education, community wellbeing, and systems change. I partner with mission-driven teams to clarify their narrative, strengthen their funding pipeline, and put systems in place that make grant work more focused, manageable, and aligned with organizational priorities.

My approach is collaborative and relationship-centered, with an emphasis on clear strategy, efficient processes, and strong storytelling. The goal is practical: to reduce friction in the grant process and give staff more time and capacity to focus on their programs and communities.



Mission

Helping nonprofits amplify their impact, advance equity, and make the world a better place.

Vision

A world where everyone has access to the opportunities they need to thrive.

Values

Authenticity & Courage

Equity & Inclusion

Learning & Growth

Services At A Glance



Grant Writing & Strategy

Ongoing, senior-level grant support including prospect research, proposal development, funder alignment, reporting, and grants management systems designed for sustainability and scale.



Grant Readiness Accelerator

A focused, eight-week engagement that helps organizations assess readiness, strengthen core grant components, and build the internal structure needed for successful, ethical grant-seeking.



Grant Strategy Coaching & Advisory Support

Strategic, one-on-one support for nonprofit leaders navigating funding strategy, program design, board development, and organizational decision-making.



Strategic Planning Facilitation

Structured planning engagements that help organizations clarify priorities, align programs and operations, and develop actionable plans grounded in data, community input, and realistic capacity.



Training & Workshops

Interactive, skill-based trainings for nonprofit staff, boards, and volunteers on grant strategy, governance, fundraising, program outcomes, and organizational health.



Board Development & Training

Assessment-informed board development designed to strengthen governance, clarify roles, improve dynamics, and support engaged, effective nonprofit leadership.



Monthly Grant Writing Retainer

This is an ongoing partnership for nonprofits that want steady, senior-level grant support without adding staff or carrying the administrative load internally. It's a strong fit for organizations with active programs and clear priorities that are ready to pursue grants consistently throughout the year, rather than reacting to opportunities as they arise.

Through this retainer, I manage the coordination, writing, and submission process from end to end, bringing structure and momentum to your grant work. The outcome is a focused, well-managed funding pipeline with clear visibility into what's being pursued, what's been submitted, and what's coming next - without pulling staff away from mission-critical work.

[click here to view program details](#)

what you'll get:

- ✓ Grant strategy and prospect research to identify well-aligned funding opportunities
- ✓ Proposal coordination and submission, including timelines, attachments, and internal follow-up
- ✓ A custom grant calendar and dashboard that provides real-time visibility into deadlines, status, and next steps

typical monthly investment

\$2,250-3,400

Prospect Research Package

This service is for nonprofits that want to be more selective about where they invest their grant-seeking time. Instead of chasing every opportunity that looks promising on paper, prospect research helps you step back, clarify priorities, and focus on funders that genuinely align with your mission, programs, and values.

The result isn't just a list of names, but a clearer funding strategy. You'll walk away with a set of well-researched prospects, a stronger understanding of fit and competitiveness, and the confidence to move forward knowing your efforts are pointed in the right direction.

[click here to view program details](#)

your investment

\$1,500

what you'll get:

- ✓ A pre-research strategy session to clarify goals, priorities, and constraints
- ✓ Custom funder research focused on alignment, eligibility, and competitiveness
- ✓ Detailed prospect profiles with fit assessments, deadlines, and application considerations



Additional Grant Support Services

Per-Project Grant Writing

Per-project grant writing provides targeted support for a specific funding opportunity when ongoing grant services aren't the right fit. This option works best for organizations that have identified a funder, understand the opportunity, and need experienced writing and coordination support to develop a strong, submission-ready proposal within a defined scope.

[click here to view program details](#)

starts at
\$1,000

Boilerplate Grant Narrative Development

Boilerplate grant narrative development provides nonprofits with a clear, reusable foundation for grant writing across multiple funders. This project results in a polished, funder-aligned narrative tailored to your mission, programs, community, and impact - designed to save time, improve consistency, and strengthen applications by giving you language you can confidently adapt and reuse.

[click here to view program details](#)

packages range from
\$750-3,000



Grant Readiness Accelerator



The Grant Readiness Accelerator is an eight-week, hands-on engagement for nonprofits that want to pursue grants more effectively but need to strengthen their foundation first. It's designed for organizations that know grant funding could play a role in their future, but want to be thoughtful about timing, fit, and internal capacity before jumping into applications.

Through a combination of assessment, focused working sessions, and tailored guidance, the Accelerator helps clarify what's already working, where gaps exist, and what funders are likely to expect. You'll gain greater confidence and a clear, practical roadmap for moving forward, whether that means applying for grants independently, engaging ongoing support, or intentionally waiting until the timing is right.

[click here to view program details](#)

your investment

\$1,500

what you'll get:

- ✓ A comprehensive grant readiness assessment covering strategy, programs, finances, governance, capacity, and storytelling
- ✓ One-on-one working sessions focused on grant fundamentals, alignment, and decision-making
- ✓ A customized grant readiness plan outlining priorities, recommendations, and next steps



Grant Strategy Coaching

Coaching provides flexible, one-on-one support for nonprofit leaders who need strategic guidance but aren't looking for full-service grant writing. It's especially well-suited for small or emerging organizations navigating grants, systems-building, leadership decisions, or growth with limited internal capacity. Our focus is on helping you think clearly, prioritize effectively, and move forward with confidence.

Rather than taking work off your plate, coaching is designed to strengthen your ability to do the work well. You'll have a thought partner to help you assess opportunities, troubleshoot challenges, and make informed decisions while building internal knowledge and systems you can carry forward.

[click here to view program details](#)

what you'll get:

- ✓ Regular one-on-one coaching sessions focused on strategy, grants, and organizational decision-making
- ✓ Review and feedback on proposals, budgets, and planning materials
- ✓ Ongoing guidance between sessions to support real-time questions and priorities

monthly investment

\$350

biweekly meetings

\$500

weekly meetings

Training & Workshops

Carpenter Nonprofit Consulting offers practical, skill-based trainings designed for nonprofit staff, leaders, and boards working in real-world conditions. Sessions focus on grant strategy, governance, program design, storytelling, and organizational decision-making, with an emphasis on clarity, alignment, and tools participants can actually use after the training ends.

Trainings are offered in a range of formats, from short workshops to full-day or multi-session engagements, and can be delivered virtually or in person. Custom trainings are also available and are developed in collaboration with your team to reflect your goals, audience, and context. A full list of available trainings, formats, and standard investment details is available in our Training Catalog.

[click here to access the full training catalog](#)

what you'll get:

- ✓ Expert-led sessions grounded in current nonprofit and funding practices
- ✓ Interactive learning with practical tools, examples, and shared language
- ✓ Resource materials participants can reference and use beyond the session

**training fees start at
\$450 virtual | \$600 in-person**



Strategic Planning Facilitation

Our two-day strategic planning process gives nonprofit leaders and boards the space to slow down, take stock, and work through big questions together. It's designed for organizations that want more than a list of ideas - groups that are ready to make choices about priorities, direction, and what they can realistically take on in the years ahead.

We blend careful preparation with facilitated conversation and synthesis, helping participants surface patterns, test assumptions, and reach shared conclusions. By the end of the engagement, organizations have a clear set of strategic priorities and a practical roadmap that leadership can use to guide decisions, communicate direction, and move forward with confidence.

[click here to view program details](#)

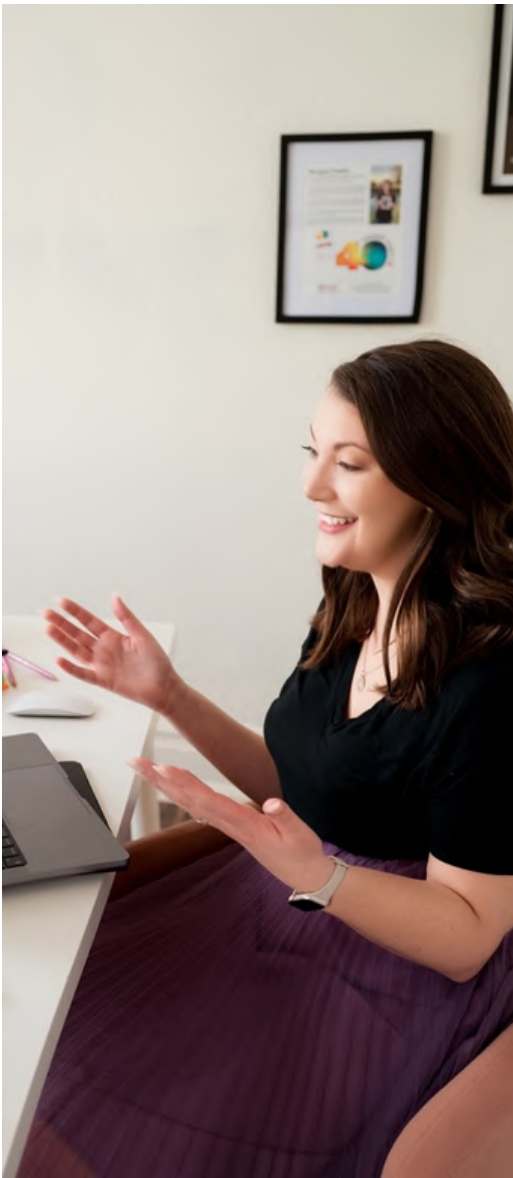
your investment

\$5,000

what you'll get:

- ✓ Pre-retreat preparation, including document review and leadership & stakeholder input
- ✓ Two full days of professionally facilitated, in-person strategic planning
- ✓ A comprehensive strategic planning report outlining priorities, goals, and a multi-year roadmap
- ✓ Post-retreat synthesis and leadership-ready materials to support implementation and communication





Board Development & Training

Board development and training support nonprofits at many different stages, from organizations with established boards looking to strengthen governance and engagement, to newer nonprofits building their board structure for the first time. This work meets boards where they are, whether that means clarifying roles and responsibilities, addressing growing pains, or laying a solid foundation as leadership and membership evolve.

Engagements are customized based on your organization's context, goals, and capacity. Some focus on targeted training sessions around core governance topics; others take a more comprehensive approach that blends assessment, facilitated discussion, and practical tools to support stronger board function over time. The emphasis throughout is on clarity, shared responsibility, and governance practices that actually support staff and mission.

[click here to view program details](#)

what you'll get:

- ✓ Assessment-informed board training or foundational guidance tailored to your stage of development
- ✓ Facilitated sessions covering governance, fiduciary responsibilities, roles, and board culture
- ✓ Practical tools and resources boards can use between meetings and as membership changes

typical investment

\$3,500

full program

\$600+

ad-hoc workshops

Frequently Asked Questions

What is your typical lead time for new projects or retainers?

Lead time varies by service and time of year, but most new engagements begin a few weeks after our initial conversation.

How do we decide which service is the right fit?

If you're interested in a particular service(s), please reach out for a more detailed guide that outlines scope, structure, and investment in greater depth. Many clients also find it helpful to talk through goals, timing, and capacity together before deciding, so feel free to schedule a discovery call with me if you have questions.

What if the listed investment is outside our current budget?

If the work feels aligned but the listed investment is a stretch, it may be possible to adjust scope, timing, or sequencing, including phased or alternative approaches. I can also provide a custom proposal and budget for organizations seeking capacity-building grant funding.

What is your "win rate?" Do you guarantee funding?

Grant funding can't be guaranteed, and success rates vary widely based on organizational readiness and funder alignment. My work emphasizes fit, sustainability, and long-term positioning rather than short-term metrics alone.

Do you work on commission, contingency, or a percentage of grant awards?

No. This practice violates professional ethical standards and can create financial and compliance risks for nonprofits (learn more here). I work exclusively on a retainer or per-project basis.

Engagement Details

Most engagements begin with a conversation to confirm fit, scope, and timing. Services are structured to be realistic about capacity – both yours and mine – and are designed to support sustainable progress rather than short-term fixes. Because my work is hands-on and relationship-centered, availability for ongoing engagements may be limited at certain times of the year.

Project-based services are scoped in advance; ongoing work is prioritized for clients seeking continuity and long-term partnership. In all cases, clarity about goals and expectations guides our work.

pricing philosophy

My pricing reflects the level of expertise and strategy involved in each engagement. To ensure these rates remain fair and competitive, I regularly benchmark my fees against industry standards. Whenever possible, services are structured as flat fees or monthly retainers to support clarity and predictability.

If you're interested in working together but the listed investment feels out of reach, I encourage you to reach out. Scope, timing, or sequencing can sometimes be adjusted to better align with organizational capacity.

Next Steps

I'd love to learn more about your organization and the work you're doing. If you're interested in exploring how I could support your goals, the steps below outline a simple way to start the conversation.

to get started:

- 1 Schedule a conversation.**
[Click here](#) to book a time that works for you. This conversation gives us space to talk through your goals, timing, and needs.
- 2 Share a bit of background information.**
After scheduling, you'll have the option to share some context about your organization so our time together is productive and well spent.
- 3 Determine next steps together.**
If it feels like a good fit, we'll identify a clear path forward, whether that's a specific service, a phased approach, or another recommendation aligned with your priorities.

Thank you for taking the time to review this overview. I know how much care and intention goes into leading mission-driven work, and I'd welcome the opportunity to learn more about your organization and explore how I might support your goals. I'd love to continue the conversation!

Morgan



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[Schedule a Meeting With Me](#)



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