

# LOFTUSGROUP LLC

Operating & Financial Management Services for Nonprofits

Integrating Turnaround Management  
& Nonprofit Expertise

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# Contact Information

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# Introduction

The Nonprofit Division of LoftusGroup LLC is a unique merger of turnaround management and nonprofit expertise. Through the integration of private sector turnaround management talent with proven nonprofit management skills, we have built a strong and effective nonprofit consulting team (see “Biographies”) to assist nonprofit entities by:

- Providing Early Intervention Assistance
- Designing & Executing Turnaround Strategies
- Establishing Transparency for Constituents
- Integrating Information & Management Processes for Effective Execution

# Achieving Mission Effectiveness

In both Profit and Nonprofit entities, successful execution is predicated on:

- **USABLE** information that is timely, accurate and appropriate for making operating and financial decisions
- **USEFUL** management processes to distribute and use the information
- **USE** of the information by effective skill sets to focus and facilitate the execution of the strategies and agendas of the operation

The LoftusGroup formula for mission success focuses on strategy, governance, financial management and managing constituents.

# Strategy

- Defining the Mission
- Refining Long-Term Goals and Objectives
- Finding the Financial Resources
- Assembling the Human & Other Resources Required to Execute the Mission

# Governance

- Leadership
- Culture
- Defining Roles
- Processes
- Skill Sets
- Accountability

# Financial Management

- Using Metric Trends to Uncover and Address Financial and Operating Strengths and Weaknesses
- Creating and Executing Optimal Operating and Capital Budgets
- Cash Flow Analysis: Projecting Sources and Uses of Funds
- Achieving Consistent Operating and Financial Results Year-to-Year

# Managing Key Constituents

- Identifying Key Constituents
- Engaging Constituents to Achieve Goals and Objectives
- Maximizing Volunteer Talent
- Writing Successful Grant Proposals
- Negotiating with Potential Institutional Donors

# Biographies

## William F. Loftus



Graduate of Yale University (BA), University of Michigan Law School (JD), New York University Law School (LLM) and Harvard Business School (CFM). Held Senior Executive positions in several Fortune 100 companies including E.I. du Pont de Nemours & Company, Allied Chemical (now Honeywell Corporation) and USAir Inc. Consultant assignments have included positions as Chief Executive Officer, Chief Financial Officer and Chief Restructuring Officer in numerous situations requiring new management, as well as consulting relationships with boards of directors, managements, lenders and investors. Active as board member, advisor and fundraiser for private schools, the National Technical Institute for the Hearing Impaired, the U.S. Deaf Olympic Teams, Adoption Agencies, Schools for the Hearing Impaired and Federal Laws dealing with the education of the handicapped, including learning disabilities and hearing impaired.

## Stephen C. Katter



Graduate of University of Notre Dame (BA) and Pennsylvania State University (MBA) with extensive experience in corporate banking/finance, Fortune 500 and smaller equity-owned businesses. Formal credit training with Mellon Bank. Held analytical positions in Corporate Finance with Wachovia Bank and Foreign Exchange trading with Westpac Bank. As Assistant Treasurer with Asarco, one of the world's largest copper mining companies, responsible for credit oversight of \$120 million in accounts receivable, management of an \$80 million asset disposition process, investor relations and oversight of a \$1 billion pension portfolio. As Treasurer of Hobart West, a private \$180 million legal services business, designed treasury platform including cash forecast, highly automated lockbox program, interest rate risk management and oversight of an offshore workers' compensation program. Negotiated a \$30 million refinancing and a \$5 million capital leasing program. Since 1997 has served on the Board of the New York Chapter of a large national Nonprofit Health Organization. During six years as Vice President, was instrumental in establishing signature fund-raising events that have raised several million dollars.

## **Lisa R. Berlinger**



Graduate of Georgetown University (A.B.) and The University of Texas at Austin (Ph.D.) (Management). Led the Program on Nonprofit Organizations (PONPO) at Yale University 1998-2002. Yale University Associate Research Scientist (1998-2002) and Research Affiliate/Visiting Fellow (1994-1997; 2003-2005). Was on Faculty at Case Western Reserve, School of Management (1991-1995) and served on the Board or Advisory Board of a number of nonprofit organizations. Consulted and published in the areas of individual assessment, leadership competencies and skill building, organizational evaluation and effectiveness. Worked with organizations to obtain grants from foundations ranging from local to international. Assisted organizations post-award with project design, implementation and designing evaluations. Currently Associate Editor for the journal Nonprofit Management & Leadership.

## Vincent J. Pitts



Graduate of Yale University (BA), Harvard University (PH.D.). Has thirty years of experience in banking and finance, spending twelve years at Manufacturers Hanover Trust in New York with various assignments in commercial, corporate and international business, and another seventeen years with financial institutions in New England, including Shawmut and Fleet/BankBoston. Has had extensive direct and managerial responsibility for a large portfolio of distressed not-for-profit institutions in the fields of higher and secondary education, human and community services, religious organizations and health services. Served on the board of several nonprofit organizations, provided informal consultation and financial presentations to others and has taught in the MBA program at Quinnipiac University.

## Carl J. Deddens



Graduate of Ohio State University (BA), the University of Arizona (MA) and Thunderbird, The American Graduate School of International Management (MBA). Held senior positions in several Fortune 100 corporations. Joined worldwide apparel maker Warnaco Inc. in 1996 and helped achieve revenue growth from \$0.9 billion to \$2.2 billion. Joined \$2 billion worldwide cosmetics concern, Revlon Inc., in 1986, shortly after its acquisition by MacAndrews & Forbes Holdings and raised over \$5 billion in the bank and public bond markets and managed multiple acquisitions and divestitures from \$10 million to \$1.1 billion. Joined Honeywell Corporation in 1981 in the oil and gas subsidiary and transferred to corporate headquarters of the \$12 billion conglomerate participating in various financial functions including acquisitions and divestitures. President of the Board of Directors of the Greater New York Chapter of the American Liver Foundation (“ALF”) from 1998 to 2005. Currently member of the ALF Board of Directors. As Board President, initiated signature annual fund-raising event for the ALF consisting of a five-star chef prepared culinary gala at the Pierre Hotel in New York.