

Help Build a Financially Resilient Non-Profit Sector for Canada

Traditional non-profit funding models are one of diminishing returns, while community demand for services and costs continue to rise. Without the ability to build financial resilience, the non-profit sector faces significant challenges that affect all Canadians.

To transform, Canada's non-profits must find new ways to deliver programs and services that support not only impact, but also financial resilience and growth. This resilience ensures non-profits can retain and develop valuable staff, respond to growing community needs, and increase community-owned assets.

The Thriving Non-Profits Journey

Since 2016, Thriving Non-Profits has supported hundreds of organizations to transform their approach to fundraising and revenue development through a unique capacity-building approach that includes learning, expert support, and access to investment.

Organizations that are part of the Thriving Non-Profits Journey use tools like revenue diversification, entrepreneurial thinking, and social finance. Together, these tools create financially strong organizations that are able to meet the demands of today.

Plan: Facilitated learning and expert coaching gives organizations the mindset and skills needed to create revenue diversification action plans designed to support long-term growth and increased impact.

Activate: Custom consulting and ongoing coaching turns action plans into strategic, launchable, investment-ready projects.

Invest: Walk beside support ensures organizations are ready to receive investment and connected into our deep network of values-aligned capital providers across Canada.



Infrastructure that Builds the Pathway to Resilience

When these pillars work together, they create the infrastructure needed for a resilient non-profit sector: a steady stream of well-designed, revenue generating and investment-ready opportunities backed by values-aligned capital, helping non-profits strengthen their financial future and continue delivering essential services within a changing socio-economic and geopolitical environment.

30+ Cohorts to Date

450+ Participating organizations

Before the Program

How confident do you feel about your organization's financial future?

Only 30% felt confident or very confident

After the Program

96%

We have a better understanding of revenue streams we can attract or develop

93%

We believe we will be able to generate more revenue

89%

We feel more confident in our financial future

89%

We believe we will be more resilient

Why It Works:



Planning & learning

This first stage expands vision and confidence, shifts mindsets, and gives non-profit leaders a structured way to think about revenue diversification, assets, and long-term resilience. It is where organizations begin seeing themselves as capable of designing sustainable revenue opportunities, not just applying for grants.



Activation through expert support

The second stage stress-tests and supports the integration of revenue diversification ideas. Organizations receive ongoing coaching, tailored consulting, and investment readiness support to translate concepts into concrete plans, ensuring that opportunities become feasible, lower risk, and positioned to succeed.



The right investment capital

With the right knowledge, a clear plan, and a de-risked opportunity, the right capital can flow into projects that are investment-ready, aligned with impact goals, and backed by solid financial and operational thinking. This is where plans become real, paving the way for long-term revenue streams, community-owned assets, and new social enterprises.

Built **by** Non-Profit Leaders **for** Non-Profit Leaders

Thriving Non-Profits is developed and delivered by Scale Collaborative. Since 2014, we have worked at the intersection of capacity building, impact investment, and sector-strengthening research, helping Canada's non-profits move from scarcity to long-term sustainability and increase their impact, so they can help solve today's biggest challenges and create healthy, resilient communities.



Partnership Opportunities

Funders across Canada partner with Thriving Non-Profits to strengthen their grantees through a systems-level solution. By providing bursary support for learning, access to activation support, and investment-readiness, Thriving Non-Profits partnerships help stabilize the sector, reduce long-term reliance on grants, and build lasting financial resilience for Canada's non-profits.

Reach out to Kristi Rivait at krivait@thrivingnonprofits.ca to explore partnership opportunities.



"We have been partnering with Scale Collaborative since 2016 as a way to strengthen the capacity of our sector within our region. Through our partnership, the program has provided a way to support organizations 'beyond the cheque' and move them closer to financial stability and away from a reliance on restricted grants so they can have greater impact."

– Carol Hall, Director of Strategic Initiatives, Victoria Foundation