

Legal Name of Consulting Firm or Independent Consultant:	Schulman Consulting
Legal Structure of Organization:	LLC
Year Practice Founded:	2015
Number of Individuals in Firm:	1
Names and Titles of Individuals in Firm:	Andrew Schulman, Principal
Languages Spoken on Staff:	English
Firm or Consultant Address:	1835 S. Ogden Drive
Firm or Consultant City:	Los Angeles
Firm or Consultant Zip Code:	90019
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RFQ Contact Phone:	(646) 295-4935
RFQ Contact Email:	andrew@schulmanconsulting.com
Geographic Area Served by Firm:	United States
Any additional, relevant information regarding your consulting practice:	Schulman Consulting is America's only consulting and advisory firm exclusively focused on the fiscal sponsorship sector, guiding dozens of clients – fiscal sponsors and sponsored projects, large and small – in overcoming a variety of challenges. The firm currently focuses on three areas:

* Assisting Fiscal Sponsors in building capacity, tackling strategic challenges and improving operations, often while undergoing a change or lifecycle transition,
* Guiding Sponsored Projects with readiness assessments, financial analyses, planning and execution around project separations, project transfers and initial sponsor identification,
* Original Sector Research and Convenings, including the "Fiscal Sponsor Conversations" a weekly Zoom to help sponsor staff learn from peers and experts in the field. Our values-focused, and analytical approach to this work allows us to find solutions that account for impact, equity and efficiency.

How many strategic restructuring negotiations have you been involved with?

Facilitating a new fiscal sponsorship relationship (on behalf of the fiscally-sponsored project) 12

Facilitating/designing a new fiscal sponsorship relationship/program (on behalf of the fiscal-sponsor) 7

Advising an organization through a process by which they graduate out of fiscal sponsorship 16

How many NSI funded strategic restructuring negotiations have you or your firm been involved with?

None

Name all NSI-funded negotiations:

NA

How would you describe the range of diversity reflected in your firm's consultants?

At this point, we only have one consultant who is a white male. That being said, we have successfully worked with clients from different cultures, of different genders and with a variety of abilities. We approach each engagement and each individual as a unique person with their own perspectives and gifts to share.

Briefly describe 1-3 examples of restructuring negotiations with which you have been involved:

While not falling within the NSI's current, strict definition of "restructuring negotiations/implementations," we have worked with dozens of organizations that are either moving into, or out of fiscal sponsorship, as well as those moving from one sponsor (often with less capacity) to another sponsor (usually with more capacity). In addition, we have counseled a number of nonprofits that were looking to become fiscal sponsors in how to create their program "right from the start."

Identify all nonprofit areas within which you have worked as a paid employee or consultant:

Our work is mission-agnostic. We have worked with clients focused on all of the above.

Add any other information you feel would aid in understanding the value you or your consulting firm can bring to a strategic restructuring negotiation:

We bring a deep and extensive knowledge of a broad array of fiscal sponsorship related activities -- both on the sponsor and sponsored project levels. Fiscal sponsorship's benefits dovetail well with the goals of NSI's work and we hope to assist wherever possible as the need arises.

Reference Client #1, Name of Organization:

Evergreen Social Impact

Name of other organizations involved in the negotiation:

NA

Reference Client #1, Contact Name:

Beth Harvey

Reference Client #1, Contact Phone:

(206) 569-5587

Reference Client #1, Contact Email:

beth@evergreensocialimpact.org

Brief description of the strategic restructuring project:

Counseling this startup nonprofit in the Seattle area on how to initially structure and operate a fiscal sponsorship program.

Reference Client #2, Contact Name:

Social and Environmental Entrepreneurs (SEE)

Reference Client #2, Contact Phone:

Jennfier Hoffman

Reference Client #2, Contact Email:

(818) 225-9150

Brief description of the strategic restructuring project:

SEE is a large fiscal sponsor based in Calabasas. The organization has been a client in a number of capacities: We've assisted them on technology-related work, provided ongoing counsel to the Executive Director and conducted a fiscal sponsor-focused compensation and benefits study on their behalf. We've also counseled more than 10 of their projects at different points in time.