



To the Good

Donor and Nonprofit Partnerships

Helping donors and nonprofits review, plan, and implement their goals.

www.tothegood.net

TO THE GOOD

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To the Good is a trusted advisor to donors and nonprofits providing reviews, planning, board development, fundraising, and other counsel.

I serve as an objective thought and work partner to clients. Whether conducting reviews or engaged in planning, grant-making, fundraising, boardroom or C-suite discussions, I listen first, hold up a mirror second, and then chart a course in partnership toward client goals. While some focus on only one aspect of building and sustaining a foundation or nonprofit, I incorporate each of the interconnected areas of planning, board development, and fundraising since all are necessary to thrive. I choose my clients for their compelling missions and competent, compassionate individuals in the boardroom and executive offices.

For more than three decades, I have enjoyed teaching and learning with clients, fellow board members, colleagues, and students. I launched To the Good to expand advising relationships with donors and nonprofits after a career serving as the Founding and Executive Director of Prep@ Pingree, a ground-breaking academic enrichment, scholarship, and jobs program for underserved young people.

I am grateful to the many people who have traveled with me on this journey. Whether you are a client, advisor, vendor or other important partner, please know how much I appreciate your trust, encouragement, services, and counsel.

With great respect and gratitude for your example and company,



Steve Filosa, JD, CAP
Founder & Principal, To the Good

The math major and former Advanced Placement Statistics teacher in me can't resist sharing a few numbers to describe To the Good:

Over the Last Five Years

More than 50 Clients and 75 Discrete Projects

Hundreds of annual presentations and publications

1,000's of planning conversations, board and committee meetings, and publications.

One million cups of hot chocolate, phone calls, Zooms, and walks with great people doing good

Not nearly enough rounds of golf with clients



Donor Clients

Identify and vet potential grantees, review grant applications and grantee reporting, conduct grantee site visits, help manage and nourish boards, provide planning, board development and fundraising counsel to donor's grantees.



Opportunity and bridge building at Harvard Law School thanks to TTG client JK Knights Foundation's The Honorable Sidney Barthwell, Jr. Scholarship Fund

*"JK Knights Foundation asked Steve to partner with us when we were considering **how to grow and further define our philanthropic initiatives**. We knew that his deep, front line experience working with so many other foundations and nonprofits for decades would help our team add more depth and breadth to our philanthropic investments and identity. Steve's upbeat and patient demeanor keeps us moving forward in a way that suits our schedules and needs."*

– Jim Bailey, Co-Founder of Cambridge Associates and JK Knights Foundation

*"Our foundation funded Steve to work with a nonprofit that we've always been proud to support in the hopes that he could help get us unstuck in the boardroom and with our fundraising efforts. **Thanks in part to his ability to listen, help us hear each other, and nudge us in the right direction, we have a new culture building in the boardroom and administrative team, especially as it relates to financially sustaining this important institution**."*

– Suzanne Wright, Ibrahim El-Hefni Technical Training Foundation Trustee

Planning, Board Development, and Fundraising with Notre Dame Cristo Rey High School





*"Highland Street Foundation asked Steve to work with one of our nonprofit partners through our Community Impact Consultants initiative. We knew that his deep experience and credibility from having served as a courageous founding executive director for decades would help our grantee's board move forward from Covid with **a thoughtful, informed, and practical strategic planning solution that met their needs**. His patience and determination helped the group hone its best options while finding common ground, an increasingly rare thing in this world."*

– David McGrath, Highland Street Foundation Trustee

Anonymous (6)
Abbot and Dorothy H. Stevens Foundation
Amelia Peabody Foundation
Beauport Financial Services
Bernard M. Gordon Charitable Trust
Eastern Bank Foundation
EBSCO Information Services
Highland Street Foundation
Ibrahim El-Hefni Technical Training Foundation
Ipswich Education Foundation
It Kicks! Foundation
JK Knights Foundation
Someone Else's Child Foundation
The Tower Foundation

Nonprofit Clients

Strategic planning, board development, fundraising, and executive coaching with amazing nonprofits.

"I've known Steve since my predecessor introduced me to him as someone who could help YDO. For about 15 years, we've enjoyed and learned from our conversations about doing the hard work that is often missing from the rhetoric and many pledges from leaders stating their intentions to invest in communities like Lawrence. As an adviser to my Board, ***Steve is helping me mentor and shape the next generation of staff and Board leadership at a critical time for YDO as we transition from founding to the next generation of administration and governance****. Our 20th anniversary is fast approaching and we are imagining a campaign that would provide a more solid foundation for YDO's next 20 years. Steve is helping us honor our past while skillfully nudging us to form new habits with confidence and courage."*

– Mark Kampert, Executive Director, Youth Development Organization

"When we started working with Steve three years ago, EHSSM had a strong community behind it, but our annual fund needed work, and we hadn't undertaken a major capital campaign since purchasing our historic shipyard in the early 1990's. Steve helped us recognize the fundraising potential that was already here and gave us the tools and confidence to act on it. Since then, ***our annual fund has nearly quadrupled, and this year we raised almost $1 million to purchase a transformational property next to our campus****. Steve has a remarkable ability to read a room, connect with all kinds of people, and help an organization think bigger without losing sight of what already makes it strong. He helped us see what we were capable of, and then helped us go do it."*

– KD Montgomery, Essex Historical Society & Shipbuilding Museum, Executive Director





"I've known Steve and worked with him toward my dream of providing access to high quality education for more than thirty years. In a world full of virtue signalers who are late or even insincere about making systemic changes needed today, ***I consider Steve to be the real deal*** *when it comes to thinking about and most importantly, DOING, the hard work of creating a startup and leveling a very uneven playing field through education."*

– Rob Dixon, Founder and CEO of RISE Academy

Abbott Lawrence Academy
Ascension Memorial Church
Augustus A. White Institute for Healthcare Equity
Baltimore Collegiate School for Boys
DNTU Limit
Essex Historical Society & Shipbuilding Museum
GovsPLUS at the Governor's Academy
Hammond Castle & Museum
Hawthorne Youth & Community Center
Heathmere Center for Cultural Engagement
Ipswich Local News
Ipswich Government Study Committee
Ipswich River Watershed Association
Island Autism Group
Lantern Court (OH)
Lawrence Community Works, Inc.
Mengo Hospital Partners (Kampala, Uganda)
The NAN Project
New England Forestry Foundation
Notre Dame Cristo Rey High School
Our Space
Paraclete Center
Partners in Child Development
Red Oak Camp (OH)
RISE Academy
The Sawyer Free Library
Three Sisters Garden Project
Waring School
Youth Development Organization
YMCA of the North Shore

Pro Bono Clients

Joy and learning with Hackley School's Hudson Scholars

"I became aware of Steve nearly a decade ago because of his work leading Prep@Pingree and as a board member of Steppingstone Foundation's National Partnership for Educational Access. I wanted to start a program for underserved young people at my independent school just north of Manhattan to provide opportunities to deserving young people and to build important bridges between our school and the local community. My hope was that this program would not only bring access and benefits to the middle school Scholars, but that it would also provide valuable experiences for Hackley students to grow and learn from this partnership. ***Steve's counsel on building program, enrolling and supporting our Scholars, balancing my own responsibilities, and navigating internal politics and decision making, has been integral to our growth****."*

– David Sykes, Founding Director of Hackley School's Hudson Scholars

"A family friend introduced me to Steve because they thought he could help me organize and fundraise for a nonprofit delivering healthcare in Palestine. I am currently in the middle of medical school so building a fundraising case with compelling materials and a plan is not in my wheelhouse, nor do I have time to spare. Thankfully ***Steve can help me think through and implement*** *how to go about launching an initiative that I care a lot about and the world desperately needs."*

– Dr. Henry Louis, Health for Palestine

TTG client Health for Palestine





"Steve's advice was spot on and ***we really appreciate him for creating a road map of next steps*** for us. It is an absolute pleasure to speak with Steve. The highlight of my day."

– Founders and Current Leadership of Private Schools with a Public Purpose

Individuals (10)
Belmont Hill School
Health for Palestine
Hudson Scholars at Hackley School (NY)
New York Athletic Club
Private Schools with a Public Purpose (CA)
Spark Academy

Connect with Steve

Because I enjoy relationships with donors and nonprofits, I have the benefit of understanding each from my own experiences and through their perspectives on each other.

Through To the Good relationships, I am lucky to partner with talented and dedicated people doing important work.

To date, one half of my clients are donors: family foundations, bank foundations, businesses, and individuals. One half are nonprofits: farms, community centers, churches, youth organizations, environmental organizations, museums, local newspapers, libraries, hospitals, and health care providers.

Much of my client base is in Greater Lawrence, Greater Boston, and the North Shore. To the Good clients also include organizations on Martha's Vineyard and in Baltimore, New York, Cleveland, California, and Kampala, Uganda.

Most projects revolve around the three interconnected areas of planning, board development, and fundraising (especially but not exclusive to nonprofits).

I am grateful for requests for my counsel and could not be more energized by the people I've met, places I've been, and issues I've learned about thanks to my clients, family, friends, colleagues, and other partners.

If you want to give more strategically, grow and nourish your board, or reimagine your fundraising, please be in touch for a conversation.

To learn more about
To the Good, please contact:

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