

THE ALLIANCE FOR NONPROFIT GROWTH & OPPORTUNITY

TANGO

PARTNER & PROGRAM GUIDE

2026

Helping Nonprofit Organizations Thrive

A graphic of the TANGO logo, featuring the word "TANGO" in red capital letters. To the right of the text is a cluster of yellow and orange circles of varying sizes, arranged in a pattern that resembles a stylized flower or a starburst. The entire logo is set against a white background that is part of a large white semi-circle at the bottom of the cover.

TANGO



The **A**lliance for **N**onprofit **G**rowth & **O**ppportunity (**TANGO**) is a powerful community helping over 2,000 nonprofit organizations reach their mission.

TANGO offers our nonprofit Members a platform of business services through the help of our socially conscious TANGO Partners (For-Profit businesses) that provide **exclusive offerings** and **discounted pricing** to help your organization's business needs. TANGO is funded by NFP, an Aon company, and our For-Profit TANGO Partners, enabling nonprofit organizations to become TANGO Members **at no cost!**

TANGO also provides mission support through an array of programs and complimentary educational workshops throughout the year. In these workshops, our members learn how to implement best business practices to improve and sustain your nonprofit organization.

Keep this Partner Guide handy for the next time you need specific business services within your organization.

For more information about TANGO please visit www.tangoalliance.org or call us at **877.708.2646**.

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View exclusive offers for TANGO Members on the Partner pages.

ADP

is a proud TANGO Partner

Services: Payroll Services



At **ADP**, what we do is about people. Although we have a strong history of providing solutions for human resource challenges, we strive to do more than that. We challenge ourselves to anticipate, think forward and take action in a way that empowers us to shape the changing world of work. For over 70 years, we've led the way in defining the future of business solutions. ADP is proud to be named the 2023 Fortune® World's Most Admired Companies™ list again for 17 consecutive years.

We are a comprehensive global provider of cloud-based human capital management (HCM) solutions that unite HR, payroll, talent, time, tax and benefits administration, and a leader in business outsourcing services, analytics and compliance expertise. Our unmatched experience, deep insights and cutting-edge technology have transformed human resources from a back-office administrative function to a strategic business advantage. Nonprofits depend on reliable payroll and HR services to drive their mission forward. With ADP, you gain essential tools to nurture connections, control costs, help meet compliance obligations and empower your people.

"Innovation is at the heart of what we do... and time-tested experience has proven actively listening to what people need and want keeps the world of work progressing forward... Through changing times, we are proud that ADP has empowered businesses and their people for more than 70 years."

-Maria Black, President and CEO

KEY SERVICES

- Full Suite Human Capital Management Technology
- Payroll, Tax, Time & Talent Management Tools
- 360 Degree Retirement Plan Administration
- Fully Integrated Pre-Employment Screening
- Award winning DEI and Pay Equity Modules
- Competitive Pay visibility by Job and Region
- Compliance Management & Reporting
- Dedicated Account Manager Service Model

SPECIAL SAVINGS FOR TANGO MEMBERS

- 75% off implementation fees
- 30% discounted recurring fees plus free months promotions
- Waived benefit carrier connections
- Waived Employee Navigator Connector for new ADP customers
- Dedicated account manager

ADP

Contact:

Hudson Woodward
914-815-6005 | Hudson.Woodward@adp.com

Website: www.adp.com

TANGO Region Served:
Nationwide

Awecast

is a proud TANGO Partner

Services: Event Production – Video, Sound & Lighting, Content Creation



Awecast a partner of TANGO, is a full-service content creation and event production powerhouse positioned at the intersection of traditional craftsmanship and modern technology.

From our hub between New York City and Boston, we deliver high-impact video & content production, commercial photography, and seamless live event execution.

We specialize in translating complex brand goals into compelling visual narratives, whether through social & interest media content, television commercials, educational series, or high stakes fundraising content

KEY SERVICES

- Event Production – Video, Sound & Lighting
- LIVE streaming
- Digital video production
- Online virtual event management
- Content creation
- Podcast production
- Drone video & photography, mapping

- Podcast production
- Actors & multi-lingual voice talent
- Editing & post-production
- Captioning & transcription services
- Distribution to social, web & television
- Production consulting & training

SPECIAL SAVINGS FOR TANGO MEMBERS

Our team of production experts is dedicated to collaborating with you to seamlessly integrate your messaging into a top-tier video content that resonates with your target audience and effectively promotes your organization's brand awareness.

TANGO Region Served:
Nationwide

Awecast

13 Park Place West
Winsted, CT 06098

Contact: Albert Petrunti

Phone: 877-431-1011

Email: ap@awecast.com

Website: www.awecast.com

Bay State Bank

is a proud TANGO Partner

Services: Banking & Financial Services



Customer-focused and community-driven, **Bay State Bank** is a mutual financial institution with over 130 years of experience helping individuals, businesses, and nonprofits reach their goals. We offer a comprehensive range of banking solutions, everything from everyday financial tools to tailored lending services, all designed to support long-term success.

What sets us apart is our deep personal approach and unwavering commitment to partnership. These values have helped us build trusted relationships across Massachusetts and beyond.

Guided by our mission, *Be More. Together*, we're proud to empower the people and organizations that strengthen our communities every day.



KEY SERVICES

- Specialized checking and savings accounts for nonprofits
- Treasury management solutions, including ACH, wire transfers, and Positive Pay
- Remote deposit capture for convenient, secure deposits

- Commercial lending tailored to your organization's needs
- Nonprofit credit card options with flexible terms
- Lines of credit to support cash flow and growth
- Financing equipment purchases and real estate investments
- Personalized support from dedicated relationship managers
- Community reinvestment initiatives and financial education program.

SPECIAL SAVINGS FOR TANGO MEMBERS

- Local, complimentary banking relationship managers tailored to your organization's unique needs
- Preferred lending rates for nonprofits (subject to credit approval)
- Discounted closing and processing fees on eligible loan products
- Local underwriting with a personalized approach—because no two organizations are the same
- Quick turnaround times to keep your mission moving forward
- Highly competitive deposit products and rates to help maximize your funds
- 100% deposit insurance—FDIC coverage up to \$250,000, with full protection beyond that through the Depositors Insurance Fund (DIF)
- Exclusive employee benefits through our Bank at Work program, including special offers on checking, savings, consumer loans, mortgages, and home equity products

Bay State Bank

28 Franklin Street
Worcester MA 01608

Contact: Evelyn Toney, VP
Business and Community Development

Phone: 508.890.9023

Email: Etoney@baystatebank.com

Website: www.baystatebank.com

TANGO Region Served:

*New England, with headquarters
in Worcester, Massachusetts*

Cause Inspired

is a proud TANGO Partner

Services: Marketing



Cause Inspired is a leader in leveraging the Google Ad Grant program to empower nonprofits. With a deep understanding of the grant, we use it as a cornerstone to craft impactful digital marketing campaigns that educate audiences and drive meaningful change.

Our expertise goes well beyond Google's cost-per-click ads. We integrate branding, web design, and SEO strategies to ensure nonprofits reach their target audiences at every stage online. As one of only 400 Google Premier Partners in the United States, we deliver inspiring results for the nonprofits we serve.

By offering all services under one roof, we ensure every aspect of a nonprofit's online presence works seamlessly together. Our team of specialists collaborates to build integrated marketing plans that are proven to perform.

KEY SERVICES

- Google Ad Grants Management
- Targeted Paid Ads (Facebook, Instagram, YouTube, Bing, Google, LinkedIn)
- Google Tag Manager ROI & Conversion Tracking
- Google Analytics Tracking and Analysis
- Client Dashboard and Monthly Reporting
- Search Engine Optimization (SEO)
- Website Design and Development
- Website Platform Migration Services
- Custom Development and Programming
- Comprehensive Branding Services
- SEO Focused Content Writing

SPECIAL SAVINGS FOR TANGO MEMBERS

- 1st Month is Donated
- Free Existing Google Ad Grant Audit
- No Set Up or Onboarding Fee for Google Ad Grant Services
- 10% Discount on Website Development Services

TANGO Region Served:
Nationwide

Cause Inspired

2200 N Ponce de Leon Blvd, STE 6
St. Augustine, FL 32084

Contact: Lauren Peterson

Phone: 904-217-5278

Email:

lauren.peterson@causeinspiredmedia.com

Website: www.causeinspiredmedia.com

A background image showing a group of diverse people of various ages and ethnicities jumping joyfully with their arms raised in the air. The image is overlaid with a semi-transparent orange-red gradient.

Helping develop the next generation of nonprofit leadership

The TANGO Foundation was created to financially support educational opportunities for individuals who work in the nonprofit sector.

Our **“Nonprofit Rising Star Scholarships”** are awarded to individuals who have demonstrated a pattern of success and a passion for the work they perform. These funds will support the continued professional development of these rising stars so they can be more impactful within their organizations. The TANGO Foundation’s mission is to help groom the next generation of nonprofit leadership.

We thank our corporate and individual contributors. Your generosity is helping to build tomorrow's nonprofit leaders.

To learn more, make a nomination or donation, please visit our website at:
www.tangoalliance.org/foundation

CFO Selections

is a proud TANGO Partner

Services: Fractional, Interim, and Project-Based CFOs and Controllers, Accountants and Bookkeepers, and Executive Search and Recruiting

CFO[®] SELECTIONS

Serving Clients Since 2002

CFO Selections LLC was founded in 2002 in the belief that small and mid-sized businesses and nonprofit organizations deserved the same caliber of financial expertise typically only available to large companies.

Our consultants are the key to our success. Each has 15-30 years of experience which means they have seen your problem before and can drop in with guidance quickly. We spend a lot of time with them up front so you don't have to.

We will introduce them to you after our proprietary way of matching the right consultant to the business needs. Our consultants step in quickly and make an immediate impact.

Philanthropy is at our core - we believe that all companies have a responsibility to give back to their communities and the CFO Selections Foundation has invested significantly in our communities since its inception in 2007.

[reference: [The CFOS Foundation](#)]

TANGO Region Served:
*Colorado, Washington, Oregon
and Texas*

KEY SERVICES

- Cash Flow Forecasting
- Financial Assessments
- Audit preparation
- Produce and Maintain accurate financial reports
- Complete a one-time financial related project
- Staff augmentation – helping your team achieve their goals
- Produce, Maintain or update a budget

SPECIAL SAVINGS FOR TANGO MEMBERS

- 10% discount for CFO related services



CFO Selections

1550 Larimer Street, #244
Denver, CO 80202

Contact:

Kari Chapman, Colorado Practice Manager

Phone: 720-355-0431

Email: kchapman@cfoselections.com

Website: www.cfoselections.com

CohnReznick

is a proud TANGO Partner

Services: Accounting & Finance



CohnReznick is one of the top accounting, tax, and advisory firms in the United States, combining the deep resources of a national firm with the hands-on, agile approach that today's dynamic business environment demands. With diverse industry expertise, the firm provides companies with the insight and experience to help them break through and seize growth opportunities.

The firm, with origins dating back to 1919, is headquartered in New York, NY with 5,200 employees in offices nationwide. CohnReznick is a member of Nexia International, a global network of independent accountancy, tax, and business advisors.

CohnReznick services more than 1,000 nonprofit organizations, which includes social service organizations, healthcare organizations, housing development organizations, charter and independent schools, museums,

professional associations, fundraising organizations, and private foundations. Our multi-disciplinary team can identify issues and provide guidance related to consolidation and financial reporting and the tax implication of specific transactions.

KEY SERVICES

- Accounting
- Finance

SPECIAL SAVINGS FOR TANGO MEMBERS

- Discounted billing rates for nonprofits
- Free educational seminars and roundtables, some of which qualify for CPE credit

Plus other Special Nonprofit perks:

- Access to Thought Leadership
- Access to Webinars

CohnReznick

350 Church Street
Hartford, CT 06103
Moving in August 2026

Contact: Paul Ballasy

Phone: 959-200-7244

Email: Paul.Ballasy@CohnReznick.com

Website: www.cohnreznick.com

TANGO Region Served:
Nationwide

Connecticut Sun

is a proud TANGO Partner

Services: Entertainment & Events



The **Connecticut Sun** is a professional women's basketball team playing in the Women's National Basketball Association (WNBA), and play at Mohegan Sun Arena in Uncasville, CT. We are committed to taking an active interest in the well-being of our community. We strive to empower those around us through, athletic, educational, and empowering endeavors. We look forward to hosting your next business function, community event, fundraiser, and much more!

The Connecticut Sun takes pride in giving back to the community where our fans live, work and play. We are committed to supporting The Nonprofit Sector and using our resources to leave a lasting legacy in Connecticut.

KEY SERVICES

- Entertainment
- Events

TANGO Region Served:
Connecticut, Rhode Island,
Massachusetts

SPECIAL OFFERS FOR TANGO MEMBERS

- Discounted ticket pricing for all Connecticut Sun Home Games
- Exclusive Fan Experience opportunities
- Player & Mascot Appearances
- Opportunity to promote your organization at Sun Home Games
- Opportunity to raise money for your organization
- Ticket & Food Bundles
- Combined Community Events

Connecticut Sun

1 Mohegan Sun Blvd
Uncasville, CT 06382

Contact: Dan Tamburro
Director of Ticket Sales & Service
Phone: 860-862-4059 | **Cell:** 860-857-7769
Email: dtamburro@connecticutsun.com
Website: www.connecticutsun.com

The Connection

is a proud TANGO Partner

Services: Professional Development, Training & Consultation



The Connection Institute for Innovative Practice

TRAINING | PROFESSIONAL DEVELOPMENT | CONSULTATION

The Institute for Innovative Practice at **The Connection** provides quality professional development, training, and consultation to help people, communities, and organizations meet their mission. The proceeds from The Institute are reinvested into The Connection's programs that address the complex problems of homelessness, behavioral healthcare, substance use treatment, and improving child welfare.

Our mission is to help you meet yours.

KEY SERVICES

Training: Our trainings are curated and delivered by industry experts and are available in person or virtually.

- Leadership Development
- Organizational Health
- Diversity, Equity, Inclusion and Belonging (DEIB)

- Wellness at Work
- The Successful and Accountable Nonprofit
- Certification Courses

Consultation: Our team of professional consultants have the expertise to guide and support your organization in the following areas:

- Leadership Coaching
- DEIB – Assessment and Planning
- Strategic Planning
- Grant Writing
- Project Management
- Development & Communications Strategy
- Preparing Your Organization for Accreditation

SPECIAL SAVINGS FOR TANGO MEMBERS

- 20% for custom training and coaching

The Connection

100 Roscommon Dr, Ste. 203
Middletown CT 06457

Contact: Jessica Smith, LMFT

Phone: 860-736-6979

Website: www.theconnectioninc.org

TANGO Region Served:

We can work virtually to meet you where you are.

Constant Contact

is a proud TANGO Partner

Services: Email & Digital Marketing



Constant Contact strives to help the small stand tall by empowering nonprofits and small businesses to deliver digital marketing with ease. Grow your audience and engage existing donors and volunteers with industry-leading email marketing, powerful list-growth tools, automation, SMS text messaging, social media marketing, and reporting.

Constant Contact proudly serves tens of thousands of nonprofits. We're here to help whenever you need with award winning and free customer support.

KEY SERVICES

- Time-saving automations
- Email, social, SMS, and more
- Landing pages & sign-up Forms
- Event management & payment
- Tracking & reporting
- AI-enabled content & campaign builder
- Integrations with hundreds of other services

SPECIAL SAVINGS FOR TANGO MEMBERS

- Nonprofits get access to exclusive savings of 20% when you prepay for 6 months, and 30% when you prepay for 12 months. This discount never expires.

If you call Constant Contact directly, make sure to mention your organization is a member of TANGO.

TANGO Region Served:
Global

Constant Contact

1601 Trapelo Rd
Waltham, MA 02451

Customer Success Line: 855-783-2308
Website: www.constantcontact.com

ContinuumCloud

is a proud TANGO Partner

Services: Cloud-based software solutions designed for nonprofits & Human Services organizations



ContinuumCloud offers a spectrum of cloudbased software solutions intentionally designed to meet the unique needs of nonprofits & health and human services organizations. These solutions include an HCM system, an EHR platform, and a Patient Engagement app. Through these offerings, ContinuumCloud empowers organizations to provide high-quality care and deliver on their mission.

HCM & Payroll: A Position Control-based HCM & Payroll solution designed for nonprofits & human services organizations, encompass the entire employee life cycle. DATISe3 combines Recruiting & Onboarding, Benefits Administration, Timekeeping & Payroll, Self Service, Credential & Performance Management, and Business Analytics within a single unified solution.

EHR & RCM: Electronic Health Record solution for mental health and SUD, I/DD, foster care, educational services, and more. Our cloud-based EHR platform features comprehensive

solutions that can help you manage your caseload, schedule, documentation, revenue cycle, and more.

Patient Engagement: An interactive mobile app designed to foster long-term engagement with the individuals you serve. Continually engage and support clients toward their treatment goals & improve outcomes by integrating patient engagement throughout multiple levels of care to foster continuous support and engagement.

KEY SERVICES

- Position Control-based HCM & Payroll Software
- Configurable Electronic Health Record Software
- Patient Engagement App
- Consultative Implementation

SPECIAL SAVINGS FOR TANGO MEMBERS

- Discounted rates on consultative implementation by industry experts
- Negotiated, competitive subscription fee pricing
- Discounted registration for ContinuumCloud's annual client conference
- Opportunity to join ContinuumCloud's Client Advisory Board

ContinuumCloud

100 S. Ashley Dr. Ste. 1500
Tampa, FL 33602

Contact: Jasmine Hasler

Email: jhasler@continuumcloud.com

Contact: Michael Keenan

Email: mkeen@continuumcloud.com

Phone: 704-562-5871

Website: www.ContinuumCloud.com

TANGO Region Served:
Nationwide

Delta Dental

is a proud TANGO Partner

Services: Dental & Vision Benefits



Delta Dental of New Jersey is the leading local and national dental benefits provider, offering over 2.1 million people across New Jersey and Connecticut access to the largest networks. Our New Jersey-based customer service representatives and NJ/CT account managers are dedicated to delivering personalized support and easy administration so members can get the most from their benefits. Plus, we offer best-in-class vision solutions through our partnership with VSP and access to a no-cost hearing savings program through Amplifon Hearing Healthcare.

We also understand the challenges nonprofits face—because we share a similar mission. As a not-for-profit organization, we're committed to giving back and making a meaningful impact in our communities. Through our Delta Dental of New Jersey Foundation, a 501(c)(3) grant-giving organization, we provide critical funding to support oral health initiatives across New Jersey and Connecticut. In 2024 alone, we awarded \$2.23 million to 57 community programs, helping more than 40,000 people in need access essential dental care. With a mission to improve oral health for the underinsured and uninsured, our Foundation has invested more than \$26 million in dental care and education since 1986.

We know that when nonprofit employees stay healthy, they can continue making a difference in their communities. That's why we're committed to supporting organizations like yours with access to quality dental and vision benefits that help keep your team healthy and focused on their mission.

At Delta Dental, we live out our guiding principle that everyone deserves a healthy smile.

KEY SERVICES

- Comprehensive dental and vision plans
- Access to the largest local and national networks
- Group coverage (including voluntary and employer-paid)
- Individual/Family plan options
- Extra benefits for those with special healthcare needs
- Savings on hearing aids and exams with our Hearing Savings Program
- Local, New-Jersey based customer service
- 24-hour teledentistry
- No waiting periods

SPECIAL SAVINGS FOR TANGO MEMBERS

- Preferred pricing for New Jersey-based companies
- Preferred pricing for Connecticut-based companies in specific counties

TANGO Region Served:
New Jersey & Connecticut

Contact: James Cannon
Email: jcannon@deltadentalct.com

Phone: 860-207-2320
Website: www.DeltaDentalNJ.com
www.DeltaDentalCT.com

Edison Institute

is a proud TANGO Partner

Services: Governance Training



The Edison Institute provides nonprofit board governance training designed to strengthen leadership, improve board performance, and build healthier relationships between board members and executive staff. Through interactive workshops, customized retreats, and practical tools, the Institute helps organizations clarify roles, improve communication, strengthen accountability, and create boards that are better equipped to advance their missions.

KEY SERVICES

- Customized Board Retreats
- Interactive Governance Workshops
- Bylaw Review and Governance Assessments
- Strategic Planning and Facilitation

SPECIAL SAVINGS FOR TANGO MEMBERS

- TANGO members receive a 10% discount on customized board retreats and governance training services.

The Edison Institute

Contact: Brandon Eldridge
Founder and Lead Facilitator

Phone: 719-287-0459

Email: theedisoninstitute@gmail.com

Website: www.edisoninstitute.net

TANGO Regions Served:

Colorado, and organizations nationwide through virtual training and consultation.

Fiducient Advisors

is a proud TANGO Partner

Services: Investment Management/Advisory Services



For three decades, **Fiducient Advisors** has supported investment fiduciaries/committees by delivering customized investment solutions and governance advice. This includes close to 300 nonprofit organizations across the country for whom Fiducient supports their unique asset pools, whether that be an endowment, foundation, reserve pool, or the like. Focused on investment and governance support, Fiducient maintains offices across the country with 210 professionals and over \$345 billion in fiduciary assets under advisement/management. Our customized approach ranges from Implemented Consulting (i.e., traditional advisory/nondiscretionary) to OCIO (Outsourced Chief Investment Officer) as well as combinations of the two, per a client's preferences.

Fiducient supports pools over \$15 million. Larger pools often have more complex investment and governance needs, such as private markets, ESG, or aligning the organization's pool(s) with the broader mission. Supporting a broad array of nonprofit organizations (e.g., education, healthcare, cultural, etc.), Fiducient looks forward to bringing our experience to bear in support of your nonprofit.

TANGO Region Served:
Nationwide

KEY SERVICES

- The Fiducient Advisors "Investment Office" – a true extension of your organization's board, investment committee & staff
- Fully Tailored Solutions
- Proprietary Fiduciary Governance Calendar – proactive stewardship for your Investment Committee
- Strategic Asset Allocation
- Risk Budgeting
- Manager Search & Selection – supported by dedicated manager research and 30+ CFA charterholders
- Mission-Aligned Investing
- Spending Policy Analysis & Development
- Fiduciary Education for your Board/Committee/Staff
- Customized Performance Reporting
- Preparing Your Organization for Accreditation

SPECIAL SAVINGS FOR TANGO MEMBERS

- At no cost, a no-obligation review of your organization's investment portfolio(s) with a member of Fiducient's team.

Fiducient Advisors

Contact: Christian Coleman, Partner
Director of Business Development

Phone: 860-697-7432

Email: ccoleman@fiducient.com

Website: www.fiducientadvisors.com

Financial One Accounting

is a proud TANGO Partner

Services: Accounting & Finance



Financial One was formed in 1987 and was created specifically to serve nonprofit organizations, providing them with accurate, timely, and useful financial information. With limited financial resources, nonprofits struggle to find the best mix of expertise and value. Our firm has been built by optimizing both value and specialized experience through a team approach to services. Our service teams are comprised of CFO's, controllers, accountants, and para-professionals, allowing for best practice procedures, cost efficiencies, optimal internal controls, and concise analysis.

Financial One knows the business of being a nonprofit, and will partner with you toward achieving your mission.

KEY SERVICES

- Daily Accounting
- Accounts payable, payroll, billing and
- Financial and managerial reporting
- Budgeting/Forecasting
- Grants Management
- Strategy/Governance
- Policies and Procedures
- Board & Management Dashboards

SPECIAL SAVINGS FOR TANGO MEMBERS

- Discounted Rates for Accounting & Consulting services
- Educational training on various Non-Profit topics of interest
- Start up fees will be waived for TANGO members

Financial One Accounting

100 Amston Rd.
Colchester, CT 06415

Contact: Patrick Gill
Director of East Coast Operations

Phone: 860-399-7262

Email: pgill@finoneinc.com

Website: www.finoneinc.com

TANGO Region Served:
Connecticut

Fiondella Milone & Lasaracina, LLP (FML)

is a proud TANGO Partner

Services: Assurance and Advisory, Business Consulting & Tax Services



EXPERIENCE THAT COUNTS

ASSURANCE · TAX · ADVISORY SERVICES

FML offers our clients of all industries the hands-on approach of a local advisor with the breadth and depth of expertise of a national firm. Our specialized not-for-profit team brings over four decades of focused experience to the accounting and assurance industry, coupled with a firm-wide commitment to transparency and communication, ensuring our clients receive the best services tailored to their unique circumstances.

FML has been named a top 10 accounting firm in Greater Hartford by the Hartford Business Journal since 2018. Our proven history of excellence working with our clients and in the nonprofit community has helped us to grow from a small practice to a regional firm of over 100 in 20 years.

FML serves a vast range of not-for-profit organizations throughout New England, including, but not limited to: social service programs, museums, performing arts, membership organizations, religious groups, and charitable foundations.

TANGO Region Served:
Glastonbury (Headquarters),
Avon, Enfield, New Haven,
Stamford, Stafford Springs

FML's not-for-profit experts help organizations manage their tax and assurance needs so they can focus on what really counts: their mission.

KEY SERVICES

- Assurance & Advisory
- Business Consulting
- Tax Services

SPECIAL SAVINGS FOR TANGO MEMBERS

- Free Educational Trainings
- Articles on current and evolving topics that directly and indirectly affect the not-for-profit industry
- Discounted rates for assurance and consulting services

FML

Headquarters:
300 Winding Brook Drive
Glastonbury, CT 06033

Contact: Amber Tucker
Phone: 860-657-3651
Email: atucker@fmllcpas.com
Website: www.fmlcpas.com

Fisher Phillips

is a proud TANGO Partner

Services: Fisher Phillips is an international labor and employment firm providing practical business solutions for employers' workplace legal problems.



Fisher Phillips has decades of experience both representing and serving in leadership roles at non-profits across diverse sectors and we bring practical, strategic solutions tailored to your needs. Our clients include schools, foundations and charitable, cultural, religious, advocacy, social welfare, humanitarian aid, industry associations, and membership organizations.

We align our legal strategies with your organization's vision, helping you mitigate risks, maintain compliance, and foster a supportive workplace. No matter the issues you face, you'll work with an attorney who understands the nuances of labor and employment law as they apply to non-profit and tax-exempt organizations like yours.

KEY SERVICES

- Defense of litigation
- Training & Education
- Compliance, Governance, & Ethics
- Labor Relations
- Wage & Hour Compliance
- Employee Benefits & Executive Compensation
- Workplace Investigations
- Crisis Management & Communications
- Data Privacy & AI Compliance
- Diversity, Equity & Inclusion (DEI) Compliance
- Immigration Compliance

SPECIAL SAVINGS FOR TANGO MEMBERS

- TANGO members will receive a 10% discount on the hourly rate of the TANGO relationship partner

Fisher Phillips

Two Logan Square, 12th Floor
100 N. 18th Street,
Philadelphia, PA 19103

Contact: Susan M. Guerette, Esq.

Office: 610-230-2133

Email: sguerette@fisherphillips.com

Website: www.fisherphillips.com

TANGO Region Served:
Worldwide

First Nonprofit

is a proud TANGO Partner

Services: Unemployment Savings Programs



Over 30 years ago, **First Nonprofit** set out on its mission to fix a major problem impacting nonprofits: Nonprofit employers were forced to choose between paying the overpriced State Unemployment Insurance (SUI) tax for this mandatory insurance cost or exposing their organization to unforeseen risk by self-insuring their unemployment claims. To address this, First Nonprofit designed programs that allow 501(c)(3) nonprofits and governmental entities to take advantage of the savings that comes with reimbursement financing while minimizing risk.

Today, First Nonprofit (FNP) continues to adapt its unemployment tax savings programs to the increasing challenges the modern labor market brings and most importantly, meeting the ever changing needs of its clients. Whether you are looking to lower your unemployment costs, minimize your organization's claims liability, reduce the stress on your workforce associated with the claims process or simplify other aspects of the employment life cycle such as recruiting or developing your staff, FNP may just have the solutions your organization needs. More than 2,300 nonprofit organizations rely on FNP to help them maximize funds to further their missions.

KEY SERVICES

- Up to 60% savings over paying SUI taxes
- Fixed annual unemployment cost and budgetary certainty
- Insurance protection (first and last dollar or stop loss)
- Professional unemployment claims management, fraud detection and cost audits
- Posting of collateral (surety bonds) with state unemployment agencies
- FNPACCESS: Live HR advice, 250+ training courses, and living handbook builder
- FNPACCESS+ for organizations that remain in the state UI system
- We have a savings solution that meets all risk tolerances

SPECIAL SAVINGS FOR TANGO MEMBERS

- Free unemployment tax rate projections (available after July each year)
- State sponsored WorkShare/Short Term Compensation program financial analysis
- Discounted Unemployment Savings Program fees

TANGO Region Served:
Nationwide

First Nonprofit

Headquarters:

1 S. Wacker Drive, Suite 2380
Chicago, IL 60606

Contact: Tommy Ferentino

Title: Regional Director

Phone: 516-297-1672

Email: tferentino@firstnonprofit.com

Website: www.firstnonprofit.com

Harris Beach Murtha

is a proud TANGO Partner

Services: Legal



The Tax-Exempt Organizations Practice Group at **Harris Beach Murtha** counsels a diverse array of tax-exempt organizations including start-up public charities, social service providers, healthcare organizations, private foundations, educational institutions, religious institutions, social clubs and trade associations, among others.

In recent years, the Group has counseled clients in connection with cutting-edge projects such as the creation of integrated affiliated systems containing nonprofit and for-profit organizations as well as the conversions of nonprofit entities into for-profit entities and vice versa.

Harris Beach Murtha also regularly advises clients regarding planned giving issues as well as the navigation of mergers, affiliations, joint

ventures and other collaborations. The Group invests significant time in familiarizing itself with the nonprofit sector generally by regularly presenting to nonprofit executives, volunteer fiduciaries and advisors as well as serving in volunteer capacity for various tax-exempt organizations.

KEY SERVICES

- With over 250 attorneys in 16 offices throughout CT, MA, NJ, NY & Washington DC, Harris Beach Murtha LLP offers a full range of legal services to meet the local, regional and national needs of our clients
- Our practice encompasses litigation, regulatory and transactional representation of businesses, governmental units, tax-exempt organizations and individuals
- Core practice areas include litigation, finance and lending, labor and employment, bankruptcy and creditors' rights, construction, energy, health care, trusts and estates, affordable housing, employee benefits, real estate, land use, environmental, immigration and intellectual property

SPECIAL SAVINGS FOR TANGO MEMBERS

- Free and in-depth initial client consultations
- Access to mutually agreeable alternative fee arrangements to facilitate long-term and trust-based relationships
- On-site educational training on various topics of interest

Harris Beach Murtha

280 Trumbull Street, 12th Floor
Hartford, CT 06103

Contact: Edward B. Spinella

Phone: 860-240-6059

Email: espinella@harrisbeachmurtha.com

Contact: Julia P. Boisvert

Phone: (860) 240-6018

Email: jboisvert@harrisbeachmurtha.com

Website: www.harrisbeachmurtha.com

TANGO Region Served:

Connecticut, Massachusetts, New York

Hartford Athletic

is a proud TANGO Partner

Services: Entertainment & Events



HARTFORD Athletic is a professional Soccer team that is part of the United Soccer League (USL) Championship Level, established in 2019. Hartford Athletic is proud to bring the historic Trinity Health Stadium (previously known as Dillion Stadium) back to life as a community hub and the home of a Professional Soccer team in Connecticut. We are excited to bring the world's game of soccer, that is truly a cross-section of our diverse and vibrant community. We look forward to hosting your corporate outing, community events, etc. at Trinity Health Stadium this 2026 season

Here at Hartford Athletic we take great pride in our Green and Blue Foundation. The Green & Blue Foundation is a 501(c)(3) dedicated to making our community the best place to live, work, and play. Established in 2020, the Foundation strives to enhance the quality of life for youth and disadvantaged people in Connecticut, with a focus on making a difference for communities in need.

KEY SERVICES

- Live Entertainment
- Community Events
- Life-long Memories
- Brand Exposure

SPECIAL SAVINGS FOR TANGO MEMBERS

- Increase kickback Fundraising
- Season long discounted tickets for all Hartford Athletic Matches
- Fan experiences
- Discounted Non-profit Spotlight Package
- Player and Mascot Appearances
- Priority Venue Access

TANGO Region Served:
Connecticut

Hartford Athletic

Contact: Kaitlyn Judd

Senior Account Executive

Phone: 860-970-0240

Email: Kjudd@hartfordathletic.com

Website: www.hartfordathletic.com

The Hartford Yard Goats

is a proud TANGO Partner

Services: Entertainment & Events



The Hartford Yard Goats are the Eastern League AA Affiliate of the Colorado Rockies, playing in downtown Hartford at the brand new Dunkin' Park; recently voted the "Best AA Ballpark in America."

The Yards Goats are dedicated to providing a fun, safe and memorable experience to all who visit the friendly confines of Dunkin' Park. This state-of-the-art facility is a versatile indoor/outdoor venue where you can not only watch future Major League stars play, but can host your next business meeting, community fundraiser, or social event!

KEY SERVICES

- Entertainment
- Events
- Venue Space for corporate events

SPECIAL SAVINGS FOR TANGO MEMBERS

- Special fundraiser pricing on tickets for future games
- Provide unique experiences at Dunkin' Park such as stadium tours, radio interviews, on-field presentations, and more
- Provide mascot appearances
- Provide ticket and promotional donations
- Opportunity to advertise and promote your business or nonprofit organization
- Opportunity to use Dunkin' Park for non-baseball related events

Hartford Yard Goats

1214 Main Street
Hartford, CT 06103

Contact: Spencer Martindale

Phone: 860-240-5583

Email: Smartindale@yardgoatsbaseball.com

Website: www.yardgoatsbaseball.com

TANGO Region Served:
Connecticut

Leary Public Affairs, LLC

is a proud TANGO Partner

Services: Lobbying, Law, Consulting, Communications

Leary Public Affairs, LLC

Leary Public Affairs LLC is a new lobbying and law firm that specializes in issues advocacy, policy and legal analysis, coalition building, strategic communications, and crisis management. Due to its founder's three decades of experience as a policymaker, attorney, lobbyist, and public policy advocate, LPA is uniquely positioned to serve nonprofit, healthcare, and higher education institutions.

To succeed in today's environment of rapid legislative, regulatory, and funding changes, institutions need strategic, knowledgeable, and effective advocates and advisors. With decades of experience advising top government officials, CEOs and senior executives, and implementing successful political, policy and communications strategies, LPA's founder is well-positioned to help your nonprofit navigate these turbulent times and sustain your ability to implement your vital mission.

KEY SERVICES

- Government Relations & Lobbying
- Policy & Legal Analysis
- Coalition Building
- Strategic Communications
- Crisis Management

SPECIAL SAVINGS FOR TANGO MEMBERS

- Discounted consulting rates for TANGO members.

TANGO Region Served:
Massachusetts

Leary Public Affairs, LLC

100 Front Street, Suite 401
Worcester, MA 01608

Contact: James B. Leary, Esq.
Office: 508-794-7763 **Mobile:** 508-981-6216
Email: jleary@learypublicaffairs.com
Website: www.learypublicaffairs.com

NFP, an Aon company

is a proud TANGO Partner

Services: Employee Benefits & Risk Management, Business Consultation, HR & Compliance



An Aon Company

Your nonprofit is unique, and your coverage should be, too. **NFP** works hard to support you in this thriving sector. We'll work closely with you to help protect your organization, so you can serve others. Go ahead: pursue your mission with peace of mind. Let us help take care of your risk and your people.

The emergence of new pressures, such as new technologies, changing demographics, tax and budgetary uncertainty, and a tight labor market are challenging the nonprofit sector to adapt and build new opportunities.

We go above and beyond by delivering comprehensive, competitive and customizable insurance and risk management solutions aimed at protecting you and your organization from losses. We also work to reduce your insurance by offering a network of resources including claims management, contract review, loss control and risk management consultation.

Our experts are also well equipped to address some of the unique needs of nonprofit benefits and HR management, such as properly rewarding your star players without

drawing negative public scrutiny. At every stage of the employee journey, we can help you support your people and maximize efficiency.

Let's share your mission, vision and drive to support your charitable calling together.

KEY SERVICES

- Employee Benefits
- Executive Benefits
- Life Insurance
- Retirement Plans
- Talent Solutions
- Property & Casualty
- Risk Management
- Workers Comp

SPECIAL SAVINGS FOR TANGO MEMBERS

The combined scale of NFP an Aon company being the second largest insurance advisory / brokerage firm in the world, plus TANGO's 2000+ members enables us to create unique solutions tailored to TANGO's nonprofit membership. This is one way our organization demonstrates our commitment to supporting the nonprofit sector and the communities we live in.

- Aggregated insurance programs built for nonprofits
- Negotiated proprietary insurance company discounts
- Discounted vendor and administrative services
- Customized Center's of Excellence for TANGO Members
- Highly experienced advisors specifically focused on nonprofits

NFP is TANGO's largest fiscal sponsor and have been involved since TANGO's creation.



An Aon Company

29 S. Main Street, West Hartford, CT 06107

Rollin Schuster, Managing Director
860-559-0697 or rollin.schuster@nfp.com

Augusto Russell, Vice President
860-817-3100 or augusto.russell@nfp.com

Website: www.nfp.com

TANGO Region Served:
Worldwide

Women Take The Lead

AN INSPIRING TANGO INITIATIVE



Women Take The Lead (W TTL) is a peer group that helps women in the nonprofit sector by providing peer networking, education, business development, and mentorship.

Led by female leaders in both the nonprofit and for-profit sectors, **Women Take The Lead's** goal is to build a community of women who support one another through thought leadership to help them expand their professional networking group and advance their careers.

While providing members a sanctuary to share their challenges, W TTL is eager to discuss topics not taking place in the boardroom.

W TTL is open to women working in the nonprofit sector or at companies that support the sector.



For meeting dates and more info visit our website at TangoAlliance.org/wttl

Philadelphia Insurance Companies

is a proud TANGO Partner

Services: General liability insurance, property, auto, excess, umbrella, management liability, cyber insurance, volunteer accident insurance and more.



PHILADELPHIA
INSURANCE COMPANIES

A Member of the Tokio Marine Group

PHLY, delivers comprehensive insurance coverage and risk management expertise in over 120 specialized business markets across the country. For over 60 years, we've focused on delivering unsurpassed customer service to our policyholders, agents, and broker partners.

Headquartered just outside of Philadelphia and with more than 2,000 employees strategically located across the U.S., we consistently provide value-added coverages and services to customers. Our commitment to unsurpassed customer service, industry-leading financial strength, and talented employees help set us apart from other companies.

PHLY is also a proud a member of the Tokio Marine Group, one of the largest global insurance groups in the world and a top 20 P/C carrier in the U.S.*

TANGO Region Served:
Nationwide

Philadelphia Insurance Companies

180 Glastonbury Boulevard, Suite 405
Glastonbury, CT 06033

Contact: Jayme Dorr, CIC, CRM, CIPA

Phone: 860-418-7458

Email: Jayme.Dorr@phly.com

Website: www.phly.com

KEY SERVICES

The PHLY Difference for Human and Social Services Organizations

- One carrier for every need including Commercial General Liability, Property, Professional Liability, Directors and Officers Liability (D & O) insurance for non-profits, Excess Liability, and Umbrella coverage
- Also available:
 - Abuse coverage
 - Fundraising Events coverage
 - Owned Automobile coverage
 - And more
- Coverage for special causes of loss on building, contents, loss of income, and extra expense
- Non-profit specific risk management services

Every non-profit insurance policy is custom-tailored to meet each organization's unique exposures.

SPECIAL SAVINGS FOR TANGO MEMBERS

- Free risk management services for policy holders
- PHLY to incorporate innovations and technology to help organizations manage and understand their risk and exposures at no or reduced costs to PHLY insureds, including:
 - **PHLYTRAC:** A vehicle telematics solution provided to PHLY auto insureds at no additional cost
 - **PHLYSENSE:** PHLY property insureds can access no-additional-cost leak and temperature monitoring program that can keep a property loss from becoming a multi-million dollar claim
 - **SmarterNOW:** A robust learning management system that provides a large library of online trainings that can be administered, tracked, and updated

Review our Superior Services document to see and learn more about the various resource partners and how they can help mitigate losses and enforce your risk management efforts.

Schooley Mitchell

is a proud TANGO Partner

Services: Schooley Mitchell helps nonprofits reduce and manage essential operating expenses through independent vendor audits, uncovering meaningful savings that average 28%.



SCHOOLEY MITCHELL

With nearly 400 offices across North America, **Schooley Mitchell** is the largest independent cost reduction consultancy on the continent. We have served over 32,000 clients—including some of the most respected names in the nonprofit sector—and delivered more than \$1 billion in documented savings.

Our proprietary software and best-in-class vendor pricing database set us apart, enabling us to monitor contracts, vendors, and pricing with unmatched precision. This technology, combined with our ongoing monthly audits, ensures nonprofits receive maximum value, avoid billing errors, and stay ahead of compliance risks.

For nearly 30 years, Schooley Mitchell has helped organizations redirect essential dollars back to their mission of changing lives. Our nonprofit-dedicated team brings firsthand experience from being served by nonprofits, serving on boards, founding organizations, and advocating for causes such as homelessness, at-risk youth, scientific research, and reintegration for formerly incarcerated women. Nonprofits of all sizes—nationally recognized and local—trust us to help them help others.

Some of the respected nonprofits we've served include: Beth Isreal, Babson College, Learning Center for the Deaf, United Way, Make-A-Wish, Habitat for Humanity, Goodwill, Catholic Charities, and more.

We're honored to support the nonprofit community and excited to join the TANGO Alliance to help its members thrive.

TANGO Regions Served:
Nationwide

KEY SERVICES

Offering Cost-Reduction Consulting Services On:

- Telecom (landline, internet, wireless, data)
- Waste (office, industrial, hazardous, medical, recycling)
- Credit card processing fees
- Facility supplies (cleaning, bathroom, office, breakroom)
- Uniforms and linens (sheets, towels, floor mats, uniforms)
- Software (Microsoft Office, Adobe, Google Workspace)
- Small package shipping (FedEx, UPS, USPS)
- Additional categories: fuel, compressed gases, electronic logging devices, utilities, packaging & shipping supplies

SPECIAL SAVINGS FOR TANGO MEMBERS

- TANGO members receive a free, one-hour meeting to review the expense portion of their P&L
- TANGO members can engage Schooley Mitchell on a shared-savings basis where organizations would otherwise require hourly consulting.
- TANGO members receive a 25% discount on hourly fees for engagements that are not structured around shared savings.

Schooley Mitchell

90 Canal St, 4th Fl
Boston, MA 02114

Contact: T.D. Thompson

Phone: 617-794-1803

Email: nonprofit.dt@schooleymitchell.com

Website: www.schooleymitchell.com

Supporting Strategies

is a proud TANGO Partner

Services: Nonprofit Accounting & Financial Operations



SUPPORTING
strategies®

At **Supporting Strategies**, we believe your mission deserves a foundation as strong as your vision. Founded in Boston and backed by over 20 years of excellence, we provide organizations driven by a mission with more than just bookkeeping. We deliver the financial intelligence necessary to scale your impact and secure your future.

Our team is US-based with deep experience in the nonprofit sector, with seamless technology to navigate the complexities of grant tracking, audit preparation, and donor management. By transforming complex data into clear and actionable insights, we empower your leadership to make confident and informed decisions.

We manage the rigorous demands of compliance and daily workflows so you can remain focused on the communities you serve. With two decades of proven success, we provide the stability you need to operate with confidence at every stage of growth.

KEY SERVICES

- **Essentials:** Accurate nonprofit bookkeeping
- **Insights:** Grant, budget, and board reporting
- **Compliance:** Audit preparation and filing support
- **Revenue:** Donation and grant management
- **Expenses:** Streamlined A/P workflows
- **People:** Payroll and benefits administration

SPECIAL SAVINGS FOR TANGO MEMBERS

- TANGO members receive a 10% discount designed to keep more funding focused on their primary mission.

Your dedicated accounting team serves as a seamless extension of your staff to provide consistent and personalized financial oversight.

Supporting Strategies

Contact: Courtney Kettleson

Phone: (414)333-8765

Email: ckettleson@supportingstrategies.com

Website: www.supportingstrategies.com

TANGO Region Served:
Nationwide

Tangible Development

is a proud TANGO Partner

Services: DEI organizational assessments, strategies, coaching, and training



of combined experience, offering global expertise in driving organizational and systemic change through a DEI perspective.

Our firm excels in working with municipalities, state and federal agencies, and non-profit organizations that serve diverse communities. We understand that DEI initiatives within the non-profit sector require a nuanced approach, balancing a range of voices while prioritizing the most marginalized groups. Our methodology emphasizes transparency, consistency, and active stakeholder engagement to ensure that every DEI project is effective and inclusive.

At Tangible Development, we are committed to navigating the complexities of the political environment and ensuring that our practices reflect the needs and voices of the communities you serve.

Founded in 2011, **Tangible Development** is a premier diversity, equity, an inclusion (DEI) consulting firm based in New York State, with a team across the United States. Our growing team has over 50 years

- **Communications Support**
 - Equity-Centered Social Media Review
 - Tailored Internal Communications Strategies & Support for DEI Projects and Programs
- **DEI Strategic Planning & Implementation Support**
 - Facilitation of DEI Visioning & Commitment Statements
 - Creation of DEI Strategic Plans
 - Implementation Measuring & Progress Reporting
- **Customized DEI Learning and Development**
 - Developmental Group and Individual Coaching
 - DEI Leadership Readiness Workshops
 - DEI Committee Capacity Building
 - Employee Resource Group (ERG) Program Development
 - DEI Train-the-Trainer Workshops
 - Custom E-Learning Offerings

KEY SERVICES

Measurable DEI Assessments:

- **Quantitative DEI Assessment Tools**
 - **DEI Climate Assessment Tool®™:**
Our tested & trademarked assessment tool built with the Siena College Research Institute
 - Custom Stakeholder Surveys
- **Qualitative DEI Assessments Tools**
 - Social & Organizational Identity-Based Focus Groups & Interviews
 - Equity-Focused Policy & Practice Review

SPECIAL SAVINGS FOR TANGO MEMBERS

- Discounted rate for TANGO members
- Maximize your Impact with Cost Savings for Bundled Services
- Scale Your DEI Efforts – Enroll Multiple Cohorts and TANGO members Save 10%!

TANGO Regions Served:
United States, Canada, Europe

Tangible Development

4 Century Hill Drive
Latham, NY 12111

Contact: Dr. LB Hannahs, President
Phone: (866) 525-2818, ext 104
Email: LB@tangibledevelopment.com
Website: www.tangibledevelopment.com

TCORS Capitol Group, LLC (TCG)

is a proud TANGO Partner

Services: Government Relations



TCORS Capitol Group, LLC (TCG) is a full-service government relations, association and event management firm that provides the highest quality of expertise and knowledge in the areas of lobbying, management and events. TCG provides clients with significant value and positive, clear results.

For over 30 years, TCG's professional staff has provided invaluable assistance to countless organizations.

KEY SERVICES

- Government Relations

SPECIAL SAVINGS FOR TANGO MEMBERS

Legislative Efforts

TCG can offer the following unique benefits and discounts to members:

- Provide free limited analysis on one (1) specific legislative proposal during the session months
- Free and in depth initial individual client consultations
- Free educational and roundtable opportunities concerning the "hot topics" at the legislature

TCORS Capitol Group, LLC (TCG)

701 Hebron Ave - Third Floor
Glastonbury, CT 06033

Contact: Alan Deckman

Phone: (860) 204-2411

Email: alan@ctcapitolgroup.com

Website: www.ctcapitolgroup.com

TANGO Regions Served:

Government Relations Connecticut

Wakefly

is a proud TANGO Partner

Services: Web Development, Design, Digital Marketing, Analytics, Accessibility, Website Management, Web Hosting, and Business Strategy



Founded in 2002, **Wakely** is a highly specialized, locally based digital firm built to deliver what larger agencies often cannot: focused attention, senior-level expertise, and true partnership. All work is handled by our in-house team of experienced professionals based in the United States who take the time to understand each partner's brand, goals, and challenges.

We work alongside our partners as trusted advisors who anticipate issues, refine performance, and drive meaningful results across digital platforms, infrastructure, and marketing initiatives. The strength of this approach is reflected in a 94 percent average annual partner retention rate, with many relationships lasting six years or more.

KEY SERVICES

- Web Design
- Development
- Strategy
- Digital Marketing

SPECIAL SAVINGS FOR TANGO MEMBERS

- **Member-Only Discounted Rates** off standard pricing for support, maintenance, and technical assistance
- **Flexible Payment Plans** that reduce upfront costs and support cash-flow management
- **Preferential Nonprofit Pricing Models** tailored for public-service and mission-driven organizations
- **Bundled Services at No Additional Cost**, including consulting and focused training
- **Complimentary Feature Enhancements and Add-Ons** available exclusively to members

TANGO Regions Served:
Nationwide

Wakefly

290 Turnpike Road, Suite 5-332
Westborough, MA 01581

Contact: Jacqueline Horton

Phone: 508-475-9934

Email: jhorton@wakefly.com

Website: www.wakefly.com

Wealthspire Advisors

is a proud TANGO Partner

Services: Investment Management & Financial Services



WEALTHSPIRE ADVISORS

Wealthspire Advisors is an independent advisor committed to serving clients in a fiduciary capacity and currently oversee more than \$28.98 billion in Assets Under Management.* Our team has decades of experience partnering with Endowments and Foundations to help you invest with a long-term approach that focuses on a disciplined strategy, optimal portfolio construction, and performance reporting that helps further your organization's mission.

At the heart of your organization is its purpose. We have the experience and capability to establish, clarify and incorporate an investment strategy that aligns with your organization's mission. Our firm specializes in small and mid-size Endowments and Foundations that have modest in-house resources and a need for minimizing operational costs. We aim to simplify your organization by helping establish key objectives, long-term growth, and capital preservation needs.

Wealthspire Advisors

29 South Main St. (Suite 300)
West Hartford, CT 06107

Contact: Benjamin D. Kille

Phone: (860) 561-1162 Ext. 1842

Email: ben.kille@wealthspire.com

Contact: Amy B. Miller

Phone: 860-561-1162 Ext. 1937

Email: amy.miller@wealthspire.com

Website: www.wealthspire.com

KEY SERVICES

- Investment Management
- Investment Committee Governance
- Investment Committee Education
- Investment Policy Statement creation and implementation
- Asset Allocation and Portfolio Construction
- Fee Analysis

SPECIAL SAVINGS FOR TANGO MEMBERS

- Competitive fee structure
- Thorough analysis or development of your organization's Investment Policy Statement and spending policy, setting the foundation for underlying investment strategy
- Ongoing investment monitoring against performance standards with detailed reporting capabilities

TANGO Region Served: *Nationwide*

Wealthspire Advisors LLC and its subsidiaries are separately registered investment advisers and subsidiary companies of NFP, an Aon company.

Wealthspire Advisors and TANGO have entered into an agreement pursuant to which Wealthspire Advisors pays an annual fee and TANGO promotes Wealthspire Advisors as a preferred service provider for TANGO Members. TANGO is not a current client of Wealthspire Advisors. The compensation paid by Wealthspire Advisors creates an incentive for TANGO to recommend Wealthspire Advisors, which creates a material conflict of interest.

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**Reflects combined AUM as of 9.30.2024 for Wealthspire Advisors LLC and its subsidiaries*

Worcester Red Sox

is a proud TANGO Partner

Services: Entertainment & Events



The **Worcester Red Sox** are the AAA Affiliate of the Boston Red Sox, playing in downtown Worcester at the brand-new Polar Park; recently voted the “Best AAA Ballpark in America.” The WooSox seek to provide a memorable day to anyone who visits the beautiful space that is Polar Park. Not only can you watch the future of Major League Baseball, but we are also proud to host a variety of indoor/outdoor events. Whether it’s a meeting for 10 people, a wedding for 200, or a festival for 10,000 people, we’re able to make your big day extra special right here in the Heart of the Commonwealth!



TANGO Region Served:
Massachusetts

KEY SERVICES

- Entertainment
- Events
- Venue Space for corporate events

SPECIAL SAVINGS FOR TANGO MEMBERS

- Provide unique experiences at Polar Park such as stadium tours, radio interviews, on-field presentations, and more
- Custom fundraiser ticket links for group outings at WooSox Home games
- Provide mascot appearances
- Provide in-kind donations for events or raffle prizes
- Opportunity to promote your community organization in the ballpark
- Opportunity to use Polar Park for non-baseball related events with a non-profit discount

Worcester Red Sox

100 Madison Street
Worcester, MA 01608

Contact: Emerson White

Phone: 508-500-1000 ext. 1017

Email: ewhite@woosox.com

Website: <https://www.milb.com/worcester>

Workers' Compensation Trust

is a proud TANGO Partner

Services: Workers' Compensation Insurance



For over 40 years, the **Workers' Compensation Trust** (Trust) has been one of Connecticut's premier workers' compensation insurance companies. The Trust is an employer mutual association that exclusively offers workers' compensation insurance to healthcare & human service employers in Connecticut. For the past several years, we have been ranked one of the top 3 workers' compensation insurers in Connecticut. Our specialized focus has enabled the Trust to offer its members exceptional expertise and services that traditional insurance companies can't match.

The combined factors of industry specialization, a singular focus on Connecticut and consistent premium returns has enabled the Trust to enjoy client retention percentages in the high 90's year after year.

Our commitment to reducing injuries controlling claim costs, and lowering workers' compensation premiums has paid big rewards to our members/policy holders through our premium return program.

Over \$91 million to date!

KEY SERVICES

Our commitment to reducing injuries:

- Loss Control Services
- Claims Administration
- Medical Cost Containment Program

SPECIAL SAVINGS FOR TANGO MEMBERS

- NSC Defensive Driving Course (New Members Only – Up to 6 individuals per organization)
- Extensive & Specialized Loss Control Services
- Educational Workshops
- Trust TeleCare
- Trust University
- Premium Returns

Workers' Compensation Trust

47 Barnes Industrial Park Road
Wallingford, CT 06492

Contact: Dennis Assis

Phone: (203) 678-0173

Email: assis@wctrust.com

Website: www.wctrust.com

TANGO Region Served:
Nationwide

ZIM Consulting

is a proud TANGO Partner

Services: Nonprofit consulting and implementation services.



ZIM was founded in 2006 to fill a significant gap. There was and continues to be, an abundance of nonprofits that need plans to grow their capacity to support their missions. While there were already many consultants who provided quality plans, few supported the implementation process of those plans. ZIM collaborates with nonprofits, supporting them in defining attainable objectives, setting realistic benchmarks, and accomplishing tasks that lead them toward their objectives.

In 2007, ZIM transitioned to being woman-owned and woman-led and under her guidance, now boasts a team of more than 25 dedicated and skilled staff members who provide direct assistance to nonprofits.

To date, ZIM has worked with approximately 600 nonprofits, raised more than \$500M, worked in 41 states and supported organizations providing services in all 50 states and in 121 countries. ZIM's clients, when working with ZIM, have directly impacted more than 11 million lives.

ZIM and our CEO have won significant awards for our work including recent awards: 2024 Finalist – Woman-BIPOC Owned Company of the Year (Denver Metro Chamber of Commerce) and Top 25 Most Powerful Women in Business in Colorado (Colorado Women's Chamber of Commerce – for our CEO).

KEY SERVICES

- Nonprofit Fundraising
 - Grant research, writing and cultivation support (All kinds: government, foundations, trusts, etc.)
 - Corporate research and cultivation support
 - Individual prospect research and major gift campaign support
- Nonprofit Strategy
 - Strategic, business, and succession planning; Case statements/development planning
 - Feasibility studies, program assessments, and earned revenue models
 - Facilitations, board and staff training, and retreats
- Nonprofit Recruiting
 - Targeted Board member searches
 - Executive and Development staff leadership searches
 - Interim Executive Director and Director of Advancement (or Development) placements

SPECIAL SAVINGS FOR TANGMEMBERS

- 10% off of the first contract

TANGO Region Served:
Nationwide

ZIM Consulting

Contact: Marty Zimmerman, President
Phone: 303-226-5478
Email: Marty@ZIMconsulting.com
Website: www.ZIMconsulting.com

TANGO's Diversity, Equity, & Inclusion Initiative

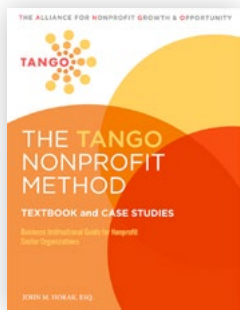
NONPROFIT ACADEMY

According to a 2017 study undertaken by BoardSource, the boards of directors of nonprofit organizations in this country are no more diverse racially and ethnically than they were 30 years ago.

During the same time, sector leaders have continually expressed their concern over this disparity. The nonprofit sector should be further along by now, and a different approach is necessary.

TANGO's DEI initiative was launched to increase the number of diverse individuals serving on nonprofit boards within their communities. Our program prepares these individuals to run an efficient and effective nonprofit from a business perspective.

The course encompasses the teachings of the TANGO Nonprofit Method, written by Jack Horak, Esq. Our graduates are fully prepared to become engaged board members ready to lead nonprofits into the future. TANGO can match graduates with nonprofits that align with their interests and provide alumni networking and mentorship on an ongoing basis.



For more
information, contact
Rollin Schuster at
info@tangoalliance.org

Or visit our website at
TangoAlliance.org/academy

THANK YOU TO OUR TANGO PARTNERS



Leary Public Affairs, LLC



THE ALLIANCE FOR NONPROFIT GROWTH & OPPORTUNITY



TANGO

29 S Main Street
West Hartford, CT 06107

877.708.2646

www.tangoalliance.org