

## CAPABILITY STATEMENT

Susan Hairston Consulting (SHC) Group offers a wide range of specialized, data-driven solutions aimed at helping Foundations, Nonprofits, and Government agencies achieve their mission and make a lasting impact. Our team, composed of experts in our core competencies, are specialists in serving marginalized communities. With a strong emphasis on organizational effectiveness and operational excellence, SHC delivers strategic consultation, training, fundraising, grants, contract and project management.

### CORE COMPETENCIES

- **Coaching & Training:** Provide personalized coaching to enhance individual and team performance.
- **Consulting:** Offer expert advice and tailored solutions to address complex organizational challenges.
- **Cultural & Change Management:** Guide organizations through cultural shifts and transitions, ensuring alignment with evolving goals and values while facilitating smooth transformations to achieve targeted outcomes.
- **Diversity, Equity, & Inclusion:** Implement strategies to foster inclusive environments, enhance workforce diversity, and ensure equitable practices.
- **Fundraising Research:** Provide in-depth research and analysis to inform and improve fundraising strategies.
- **Grant Making Operations:** Optimize grant-making processes to maximize impact and efficiency.
- **Organizational Assessment:** Conduct thorough assessments to identify strengths, weaknesses, and opportunities for improvement.
- **Strategic Planning:** Assist in developing robust, actionable strategic plans to achieve organizational objectives.

### PAST PERFORMANCE

- **Gary, Indiana Housing Authority:** SHC was engaged by the Gary (IN) Housing Authority to prepare a request to private investors for funding of an Envision Center that provides support to students interested in STEM careers.
- **The Robert Wood Johnson Foundation:** Since 2022, SHC has project managed RWJF's four-phased grants systems, policies and procedures needs assessment and system upgrade. In 2024, during the third phase of this project our exceptional partnership and timely delivery were highly commended by the board of trustees.

### DIFFERENTIATORS

- Deep expertise across diverse industries and sectors.
- Proven track record of delivering measurable results.
- Customized, client-centered approaches.
- Commitment to fostering sustainable and inclusive growth.

### VENDOR INFO

**Unique Entity ID** V6CLBVF2F7A3

**CAGE Code** 9NX49

**DUNS** 128863810

**Black/Woman-Owned Small Business**

**M/WBE & SBE Certified**

**WOSB Certified**

**New Jersey LLC** Est. 2020

### NAICS

**541611** Admin & General Management Consulting

**541612** Human Resources Consulting

**541614** Process, Distribution & Logistics Consulting

**541618** Other Management Consulting Services

**611430** Professional & Management Develop. Training

**813219** Other Grantmaking and Giving Services

### CLIENTS



### CONTACT

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