

Firm Snapshot

interSector Partners, L3C (interSector), founded in 2009, is a socially-responsible business with a **mission of helping nonprofits to become more sustainable, for-profits to become more socially responsible and government agencies to better support both in their communities.** interSector has worked with over 100 nonprofits and government entities. Its services to nonprofits include:

Strategic Planning	Feasibility Studies	Business planning
Social Enterprise Planning	Governance Support	Sustainability Planning
Decision-Making Processes	Stakeholder Input	Executive search

We base our work on a **consulting philosophy** that leads to successful achievement of client's desired outcomes. We work *with* clients to make the very best use of personal and organizational strengths and sort through how to most effectively address their opportunities and challenges.

Serving as an invested partner and advisor, a client's success is our success. We tailor our approaches to meet people where they are while continually challenging them to stretch to the next level. **We believe the consulting relationship is one of capacity building**, leaving considerably stronger organizations at the conclusion of every project we undertake.

Client Testimonials

We pride ourselves on lasting relationships with satisfied clients. Their words can tell our story far better than we can. A more complete accounting of client praise can be found at <https://www.intersectorl3c.com/testimonials>. Here is a sampling of interSector client feedback:

"We had a phenomenal experience working with Caryn and Rick at interSector Partners, L3C and appreciated their unique ability to help us craft a combination fundraising/social enterprise business plan. They were thorough, responsive, flexible, thoughtful, and reliable. They truly listened to our project team and stakeholders and made meaningful adjustments along the way. The process of working with interSector Partners was a pleasure and the product they provided was nothing less than outstanding. Within a few short months we are finding success that is improving our mission impact. I highly recommend interSector."

~Jennie Arbogash, Executive Director Social Venture Partners Boulder County

"I would recommend interSector Partners to any nonprofit considering implementing a social enterprise. They're smart, thorough, reliable, and effective. They know how to guide you through a solid process to figure out if you're on the right track with your business and develop a solid business plan that can really guide the implementation phase. Caryn and Rick are terrific to work with, flexible and responsive. I loved the whole process and appreciated the solid advice along the way!"

~Christine Marquez-Hudson, Executive Director, Mi Casa Resource Center
(former, now VP of Advancement and Executive Director of the MSU Foundation)

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“interSector was able to work with both funders and nonprofit partners to **develop a business plan to help with fundraising for the project and to serve as a baseline of understanding between numerous nonprofit groups as well as their foundation funders**. The quality of the work was fantastic. The principals were able to anticipate and solicit the right questions to make a coherent and logical case, understood by different primary audiences.

Their non-defensive approach to feedback, ease and promptness of follow-through are wonderful traits in consultants. As important, interSector’s partners are very knowledgeable about how to craft a business plan and corresponding budgets. A superb product.”

~Christiano Sosa, Director of Capacity Building and Collective Philanthropy,
The Denver Foundation
(former, now Executive Director of The Arc of Colorado)

Re: Colorado HIV/AIDS Community Partnership CAP Merger Business Plan

“The quality of interSector’s work was great. We could have never accomplished the outcomes reached without your support. You also allowed us to save lots of money in this process. This process could have easily gone on longer adding costs, stress and frustration.

Sometimes I feel that I am the one managing consultants to achieve our desired goals where with Caryn and Rick it was the opposite - precisely why you hire consultants to help you manage the work and make good decisions. They completely understood the outcomes of the work at hand and little education on our behalf was needed to achieve our goals.”

~Carlos Martinez, Executive Director, The GLBT Center
(former, now Executive Director of Latino Community Foundation of Colorado)

Consultant Qualifications

interSector was formed to bring together the backgrounds, skill sets and expertise of our co-founders toward one common interest – leveraging the intersection of the nonprofit, for-profit and government sectors toward positive community impact.

Caryn Capriccioso, MNM, brings over 25 years of experience to her consulting work with the nonprofit, for-profit and government sectors having served in a variety of capacities from development director to board member and executive director to consultant. Her extensive background includes individual, foundation, and corporate fundraising, business and strategic planning, earned income/social enterprise development, strategic partnership development, and governance.

Prior to founding interSector Partners, L3C, Caryn served as the policy and community liaison for several boards at the city of Boulder, was the founder and principal of Your Write Hand—a prospect research, grantwriting and fund development strategy firm—and served as director of strategic planning and social enterprise for JVA Consulting, LLC.

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Caryn is a co-founder and founding (now former) board member of Impact Hub Boulder, a partner and past-chair of Social Venture Partners Boulder County and is an advisor for the Fourth Sector Mapping Initiative. She served on the steering committee for Colorado Impact Days 2016 and was a member of the host committee for the 2015 Social Enterprise Alliance Summit held in Denver. Caryn speaks locally, nationally and internationally on topics of social enterprise, convergence and balancing mission with money, and holds a master of nonprofit management from Regis University.

Rick Zwetsch, B.A. has over 30 years of strategic marketing and business development experience in a variety of different industries. His boundless marketing savvy and never ending supply of innovative, reality based ideas and strategies always result in creative new ways to generate revenue, new clients/customers and success for his clients.

Rick's began his Internet career in 1994 serving as the director of strategic marketing & business development for a Colorado-based Web development company responsible for launching the first generation Web sites and online marketing strategies for Earthlink Network, Schwinn Cycling, KBCO Radio in Boulder, CO and national diamond retailer The Shane Co.

Rick co-founded the interactive division of Colorado's largest advertising agency in 1997. Serving as Internet media supervisor, he led interactive media, branding and communication projects for US West, Coors Brewing Co., Bollé, ServiceMaster, Craig Rehabilitation Hospital, HealthGrades.com and MortgageRateWatch.com.

Rick serves on the board of directors for the Colorado Nonprofit Loan fund and on the sustainability project team for Rocky Mountain MicroFinance Institute. He regularly speaks around the country and the world on topics of emerging business models, social entrepreneurship and cross-sector talent. Rick served on the steering committee and the intermediary sub-committee for Colorado Impact Days 2016 and was a member of the host committee for the 2015 Social Enterprise Alliance Summit.

In 2012, Caryn and Rick partnered with JVoyles Nonprofit Consulting to form the [Colorado Nonprofit Social Enterprise Exchange](#). The Exchange worked to build a comprehensive ecosystem to support the development, capitalization, launch and successful ongoing operations of social enterprises connected to nonprofit organizations in Colorado. Some highlights of the program include:

- 21 cohort graduates from three Cohorts
- 41 new jobs created
- Over \$1.5M raised by new social ventures in startup and initial operating funding
- Engaged 22 business leaders in The Exchange business mentor program
- Area funders in The Exchange participate as financial supporters, cohort selection team members, panelists/guest speakers, ecosystem developers
- Creating a social enterprise loan fund to support startup, growth and scale capital



While the Exchange has now transitioned to a sustainable home within the Community Resource Center, Caryn and Rick continue to be involved with the program, as well as providing ongoing support to program graduates.

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