

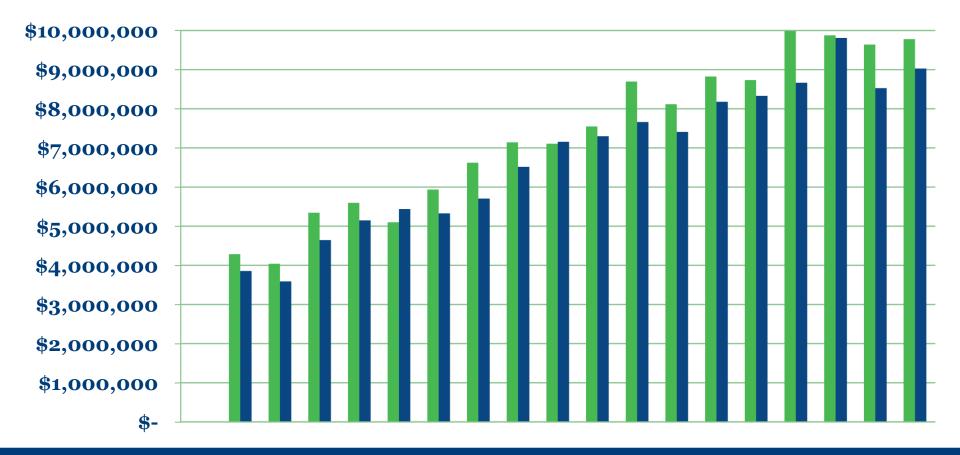
LEARNING OBJECTIVES



- Plan Before You Fundraise
- Foundations (Institutional, Community, Private)
- Corporate Giving & Community Engagement
- Fundraising Resources
- @ Q & A







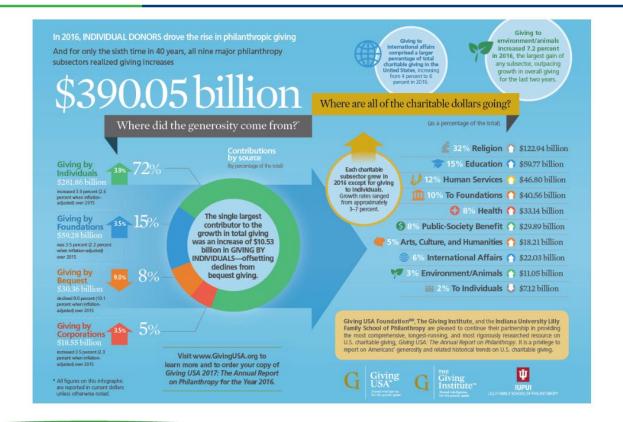
The Average Chapter/ Council



	Chapters	Councils
Less than \$25k in Revenue	301	20
\$25k-\$100k in Revenue	68	10
\$100k+ in Revenue	10	5
Median Total Revenue	\$8,637	\$16,173
Median Volunteer Hours	985	1,077

Charitable Giving in the US





Strategic Planning Leads to Success



- Plan with ClearGoals & Measurable Outcomes
- Projects to AchieveThose Goals Over a Set Period
- Create A Budget to Fund Those Projects and Meet Those Goals
- Build Your Case
- Seek Funding

Strategic Planning Resources



STRATEGIC PLANNING DOCUMENTS

TU National Strategic Plan - 2015-2020 - PDF

Strategic Planning Template for Chapters - PDF

Sample Chapter Strategic Planning Document - PDF

The Intersection of Need & Opportunity



Where chapter strategic plans are made



Gathering Your Resources





- Money
- Time
- Expertise

Two Guiding Questions to Ask



1. What would it take to...?

- 2. Are we going to...
 - Buy It?
 - Build It?
 - Borrow It?

BUY It: Hiring Out the Work



How would you find potential contractors?

Who can point you in the right direction?

How much will it cost?

How will you raise the funds to pay for it?

BUILD It: Growing Chapter Capacity



How would you find members with the skills and time you need to develop into leadership?

Who's responsibility is it to find them and build the relationship?

What are the leadership development steps and opportunities you can employ to grow the skills needed in existing and future volunteers?

BORROW It: Partnering for Success



What aligned organizations or agencies already have the expertise to do this?

What is their mission?

What specific needs do they have that you can satisfy?

Case Study: Conservation



Your chapter's strategic plan calls for a 5-year goal of restoring a total of 1 mile of Curtis Creek.

One of the projects identified is to conduct a river riparian buffer planting at Main Street Park.

What would you need to know and do to implement this strategy?

Case Study: Conservation



COST (What materials and plants do we need?)

DESIGN (What are the planting best practices?)

PERMITTING (Do we need a permit? From whom?)

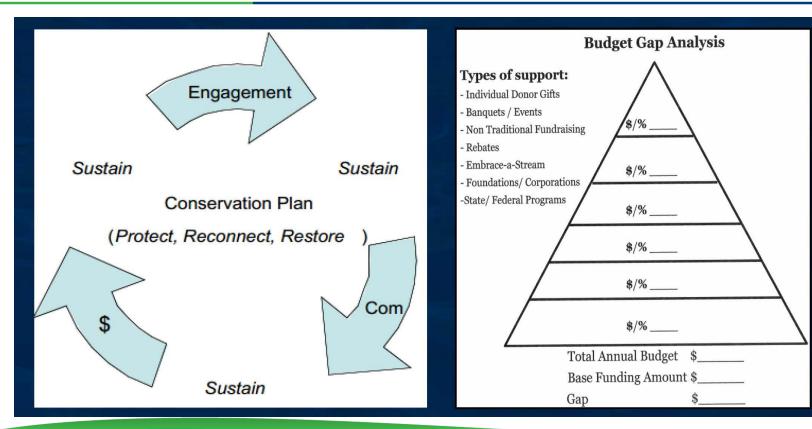
LABOR (How many volunteer hours will it take?)

COMMUNICATIONS (How will we get the word out?)

PARTNERS (Who can we partner with on this project?)

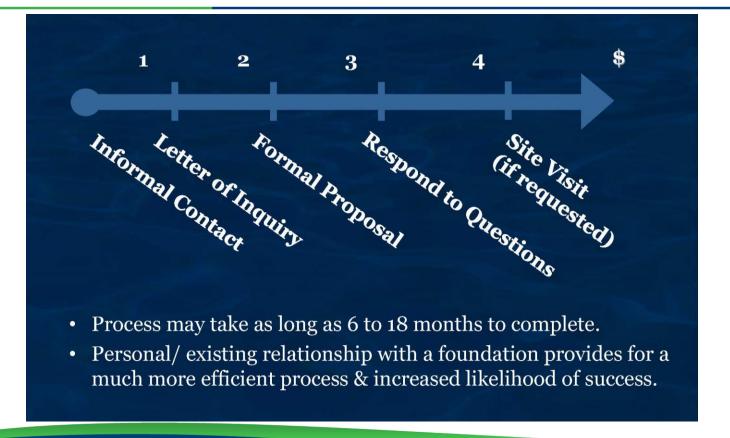
A Strategic Approach to Funding





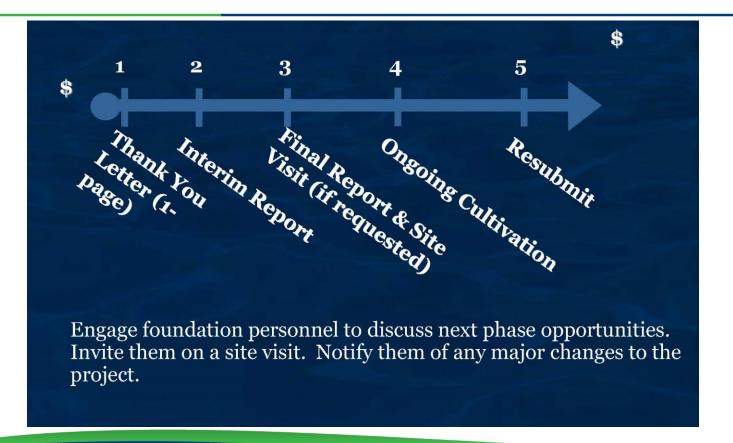
What Does It Take – Foundation Process





What Does It Take – Foundation Process





Different Types of Foundations



- Federal, State and Agency Foundations
- Community Foundations
- Private Foundations
- Corporate Foundations & Giving Programs

Federal, State & Agency Foundations



- Complex and complicated
- Often require significant non-federal match
- Mandated policies and procedures
- Multiple reporting periods
- Expected reporting on measurable results
- Partner with TU staff

Community Foundations



- Focused on a specific geographic region
- Have their own funding priorities
- Can often "broker" grants to other funders
- Staffed with experts in the area of interest
- © Often have "small grant" programs

Community Foundations



A healthy and productive Long Island Sound for Fairfield County

This long term result is supported by the following strategies:

Improve water quality in Long Island Sound Watershed

- create and maintain cross-town watershed partnerships
- monitor water quality consistently
- engage underrepresented youth in local water quality improvement efforts, with a focus on career exploration and job skills training

Community Foundations – www.cof.org



COMMUNITY FOUNDATION LOCATOR

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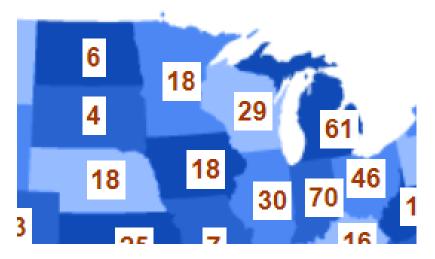






Find community foundations in your area by clicking on the map. You can view a listing of all accredited community foundations on the Natio Foundations™ website.





Private Foundations



- © Often have a very specific focus or interest
- Most do not allow unsolicited proposals
- Can sometimes be the most flexible funds
- But may also have significant "strings attached"
- It's not what you know, it's who you know

Private Foundations



1	Member I Prefix	First Nam	City	State	Zip	Zip+4	Member 1	Expire Dat	Member 1	Expire Dat	Join Date	Chapter Name
2	4.2E+08		Darien	CT	6820		CCF	#########			**********	258 - Mianus
3	4.15E+08 Mr.	Richard	Darien	CT	6820	2109	CCF	########			########	258 - Mianus
4	4.11E+08 Mr.	Lyman	Greenwic	CT	6830	4861	CCF	########			**********	258 - Mianus
5	4.2E+08 Mr.	Edwin	New Cana	CT	6840	2017	CCF	########			4/7/2014	258 - Mianus
6	4.08E+08 Mr.	Peter	Greenwic	CT	6830	7036	CCF	########			########	258 - Mianus
7	4.08E+08 Mr. & M	rs Dwight	Greenwic	CT	6831	4307	CCF	########			**********	258 - Mianus
8	4.09E+08 Mr.	Tim	New Cana	CT	6840	4216	CCF	########			########	258 - Mianus
9	4.11E+08 Ms.	Eaddo	Greenwic	CT	6831	2639	CCF	########			5/9/2005	258 - Mianus
10	4.09E+08 Mr.	Sanjeev	Greenwic	CT	6831	3640	CCF	########			**********	258 - Mianus
11	4.14E+08 Mr.	Robert	Darien	CT	6820	2231	CCF	########			########	258 - Mianus
12	3.78E+08 Mr.	Dennis	New Cana	CT	6840	3402	CCF	########			1/1/1989	258 - Mianus
13	3.75E+08 Mr.	Mark	New Cana	CT	6840	3610	CCF	########			########	258 - Mianus
14	4.08E+08 Mr.	Richard	Greenwic	CT	6831	3719	CCF	########			########	258 - Mianus
15	4.03E+08 Mrs.	Jan	Greenwic	CT	6830	6484	FL	########			7/1/1994	258 - Mianus
16	4.1E+08 Mr.	Fred	New Cana	CT	6840	6829	FL	########	CCF	########	########	258 - Mianus
17	4.01E+08	Joseph J.	Darien	CT	6820	3532	FL	########			4/6/1993	258 - Mianus
18	4.1E+08 Mr.	Gavin	Stamford	CT	6902	7467	FL	########			9/9/2004	258 - Mianus
19	4.08E+08 Mr.	William	New Cana	CT	6840	5226	FL	########			9/2/1998	258 - Mianus
20	2.08E+08 Mr.	Shelley	Stamford	CT	6907	1008	FL	########			1/1/1976	258 - Mianus
21	2.51E+08 Mr.	W.	Vero Beac	FL	32963	3373	FL	########			5/9/1983	258 - Mianus
22	4.08E+08 Mr.	Donald	Greenwic	CT	6830	4726	FL	########			########	258 - Mianus
23	4.06E+08 Mr.	Craig & Su	Darien	CT	6820	5228	FL	########			########	258 - Mianus
24	3.21E+08 Mr.	John	Stamford	CT	6903	1410	LI	########			########	258 - Mianus
25	4.11E+08 Mr.	Kip	Cos Cob	CT	6807	2537	LI	########			1/8/2008	258 - Mianus
26	3.7E+08 Mr.	Rudy	Wilton	CT	6897	4515	LI	########			1/1/1989	258 - Mianus
27	4.12E+08 Mr.	Scott	Boston	MA	2108	1211	LI	########			########	258 - Mianus
28	3.29E+08 Mr.	Bruce	Old Green	CT	6870	2219	LI	#########			#########	258 - Mianus



WWW.FOUNDATIONCENTER.ORG/FIN

LEARN ABOUT

- Foundations and Fundraising
- Proposal Writing
- Nonprofit Management
- **Tools and Resources**



Home Profile Search Site Map Ask Us
About Us Locations Newsletters Press Room PND

Get Started Find Funders Gain Knowledge View Events Shop

ShareThis

GET STARTED

Welcome

- New Visitors
- Individual Grantseekers Nonprofit Grantseekers
- International Visitors - People With Disabilities
- Children and Youth - Reporters/Media

Get Answers

- FAQs
- Reference Guides

Learn About

- Foundations an
- Proposal W
- Nonprofit Management - Tools and Resources

Funding Information Network

The Funding Information Network is a network of libraries, community foundations, and other nonprofit resource centers that can be found across the U.S. and around the world. Network partners provide a suite of tools and resources consisting of Foundation Center databases, publications and a variety of supplementary materials and services in areas useful to grantseekers.

A key initiative of Foundation Center is to reach under-resourced and underserved populations throughout the United States and in other locations around the globe, who are in need of useful information and training to become successful grantseekers. One of the ways we accomplish this goal is by designating new Funding Information Network partners in regions that have the ability to serve the nonprofit communities most in need of Foundation Center resources.

We are seeking proposals from qualified institutions (e.g. public, academic or special libraries, nonprofit resource centers, centers for innovation, community foundations, United Ways, etc.) that can help us carry out this important initiative.

- » Find your nearest location here
- » Domestic (U.S.-based) applicants click here
- » International (non-U.S.) applicants click here

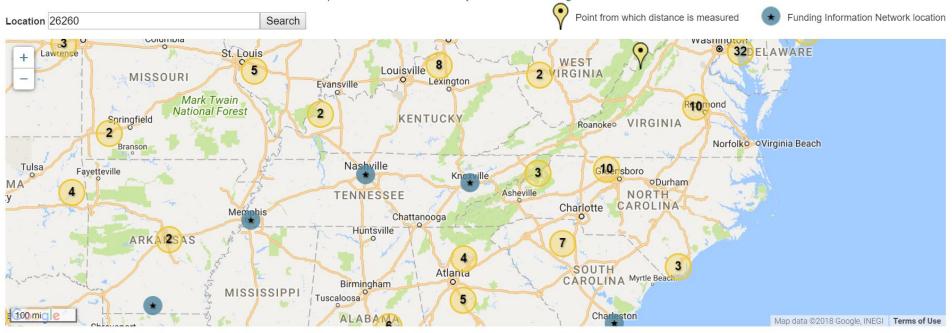




Learn more about the Funding Information Network



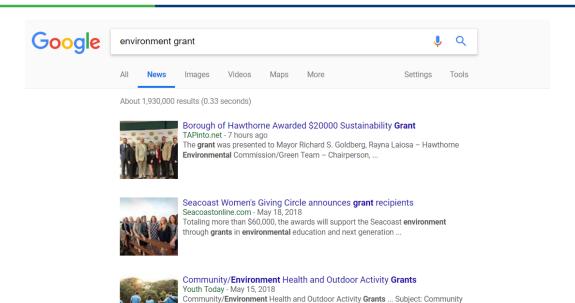
The Foundation Center provides free funding information through more than 400 Funding Information Network locations (formerly called Cooperating Collections) — libraries, community foundations, and other nonprofit resource centers located across the U.S. and several countries. Use this map to find a network location near you. **About the Funding Information Network**»











Dominion announces **Environmental** Education and Stewardship **grants**

The Charlottesville Newsplex - May 11, 2018 RICHMOND, Va. (CBS19 NEWS) – A local nonprofit that helps people living with disabilities enjoy outdoor activities has received a **grant** ...

Development, Health, Environment, Outdoor Activities ...

Finding Foundations & Funders





Simple Gifts, and Lasting Ones

I pulled up to a Starbucks drive-thru one evening to fuel myself for a road trip to a conservation site. As I fumbled for cash, the double windows opened and the cheerful barista leaned forward with my beverage, "It's already paid for, by the person who was in front of you," she said.

Tail lights were leaving the lane, turning away from my destination; no chance to thank this thoughtful person. "OK, I'll pay for the person behind me," I said. "Nobody else is in line," she responded. "But try it some other time," That random anonymous act of kindness, and the coffee, warmed me for the rest of the drive.

The West Virginia Land Trust has been similarly warmed this year by generous contributions from people we don't know personally - and one who is totally anonymous. - who have called us up to say that they have heard of our work and want to help conserve West Virginia's Special Places by directing portions of their retirement accounts to us. We are humbled! And if that anonymous donor whose bank wired us retirement funds, but would not reveal the source, is reading this: Know that we're thankful. To all who have given: We aim to continue to make you proud of what you are making possible in our beloved West Virginia hills.

This annual report recaps some of the highlights from 2016 that you, our supporters, have accomplished with us. You'll see that the Land Trust brings conservation skill to other organizations around the state responding to local interests, and casting a wide not around West Virginia's highly diverse roster of special places. From a Civil War site to an ancient forest grove to Ohio River islands, and on to projects that protect water quality and recreational access and nature preserves and rare habitat and farm land, our staff fans out all over the state to secure valuable places for posterity. We're proud to be doing this with our newly-minted national accreditation from the Land Trust Alliance, which offers a "gold seal" for the highest levels of conservation practices and standards for land trusts.

Anonymity works for donors, but not so well for an organization, After you read this newsletter. we'll thank you if you'll pass it along to friends or relatives who don't know about us yet. We'd like to become more of a household name, and despite all the wonders of technology and marketing, West Virginia's tradition of word-of-mouth communication remains the most valuable means of connecting with fellow Mountaineers, wherever they may be.

lust for the record: The next time I went to a Starbucks drive-thru, paid for the person behind me. Felt great.



ACCREDITATION **ACHIEVEMENT**

After a year of rigorous preparation and review. the West Virginia Land Trust was awarded national accreditation in 2016!

The accreditation seal

- ▼ Sound Finances
- Responsible Governance
- √ Lasting Stewardship

LandtrustAccreditation.org

We would like to THANK our 2016 supporters!*

In addition to our event sponsors and generous donors, the WVLT is grateful for our major support from Appalachian Mountain Advocates, Sierra Club, WV Highlands Conservancy, Ohio Valley Environmental Coalition. Coal River Mountain Watch, and West Virginia Rivers Coalition!

Special Places Celebration Sponsors:

Corporate Sponsors: Appalachian Power Annalachian Stowardshin Equindation Arnett Carbis Toothman LLP Bailose Smith PLLC Bailov & Glassor LLP Bailey Javins & Carter, L.C.

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areas of greatest need: Laurie and Christiaan Abildso Clarence Aleshire Hope and Andrew Altman Calvert and Ted Armbrecht Ted Armbrecht and Heather Hill Mihit Arnold Sarah and Benjamin Balley Brent Bailey and Liz Cohen Lillian Ralley Erin and Matthew Bailey Penelope and Robert Balley Louella and Bobert Baird Elizabeth and Lawrence Baldwin Robin and David Barnett Nikki Barone Michael Barr Betty Barrett

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Corporate Funding & Giving



- Beyond philanthropy often have an interest in the good press that grants garner - the "halo effect"
- Typically have clearly defined and narrow interests and giving programs and objectives
- Smaller companies may be more flexible
- Employee engagement can be a trigger

Corporate Community Citizenship









Employee Volunteer Events

- Provide Free Labor
- Build Good Will
- Introduce New People to Conservation
- Raise Awareness in the Community
- Provide Potential Long-TermPartnerships & Funding

Fundraising Resources



DONATE

PLANNED GIVING

COLDWATER CONSERVATION FUND

TAKE ACTION

VOLUNTEER

MEMBER BENEFITS

MEMBER DISCOUNTS

TACKLE BOX >

LEADERS ONLY TOOLS

GO FISHING

NATIONAL EVENTS

NEWSLETTER SIGNUP

ORVIS TU 1,000 MILES

Fundraising for Chapters and Councils

TU's Fundraising Program

Vendors that offer chapters and councils gear at discounted rates for local fundraising efforts

TU Guide to Fundraising

Create a well-coordinated banquet with these helpful tips and planning tools

Golf/Fish Tournament

The Donegal Chapter (037) shares their successful, and unique, event ideas and a brochure from their Golf/Fishing event

Creative Fundraising Ideas for Chapters and Councils

In 2012 the NLC Fundraising workgroup compiled this list from real fundraising examples shared by chapters and councils across the country. Ideas are ranked on their difficulty level and the amount of money a chapter or council might expect to make.

Volunteer Mentor List

Volunteer leaders from across the country have offered their contact information to you in the hopes you will reach out to them if you are looking for a mentor or have questions specific to chapter or council fundraising.

A Strategic Approach for Fund Development

This 35 page workbook is designed to help volunteers create the elements of a strategic fundraising plan.

Trout Unlimited Banquet Guide and Planner

Created just for TU chapters and councils, this planning document outlines the basics of successful fundraising banquets.

Example Printed Banquet Program





Member Update of New Site

How are you updating your Chapter/Council members of the new site? Group email, Newsletter, Facebook, Twitter? Share how you...
Posted by Doug.Agee
[READ MORE...]



Utah's Water Future

Hey Utah Anglers. Are you planning on attending one of the Utah's Water Future public meeting? TU's very own Tim Hawkes has... Posted by Doug Agee [READ MORE...]

Fundraising Resources





Get discounts Up to 60% Off!

Contact Nick Halle Volunteer Operations Coordinator nhalle@tu.org (703) 284-9425

Fundraising Resources





Chapter & Council Fundraising

Ideas, Events & Activities

Provided by TU Grassroots Fundraising Work Group www.tu.org (Tackle Box)

The following fundraising ideas were gathered by the grassroots Work Group on fundraising from Trout Unlimited chapters and councils from across the country. Broken into the categories of Events, Food, Gear, Raffles, Trips, Grants and General, the following list provides an at a glance resource for TU volunteers looking to increase their chapter or council's fundraising success or effectiveness. Along with the ideas and states where they have been successful, the legend describes the ranking system for each idea's: potential to raise funds; volunteer time requirements; technical and logistical difficulty

\$ \$	\$ \$	\$ \$\$\$	\$0 to \$500 \$500 to \$2,500 \$2,500 to \$5,000 Over \$5000	Up to 150 Hours Up to 250 Hours Up to 350 Hours Up to 350 Hours Up to 500 Hours
		34	Relatively easy Minor planning	Moderate planning Extensive planning

Events

Fis	hing/	One	Fly	Tournament	
-	***	- 2	- 1		

(UT, WY, RI) One Fly or other types of fishing tournaments promote the sport, attract new members and raise money from entrance fees, business sponsorships and donations at the event.

Fly Fishing School or Class

Fly fishing schools or classes promote the sport, attract new members - including families and youth - and raise money from entrance fees and business sponsorships.

Film Screening

Film screenings - such as the Fly Fishing Film Tour and others - attract new members and raise money from ticket sales and business sponsorships. (Potential for a raffle at event.)

Casting Competition

A casting competition can attract new members and raise money from entrance fees and business sponsorships. (Potential for a raffle at the event.)



走走走走

Events (continued)

Trout Fest / Multi-Day Exhibition Multi-day exhibitions with speakers, seminars, fly tying and casting instruction promote the sport, attract new members and allow for a wide range of fundraising activities.

Rubber Duck Race

A rubber duck race works especially well at attracting young families. Revenue can be generated through entrance fees and business sponsorships. (Potential for a raffle at event.)

Renowned Speakers

Events such as luncheons, breakfasts or dinners with a renowned speaker can attract an adult crowd and raise revenue through ticket sales. (Potential for a raffle at event.)

Fly Tying Exhibit / Competition

A fly tying exhibit or competition will attract a specific audience and can raise revenue from entrance fees, ticket sales and sponsorships. (Potential for a raffle at the event.)

Food

Host a barbecue for chapter or council members and the public. Revenue can be raised through meal ticket sales and sponsorships. (Potential for a raffle at event.)

Pancake Breakfast

Host a pancake breakfast for chapter or council members and the public. Revenue can be raised through meal ticket sales and sponsorships. (Potential for a raffle at event.)

Wine & Cheese Tasting

Host a wine and cheese tasting for chapter or council members and the public. Revenue can be raised through meal ticket sales and sponsorships. (Potential for a raffle at event.)

Chili Cook Off

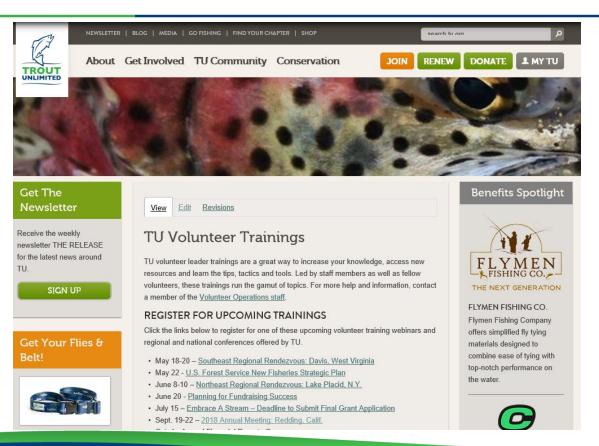
Host a chili cook off. Revenue can be raised through competitor entrance fees, attendee ticket sales and sponsorships. (Potential for a raffle at event.)

Business and Other Partnerships

Dustiness und e diet i un diet singe	
1% for Rivers (the Planet) (CO, NH) Partner with local businesses to donate 1% of sales - either for the year, forvere, or for a short period of time, to TU conservation programs.	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$
Rod Raffle (MA) Partner with a bank or other community business to pur- chase a rod/reel engraved and displayed at the business promoting TU. Rod/reel auctioned/raffled off.	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$
Matching Funds Request matching fund donations from area businesses.	\$ \$ \$ 5 5 5 ***
Trout Camp Ask local businesses to sponsor kids going to trout camps.	\$ \$ \$ \$ \$ \$ \$ \$ \displays \displays
Chamber of Commerce Join the Chamber of Commerce and build relationships with local business owners.	\$ \$ 1: 1: 1: *
Grocery Store Change Jars (CT, NH) Place change donation Jars in local grocery stores and other retail businesses.	\$ \$ ↑,↑, **
Adopt A Stream (PA) Local businesses and individuals pay to "adopt" a section of stream to keep it clean. 100ft=\$25, 150ft=\$35, 200ft=\$50 etc Employees can help clean rivers, or donate \$5.	\$ \$ 1, 1, 1, **
Workplace Giving Campaigns Encourage businesses to develop workplace giving campaigns with TU as the beneficiary.	\$ \$ \$ \\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\

Training Resources - www.tu.org/training





Questions?

Jeff Yates jyates@tu.org (203) 216-7078

