

Who Values Your Work?

Diversifying Support

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Will this
grant
continue?



Nonprofit Money

- Donations
- Special Events
- Grants



- Contracts
- Fee for Service



WHERE
ARE WE?



Current income

- Where does the money coming from – list each source and amount
- Prospects for continuing?
- Capability and resources of organization to diversify and grow?

Ask Three Questions

Gifts



Earned



*If only you knew
our work.*

Arizona Context . .

- **Two Navigator Grants**
 - AACHC (The Primary Care Association)
 - Center for Rural Health – U of A
- **AACHC**
 - 14 sub grantees
 - 6 Community Health Centers
 - 4 Multiple diverse health related programs
 - 4 Nearly exclusively Health Access Assistance



**Strong Statewide
Coalition of
Stakeholders**

GIVING

EXAMPLE

Health Access Assister Groups

1. Special Events – Gala’s, Recognition Events with “ASK” etc. . .
2. Multiple grants sources for the same or similar work
3. Year End giving (AZ Working Poor Tax Credit)



Health Access Assister Groups *(who needs or will benefit from your work?)*

1. Medicaid Managed Care Organizations (MCO)
2. Hospitals
3. Social Services Providers (that have money)
4. Community Health Centers (seasonal, temporary or full time)
5. What organizations in your community will benefit by getting people covered?



1. Are your buckets balanced, should they be balanced?
2. Not either or, but both and (if possible).
3. If you are going to begin asking for donations, using new methods (tactics) know your local laws and focus on ROM (return on Mission) but don't lose sight of ROI.
4. Do you have Earned Income opportunities?

Health Access Assistors are passionate, creative and resilient.

