

# PROJECT FUNDRAISING

Use your networks and ask; for resources, help, support, etc.

The constant need to sustain non-profit programming is a challenge that staff and volunteers can meet, together. Even if your project is a semi-annual clean-up, someone needs to buy the gloves and garbage bags; i.e. – there will always be some cost. Inviting volunteers to help with the fundraising effort is a great way to give them the opportunity to develop their organizational and professional skills AND bring necessary projects to your community. In addition to just spreading the word that your agency is worth supporting, willing volunteers can:

1. Make the Ask
  - Intimidating and exhilarating, sometimes all it takes is the right person asking for support and resources at the right time. Let your volunteers know what the agency's needs are, and encourage them to talk about those needs wherever they are comfortable.
2. Write Grant
  - Look and you will find local, regional, national, federal, private and corporate grant opportunities to fit any mission. Diversifying your funding streams is important, so if a volunteer is willing to try their hand at a grant that your agency doesn't normally pursue, let them try and give feedback and support. It is a learning opportunity for you both, and might just bring in a new funding source.
3. Corporate Campaigns
  - Many companies encourage their employees to volunteer, and will even offer a monetary match for the time their staff gives to your agency. Encourage volunteers who believe in your mission to inquire about these programs.
4. Events and Sponsorship
  - Going after sponsorships and hosting fundraising events are tried and true sources of sustainability in the non-profit world, and a great way for volunteers to get engaged in your agency's development.