

Indiana Watershed Networking Session

Fall 2007: Sustainable Funding for Watershed Organizations



Camp Atterbury, Edinburgh, IN

10:00 a.m. – 3:00 p.m. Local Time

Sign in (9:30 -10:00 AM)

Session Begins (10:00 AM)

Introductions and Housekeeping Items

Fundraising Overview and Assessment:

Jim Williams, Donor Relations Manager, Noble of Indiana

Lunch

What Financial Sustainability in Indiana Can Look Like:

An interactive interview with a small group networking focus

Identifying Your Needs

Overcoming Potential Obstacles

Voice of Experience

Heather Bacher, Central Indiana Land Trust

Recap / Follow up/ Evaluations

Session Ends (3:00 PM)

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Participant Notes

Camp Atterbury, Edinburgh, IN



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Baseline Inventory

1. How do you classify your organization?

- a. Incorporated not-for-profit group
- b. SWCD-sponsored watershed group/SWCD doing watershed work
- c. Watershed group sponsored by unit of county government
- d. Watershed group sponsored by unit of municipal government
- e. Basin commission
- f. Grassroots, unincorporated group
- g. Other (please list) _____

2. Do you feel comfortable with your organization's financial sustainability over the next 5 years?

Yes

No

3. How comfortable are you with your organization's ability to continue financing watershed work over the next 5 years?

Very comfortable

Comfortable

Uncomfortable

Very uncomfortable

4. a. Does your group have a written plan for funding watershed work?

Yes

No

b. (Skip if you answered "No" to 4) Does it include...

1. target dates?

Yes

No

2. sources?

Yes

No

3. amounts?

Yes

No

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Baseline Inventory

5. How your organization is predominantly funded.
(please use approximate/"best guess" percentages)

a. What *percentage* of your watershed funding comes from state or federal grantmaking sources?
(This includes Section 319, Lake And Rivers Enhancement, 205j, Clean Water Indiana, and Coastal Zone grant funding).

0-5%	6-10%	11-25%
26-50%	51-75%	76-90%
91-100%		

b. What *percentage* of your watershed funding comes from state/county appropriations such as SWCD or Basin Commission base funding allocations?

0-5%	6-10%	11-25%
26-50%	51-75%	76-90%
91-100%		

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Baseline Inventory

6. What kinds of non-grant/appropriation sources of funding does your watershed work have? Please circle all that apply.
- a. Board member contributions
 - b. Individual memberships
 - c. Corporate sponsor
 - d. Private donors (including dollars from trusts and foundations; and items – including those that can be converted to cash)
 - e. Endowments
 - f. Estate gifts
 - g. Product sales
 - h. Fundraising events
 - i. Other (please specify)

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Evaluation: We appreciate your feedback

Did you learn anything new about funding today? (please circle one)

Yes

No

If so, what did you learn?

Do you plan to use any of the techniques presented in this session in the next 6 months? (please circle one)

Yes

No

If so, what do you plan to utilize?

What was done well?

What could be improved? (How would you change it?)

Was this session worth your time? Yes No Somewhat

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Speaker Biographies

James Miller, Donor Relations Manager, Noble of Indiana

Jim has almost ten years of experience in the nonprofit sector, most of it in fundraising. He currently coordinates planned and major gift fundraising strategies for Noble of Indiana--a private, not-for-profit dedicated to creating opportunities for adults and children with developmental disabilities to lead meaningful lives. He has also worked for various arts and cultural organizations conducting direct mail, event planning, grant writing, and corporate solicitation campaigns. He currently serves as a board member for the Planned Giving Group of Indiana and the Indiana SWCD Foundation.

A Hoosier native, he has a bachelor's degree from Knox College in Galesburg, Illinois and a Masters of Arts in History from Northeastern University in Boston, Massachusetts. He currently resides in Noblesville, Indiana.

Heather Bacher, Central Indiana Land Trust (CILTI)

Heather Bacher has been the executive director of the Central Indiana Land Trust for 4 years. Before assuming that post she worked as a fundraiser for The Nature Conservancy's Indiana Chapter. She has also worked for the Gulf Coast Bird Observatory and the Texas Parks and Wildlife Department. Heather has a master's degree in environmental resource management from the University of Texas at Austin and has been working in the conservation field for more than 12 years. She currently serves on the steering committee on the Eagle Creek Watershed Alliance in the Central Indiana region.

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Helpful Financial/Fundraising Links

Association of Fundraising Professionals

<http://www.afpindiana.afpnet.org/site/c.edJEKMNrFmG/b.2552573/k.BE27/Home.htm>

Authenticity Consulting Free Management Library

http://www.managementhelp.org/fndrsng/np_raise/np_raise.htm

EPA's Watershed Financing - Moving Beyond Grants webcast

<http://www.epa.gov/watershedwebcasts/archives.html#20071017>

EPA's Sustainable Funding for Watershed Groups webcast

http://www.cluin.org/conf/tio/owsusfund_032206/prez/1280x1024/ppframe.cfm?date=163&simul=1

Michigan State University's Nonprofit Fundraising Web Resources

<http://www.lib.msu.edu/harris23/grants/4fcelec.htm>

River Network (support for watershed work)

www.rivernetwork.org

- How to Plan Your Fundraising Strategy
<http://www.rivernetwork.org/resource-library.php?ResourceID=632#>
- Building Business Memberships in River and Watershed Organizations
<http://www.rivernetwork.org/resource-library.php?ResourceID=641>
- Starting a Major Donor Program
<http://www.rivernetwork.org/resource-library.php?ResourceID=655>
- The Ins (and Outs) of Government Funding
<http://www.rivernetwork.org/resource-library.php?ResourceID=672>
- Five Fundraising Strategies for Watershed Groups
<http://www.rivernetwork.org/resource-library.php?ResourceID=676>
- Seize the Opportunity! – 10 Things You Can Do
<http://www.rivernetwork.org/resource-library.php?ResourceID=630>
- Writing a Winning Foundation Proposal
<http://www.rivernetwork.org/resource-library.php?ResourceID=639>

SWCD Foundation

<http://www.swcdfoundation.org/>

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