

# Funding Options for Self-Advocacy Organizations



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## About the Autistic Self Advocacy Network

- Autistic people, people with other I/DD, cross-disability advocates, non-disabled family members, professionals, educators, and friends
- Advancing principles of disability rights movement for the Autistic and I/DD communities
- Systems change work, policy advocacy and leadership & employment programming

# About the Pacific Alliance on Disability Self Advocacy

- Four state technical assistance group for self-advocacy groups in California, Oregon, Washington and Montana
- Designed to help empower self-advocacy groups to increase capacity & go to the next level
- Run by People with Intellectual & Developmental Disabilities
- Funded by the Administration on Intellectual and Developmental Disabilities

# ASAN's Funding Sources

- Foundation Grants
- Government Grants
- Government Subcontracts
- Corporate Donations
- Individual Donations
- Book Sales
- Speaking Fees
- Training Contracts
- Membership Dues
- Gala Tickets

# **Self-Advocacy Groups Have Less Experience with Fundraising**

## Allies in Self Advocacy 2012 Findings

- Most common funding source is State DD Council;
- Other sources include AIDD, CILs, Arc chapters, indirect support via UCEDDs and P&As
- Very few states report that self-advocacy groups have a paid executive director

**Poll: How much funding does  
your self-advocacy group have?**

# Mission

- Mission - What Your Organization Exists to Do
- Question: What is your mission? What are some examples of activities that fall under that mission?

# Funding

- Funding - How You Pay For It
- Question: What is Your Current Funding Source(s)?
- Question: What are some potential future funding sources for your self-advocacy group?

# How Businesses Get Money

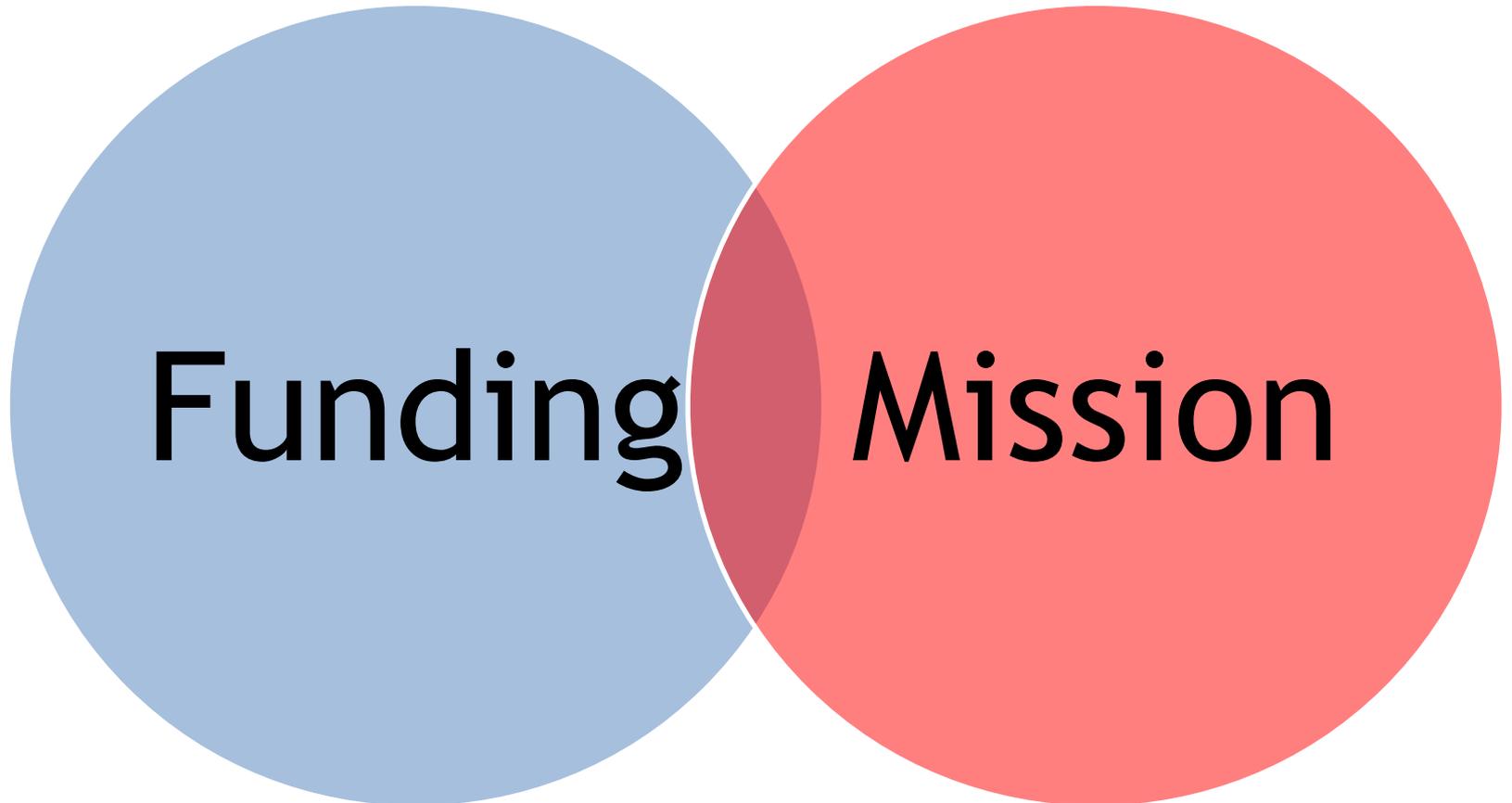


**Mission  
&  
Funding**

# Example: Apple

- Apple's mission is to create computer and technology products that people will want to use and buy
- They fund this mission - and make a lot of money for themselves - by selling computer and technology products they create

# How Non-Profits Get Money



# Example: SABE

- SABE's mission is to represent the national self-advocacy movement
- SABE receives its funding by writing grants to support projects it wants to do. After writing and (hopefully) receiving the grants, it must then go and implement the projects it proposed

## Example: Center for Independent Living (CIL)

- The Center for Independent Living's mission is to empower and serve people with disabilities in the Berkeley area
- CIL receives some funding through grants - but also has contracts from the State to provide services, for which it is paid.

# Some Activities are Pure Mission

- Talking to Legislators and State Officials about Policy
- Grassroots Organizing
- Educating Your Own Members
- Sending Out Action Alerts
- Free Webinars
- Writing and Giving Away Books and Pamphlets About Self-Advocacy

# Some Activities are Pure Funding

- Writing Grants
- Selling Tickets to an Annual Gala or Fundraising Event
- Asking for Donations from a Corporate or Wealthy Donor
- Sending Out a Fundraising E-mail Asking for Individual Donations

# Many Activities Can Be Both

- Conference with Paid Registration
- Providing Services paid for by a Regional Center or Medicaid
- Selling Disability Trainings to Companies or Non-Profits
- Selling Publications About Self-Advocacy
- Consulting with Non-Profits, Government or other Groups

**Could Any Part of Your Group's  
Mission Bring in Funding?**

# Publications



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[Autistic Self Advocacy Network](#) (Compiler), [Melody Latimer](#) (Compiler), [Jim Sinclair](#) (Contributor)

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# Paid Training or Speaking



# Funding Restrictions

- **Restricted funding** = Funding that comes with specific rules about how you can and cannot use it.
- **Unrestricted funding** = Funding that you can use as you choose
- **Overhead, or indirect, expenses** = Funding that comes with restricted funds that pays for ED's salary, office space, conference line, etc.

## **Example: AIDD Self Advocacy TA Grants**

- **Funded by AIDD to support ASAN providing technical assistance to state and local self-advocacy groups**
- **We can ONLY use money to support self-advocacy groups in the states mentioned in the grant**
- **Money CANNOT be used for lobbying, general fundraising or other activities not connected with the grant's purpose**

# Example: Donation to ASAN Gala

- At ASAN's Annual Gala in November, we solicit donations from non-profits, companies and individuals
- Money can be used to support the organization's work as a whole, not just paying for the Gala
- We can bring in more money than we use and save the rest for later

# Why Unrestricted Funding Is Important

- **Helps with Cash Flow (you aren't always paid on time)**
- **Let's you and your board decide what to do**
- **Gives you security in case you lose a grant**
- **Lets you hire people with less fear of having to fire them later**

**Questions?**

# Upcoming Fundraising Webinars

## **Webinar #2: How to Ask for Money: Creating a Development Strategy Part II**

**Tuesday, March 4th 1PM PST**

We'll be going over how to approach foundations, corporate donors and individual donors as well as the pros and cons of Galas, Publications, Speaking Honoraria and other potential sources of revenue.

## **Webinar #3: Getting an Insider's View: A Conversation with Special Hope Foundation's Executive Director Lynne O'Hara**

**Wednesday, March 12th, 1pm PST**

Lynne O'Hara is the Executive Director of The Special Hope Foundation, a family foundation with a mission to promote the establishment of comprehensive health care services for adults with developmental disabilities. As the founder of the organization, she worked with a board composed of family and community members to build funding capacity and increase effective grant making. She is a member of the Disability Funders Network and Association of Small Foundations where she has presented on Strengthening Organizational Infrastructure. Lynne will give self-advocates tips for approaching foundations. Note: There will be a lengthy Q&A session. Priority for questions will be given to self-advocates who attended How to Ask for Money: Creating a Fundraising Strategy.