

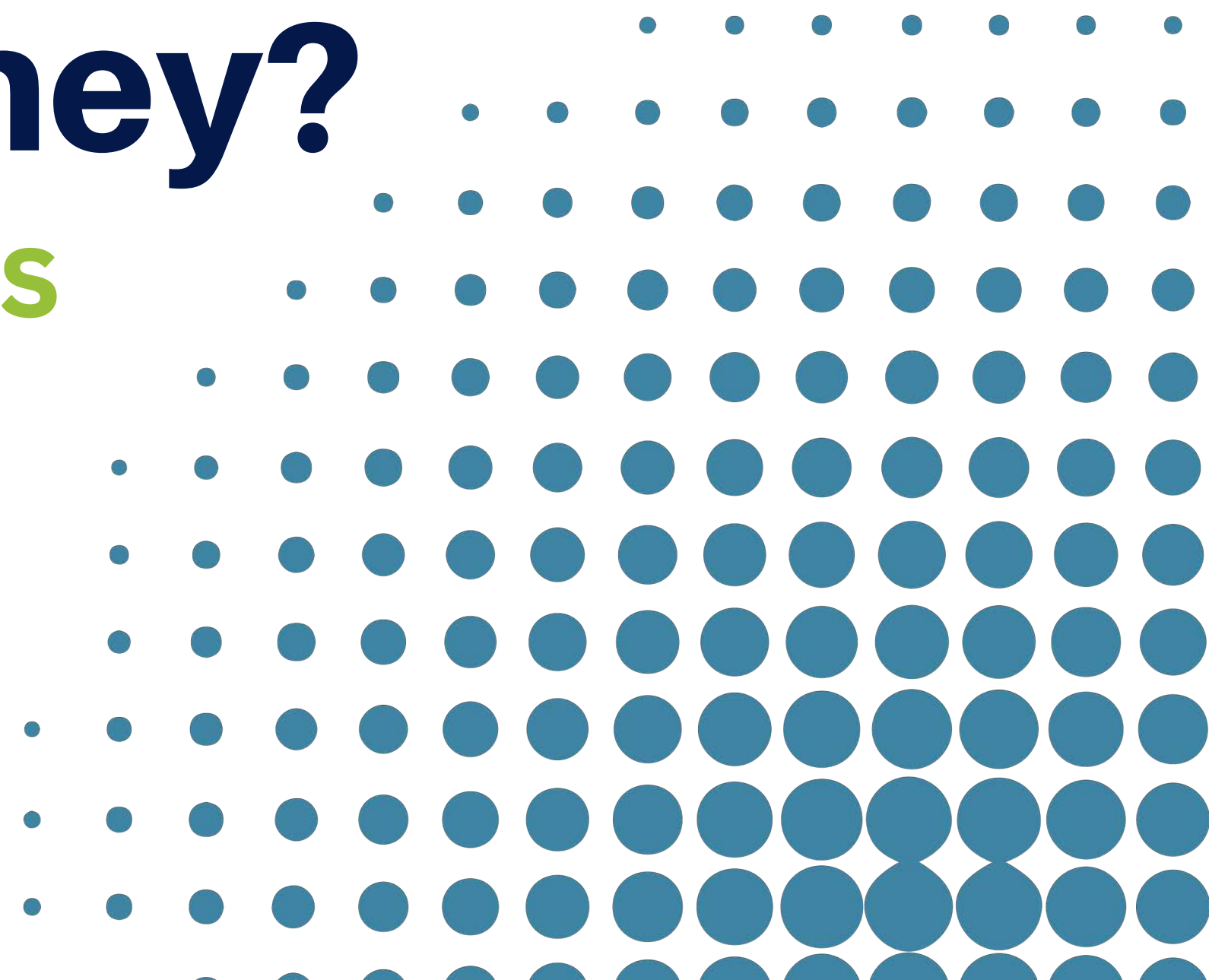


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Your world is our priority.

Who else has money?

Finding non-federal funds

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Types of non-federal funders

Public

- State and local government
- Select non-profit organizations

Private

- Select non-profit organizations
- Industry partners
- Associations
- Foundations
- Donors
- Family offices and family foundations
- Businesses and corporations
- Investors/VCs

How to approach non-federal funders?

It depends...

Tied for first place:

1) Relationships

1) Value



Your turn!

Non-federal funding strategic insights

Designed for : AIBS Council Meeting 2025

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What is the project? (be specific)

Who cares about the project?

(Direct) Stakeholders: _____

(Indirect) Policy/Future Communications/Research Report/Data Insights: _____

(Indirect) Community: _____

(Indirect) Employers: _____

Who needs staff trained in this area?

Assuming this is funded for 3- to 5-years, who will pay for it *after* that?

Who can provide cost share? What can be provided as cost share?

Consider: What can I be the best in the world at? How do I know? How can I communicate that?

Who am I missing on my team?

- activator
- strategist
- rainmaker
- debaters
- experts
- confidants
- realists
- ideators
- idealists/futurists

Questions about this template? Contact: Christine@CutucacheConsolidated.com

Let's work through how you
can approach YOUR work
with an exercise
(See worksheet)



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Thank You



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