How To Work With All Levels Of Government To Maximize Revenue

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Outline
• Introduction
  • How to Get Politicians to Come to Events
  • How to Find Granting Opportunities
  • How to Get Politicians to Advocate for You
• Participants
• Politicians
• Immediate Action Items
• Needs
• Events
• Grants
• Advocate
  • Q & A

Participants
• Fast Introduction
  • Name
  • Charity / Non Profit
  • Current Level of Government Involvement

Hi my name is
Politicians

- Umbrella on a dry day
- Never meet a banker when you need money
- Solutions to problem
- Publicity

But it's not raining!

Politicians

- No connections to government and why would we bother
- City of Toronto
  http://app.toronto.ca/im/council/councillors.jsp
- Province of Ontario
  http://www.ontla.on.ca/lao/en/members/
  http://fyed.elections.on.ca/fyed/en/form_page_en.jsp
- Federal Government

Immediate Action Items

- No Different Than Donor Visit

- Board Discussion
- Board Involvement
- Literature
- Phone Call
- Meeting
- Follow Up
Needs

- Specific
- Tangible
- Not "We Need Help"

Events

- Invite
- Opportunity to Speak
- Press

Grants - Opportunities

- Foundations
- Grant Search Engines
- R & D
- Board Members

(aka 'bored' members 😝)
Grants - Research

- How much have they granted in the past
- Who have they granted to in the past
- **Who are the decision makers**
- Meet and/or talk to them
- Tell more than the grant
- Partnerships
- References

Grants

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<th>Organization</th>
<th>Website</th>
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<tbody>
<tr>
<td>City of Toronto</td>
<td><a href="http://www.toronto.ca/grants/index.htm">http://www.toronto.ca/grants/index.htm</a></td>
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<td>United Way</td>
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<tr>
<td>Canadian Council for the Arts</td>
<td><a href="http://www.canadacouncil.ca/">http://www.canadacouncil.ca/</a></td>
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Advocate

- Program Specifics
- Budgets
- Space
- Gift In Kind
- Donors
Questions and Answers

Thank you

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