

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

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Participants

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



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Politicians

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



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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
<http://www.parl.gc.ca/Default.aspx?Language=E>

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Immediate Action Items

- **No Different Than Donor Visit**
- Board Discussion
- Board Involvement
- Literature
- Phone Call
- Meeting
- Follow Up



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Needs

- Specific
- Tangible
- Not “We Need Help”



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Events

- Invite
- Opportunity to Speak
- Press



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Grants - Opportunities

- Foundations
- Grant Search Engines
- R & D
- Board Members
(aka 'bored' members ☺)



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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

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Grants

Arts and Culture	http://www.arts.gov.on.ca
City of Toronto	http://www.toronto.ca/grants/index.htm
Celebrate Ontario Fund	http://www.grants.gov.on.ca/GrantsPortal/en/OntarioGrants/GrantOpportunities/OSAPQA005140
Tourism Ontario	http://www.tnto.gov.on.ca/online/works_funding/funding.shtml
OLG - Ontario Lottery and Gaming	http://www.olg.ca/about/community/index.jsp
OTF - Ontario Trillium Foundation	http://otf.ca
Ont. Ministry of Sports Promos	http://www.misp.gov.on.ca/en/healthy-communities/default.asp
Ont. Ministry of Citizenship	http://www.citizenship.gov.on.ca/english/grantsandfunding/index.shtml
United Way	Contact Your Local United Way
Toronto Arts Council	http://www.torontoarts.com/artsandculture.asp
Ontario Arts Council	http://www.arts.on.ca/site4.aspx
Canadian Council for the Arts	http://www.ccaartsocouncil.ca
Heritage Canada's Celebrate - Canada Fund	http://www.pch.gc.ca/eng/1299623024175
Heritage Canada's Festivals and Anniversary Fund	http://www.pch.gc.ca/eng/1267799042836
Service Canada's New Horizons Grant for Seniors	http://www.hrsdc.gc.ca/eng/community_partnerships/seniors/index.shtml
CIC Citizenship Grant	http://www.cic.gc.ca/english/multiculturalism/funding/index.asp
Grants Ontario	http://www.grants.gov.on.ca/GrantsPortal/en/OntarioGrants/Grant4Home/index.htm
Youth Justice Fund - Guns, Gangs, Drugs	http://www.juvenilejustice.gc.ca/index.html
Employment and Social Development Canada	http://www.hrsdc.gc.ca/eng/funding/index.shtml
Citizenship and Immigration Canada	http://www.cic.gc.ca/eng/dhs/department_grants_contributions_funding/index.asp

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Advocate

- Program Specifics
- Budgets
- Space
- Gift In Kind
- Donors

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Questions and Answers

Thank you

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