







# Harnessing the Power of Government Relations to simultaneously Advance your Mission and turn Government into a Major Donor

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# Timing is Everything

	Summer	Fall	Winter	Spring
Policy Decisions				
Financial Decisions				
Legislative Windows				

**Even if the government wants to act, it is limited by yearly cycles of decision making, budgeting, and House scheduling.**



# Policy Decisions Can Lead to Funding

- Don't underestimate the benefits of participating in policy discussions
- You have knowledge the government doesn't have

## **Case Example:**

- Ontario's Workforce Shortage Coalition
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- Tip: Get in there early



# If You've Waited Until Formal Pre-Budget Consultations – You're Too Late

- ▶ Don't underestimate the power of the bureaucracy
- ▶ Identify key decision-makers

## **Case Example:**

- ▶ OSWCA

- ▶ Tip: Look at end-of-year funding opportunities



# Legislation Curve Ball

- ▶ Legislation can end up costing your organization money
- ▶ Minimize by helping to develop policy

## **Case Example:**

- ▶ OASW
  
- ▶ Tip: Monitor which Bills are being introduced

# Understanding the Machinery of Government = SUCCESS

