

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



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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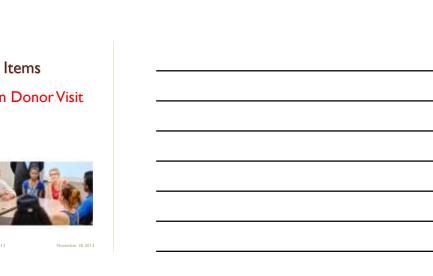
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Immediate Action Items

- 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



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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

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Grants

Artsvest Grant	http://www.artsvest.com/
City of Toronto	http://www.toronto.ca/grants/index.htm
Celebrate Ontario Fund	http://www.grants.gov.on.ca/GrantsPortal/en/OntarioGrants/Gran
	tOpportunities/OSAPQA005140
Tourism Ontario	
OLG - Ontario Lottery and Gaming	http://www.olg.ca/about/community/index.jsp
OTF - Ontario Trillium Foundation	
Ont. Ministry of Sports Promos	http://www.mhp.gov.on.ca/en/healthy-communities/default.asp
Ont. Ministry of Citizenship	
United Way	Contact Your Local United Way
Toronto Arts Council	http://www.torontoartscouncil.org/
Ontario Arts Council	http://www.arts.on.ca/site4.aspx
Canadian Council for the Arts	
Heritage Canada's Celebrate -Canada Fund	http://www.pch.gc.ca/eng/1290623024175
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/inde x.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/Grant
	sHome/index.htm
Youth Justice Fund - Guns, Gangs, Drugs	http://www.justice.gc.ca/eng/pi/yj-jj/fund-fond/ggd-fgd.html
Employment and Social Development Canada	http://www.hrsdc.gc.ca/eng/funding/index.shtml
Citizenship and Immigration Canada	http://www.cic.gc.ca/english/department/grants-contributions- funding/index.asp

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Advocate

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

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P	Questions and Answers				
	Thank you				
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