



Helping Nonprofits, Tribes and Agencies Build Healthy Organizations and Do Their Good Work

How to Pay for Training?

We recognize that the cost of *Sustainable Pathways: Developing a Healthy Organization* training can seem huge for a small nonprofit struggling to get on their feet financially. Ironically, these small nonprofits may have the most to gain by clearly thinking through their mission and programs and creating a balanced, sustainable fundraising plan.

So if the cost of training seems daunting, what's the best way to secure funds to attend the *Sustainable Pathways* training? Here are some of the fundraising methods that have been successful for other organizations:

1. Sponsor *Sustainable Pathways* training in your community. Sponsoring organizations receive a scholarship to the class. If you have access (or can ask for a donation) to classroom space and are willing to help advertise and register participants, this may be the simplest and most direct way to cover the cost of the *Sustainable Pathways* training.
2. Set up a special fund and request donations toward the training or designate 10% of all income (or income from specific sources) to be deposited into a savings account for the training.
3. Who have been the major donors to your organization in the past? One of these donors may be willing to donate the cost of the training as an investment in your organization's future financial health.
4. Write a small grant proposal to a foundation or corporation asking for the cost of the training as a donation. Grantmakers are very interested in building capacity and diversifying the funding of the organizations they support. Alternately, you can include the cost of *Sustainable Pathways* training in a larger grant proposal as part of your plan to provide ongoing funding for your project after the end of the grant.

5. Hold a special event to raise the cost of the training. You can sell cookies, organize a car wash, or arrange a “slave sale” (volunteers who do work for others for a fee that is donated to the organization) – there are unlimited special event possibilities. Choose one that logically relates to your organization’s mission, and clearly state that the funds will be used to create a balanced and sustainable fundraising plan.
6. Budget the training into your next fiscal year’s budget. By setting aside as little as \$125 a month, you can save the \$1500 training cost in a year.

We at Funding Exchange have been privileged to directly observe the benefits that come from *Sustainable Pathways* training and as a result, we want to do everything we can to help you attend! Don’t hesitate to call or email us if you’d like assistance wording your request to your donors or to a grantmaker... and we hope to see you *soon* in one of our Sustainable Pathways trainings.

Sincerely,

Sharon C. Gherman

Sharon C. Gherman, President

Feedback from Sustainable Pathways participant organizations:

“This course was full of great information and very easy to follow. I plan to use the information and great tools as my organization continues to grow. I strongly recommend this course to nonprofits who are not able to retain professional grant writers and financial consultants.”

*Beth Cook, Executive Director
Logan County Child Advocacy Center*

“No matter the size of one’s nonprofit, Sustainable Pathways was filled with valuable information, both quantitative and qualitative. As an Executive Director of a nonprofit, every nonprofit can use some work on their funding streams in order to be more viable during this highly competitive era. The information provided shows all of us there is work to be done when looking to be as stable as possible.”

*Amy Turner, Executive Director
Strong Through Our Plan (STOP)*

“This training offers practical suggestions and strategies that often we may not have thought of when looking for grants — or if we are already practicing some of the strategies this training offers, it will strengthen what we already have in place.”

*Deborah Williams, Director
Raleigh County Community Council*

“The Sustainable Pathways training was a terrific experience with useable take-home tools that we will use for years to come.”

*Betsie Carroll, Community Consultant
Christian Appalachian Project*

“The information provided is great for both the new nonprofits and an agency that has been in existence for a while.”

*Tonya Vannatter, CAC Coordinator
Cornerstone Family Interventions, Inc.*

“The Sustainable Pathways forum was an excellent means to focus our effort. It provided our organization with tools to document our financial plan in a meaningful way.”

*Violet Burdette, Development and Funding Specialist
MountainHeart Community Services, Inc.*