Funding to Supplement Core Services

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Learning Objectives

Today You Will Learn:
• The resource development requirements for CILs
• Our path to growth!
• The importance of diversifying funding
• More about the core services and incorporating them into outside funding opportunities
• Program ideas for seeking funding from non-disability specific funding streams
• To focus on IL within all funding opportunities
• Shared tips and support!

CIL Requirements

- Resource Development Activities—CILs shall conduct resource development activities to obtain funding from sources other than Chapter 1 of Title VII of the Act.
- Compliance—CILs shall provide evidence in its most recent annual performance report that it has conducted resource development activities within the period covered by the performance report to obtain funding from sources other than Chapter 1 of Title VII of the Act. 29 U.S.C. 796f-4

The Benefits of Diversifying Funding

• Mitigating risks- Could protect your CIL if you lost funding
• Autonomy: Depending on the funding structure, you could perform unallowable activities like lobbying!
• Visibility: The more we are doing activities, the more we are known!
• Adaptability: Can make adjustments to sustain staff if funding was put on hold or not funded immediately

Able SC's Growth

2010
Funding: $524,890

Staff: 6

2011
Funding: $691,802

Staff: 15

2012
Funding: $714, 841

Staff: 17

2013
Funding: $813,948

Staff: 21

2014
Funding: $931,685

Staff: 33

2015
Funding: $1,216, 425

Staff: 41

2016
Funding: $1,554,788

Staff: 53

2017
Funding: $2,068,164

Staff: 53

2018
Funding: $2,537,973

Staff: 60

2019
Funding: $3,445,134

Staff: 60

2020
Funding: $4,039,533

Staff: 58

2021 (projected)
Funding: $6,000,000+

Staff: 59+

What Does Funding Mean for your CIL?

Growth Goals Should Include:
• More Impact

- Increased services
- More needs are being met
- The disability voice takes the space
- Increased number of consumers served
- More community education
- More respect for the disability community
- Career paths & leadership opportunities
- Competitive wages and benefits for staff
- More exposure & positive reputation
- Attract more funders
- Advocacy!!

Sustaining Growth

Starts at day one!
- New funding should not be seen as temporary or add more tasks to existing staff. Build evidence to support your services via successful program implementation
- Sustainability planning by building your funding so you have more capacity, knowledge and ability to perform services
- Make your impact known– don't be the best kept secret!
- Attract other funders by your impact

Funding within the Five Core Services

Five Core Services (let's be real, its six core services)

1. Advocacy- BOTH Systems and Individual
2. Independent Living Skills Training
3. Peer Mentoring
4. Information and Referral Services
5. Transition Services 1 – Institution Transition & Diversion
6. Transition Services 2- Youth Transition

Advocacy

- Diversity, equity, and inclusion (DEI) funding
- DD Council Funding
- Corporate partnership & sponsorships
- Fee for services
- National grants with IL Network
- Minority and marginalized focused initiatives
- Fundraising
- Emergency related opportunities

- Affordable & accessible housing efforts
- Systems change efforts
- ACL partners collaboration

Independent Living Skills Training
- Medicaid waivers
- United Way
- National grants with your IL Network
- BlueCross BlueShield/Centene/Amerigroup
- Community foundations
- Vocational Rehabilitation Department / DD agencies / Blind agency
- Social Security (Ticket to Work, WIPA, etc.)
- Emergency related education
- Self advocacy
- Assistive Technology
- Fundraising/Corporate Sponsorships
- Adjustment to disability

Peer Mentoring
- School funding / grant opportunities
- College and universities
- Corporate sponsorships
- Medicaid waivers/reimbursements
- Pre-employment transition services
- DD Council
- Self-advocacy grants

Information & Referral Services
- United Way
- ACL Partners
- Partnership building with likeminded organizations
- Education campaigns
- Information hub
- Training programs
- Call centers

Youth Transition Services
- Department of Education
- Parent Training and Information Centers

- Vocational Rehabilitation
- Pre-Employment Transition Services
- Local school districts – K-12
- Colleges/Universities
- IDEA Advisory Committee
- Corporate Sponsorships
- Fundraising
- Department of Juvenile Justice

Institution Transition & Diversion
- Money Follows the Person
- Relationship building with hospitals and home care organizations
- Collaboration efforts with partners to create a program to meet the needs
- Relationships with non-traditional institutions
- Medicaid waivers/reimbursements to implement consumer driven services in the community
- Assistive technology
- Partnerships with the state's adult protection agency, aging and homeless organizations
- Community supports and fundraising

Fee for Service Example
Able Access is a program that educates the community through a variety of technical assistance and training programs to assist businesses with achieving full equity by including disability and fulfilling their legal obligations under disability rights legislation, including the Americans with Disabilities Act, Section 508 of the Rehabilitation Act, SC Persons with Disabilities Right to Parent Act, etc. Fees are on a sliding scale and discounted for nonprofit groups. Able Access includes:
- Architectural Accessibility Assessments
- Digital/Website Accessibility Training and Testing
- Customized Professional Trainings and Keynote Speakers
- Policy and Procedure Review to Ensure Inclusiveness
- Technical assistance

Tips
Tip One: Disability Intersects with All Populations
Look at non-disability related opportunities and incorporate disability.
Tip Two: Disability Representation
When representation is critical, CILs should be leading the disability space with consumer-driven programs and services. Nothing about us, without us!

Tip Three: Be Bold
Sometimes it takes creating services to generate funding for services– "you have to spend money, to make money."

Tip Four: You Won't Win them All
Its ok not to get funding for every effort you try. Save and tweak the program idea for another opportunity in the future!

Tip Five: Avoid Mission Drift
Don't chase the money. Chase the opportunity to further your mission!

Avoid Mission Drifting
Mission drift is when you secure funding that is outside of your mission.
Avoid mission drift by:
• Setting rules and priorities for your CIL. Do not apply for funding unless it fits within those rules
• Ensuring your staff and board understands your current mission, values, goals, and vision
• Saying "no" (sometimes you have to)
• Creating a clear and focused strategic plan on increasing funding and organizational capacity
• Understanding the risks of mission drift for disability-led organizations
• Using the philosophy and your mission to guide all decision-making practices
• Understanding the benefits of being disability-led and using that to attract funders

Examples of CIL's Mission Drifting

Why does Mission Drift Hurt CILs?
- We are disability- led organizations
- Stay focused as our movement needs us!

Questions

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