# Sustaining Your Specialized Docket:

This is Not Show Me the Money Christine Raffaele, Esq., C.C.M.



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#### Learning Objectives

To define and describe the four keys to sustaining a specialized docket.

- Program Design
- Knowing your Money
- Community Outreach
- Institutionalization

To Illustrate all the key elements of each of the four keys to sustaining a specialized docket.

To create a sustainability plan that contains the four keys to sustaining a specialized docket.













- Mission
- Vision
- Core Values and Beliefs
- Goals
- Objectives
- Planning







#### Know Your Money

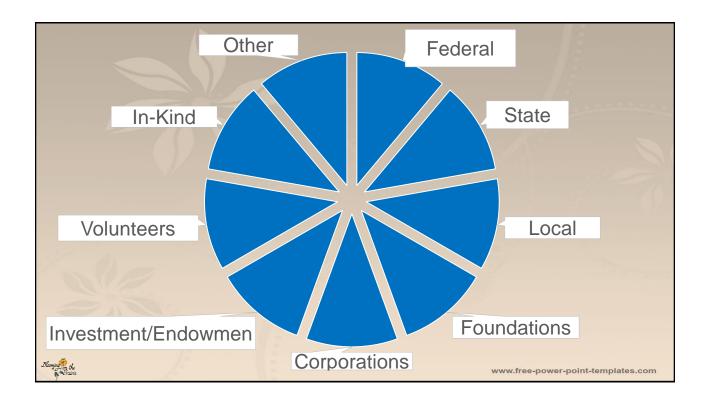
What do I need to know?

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### Know Your Money

- Funding Plan

   what are potential sources of funding
  - ${\scriptstyle \circ}$  Incorporate the funding plan into the strategic plan
- SWOT Analysis
- Quality Assurance





#### **Know Your Money**

State Funding Byrne JAG Grant Specialized Docket Pay Roll Subsidy Department of Rehabilitation and Corrections Department of Youth Services



#### **Know Your Money**

Local Funding County Commissioners Special Project Funds Criminal Justice Coordinating Councils Internal User Fees Fundraising Events 501(c)(3)



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### **Know Your Money**

- Corporations
- Endowments/Investments



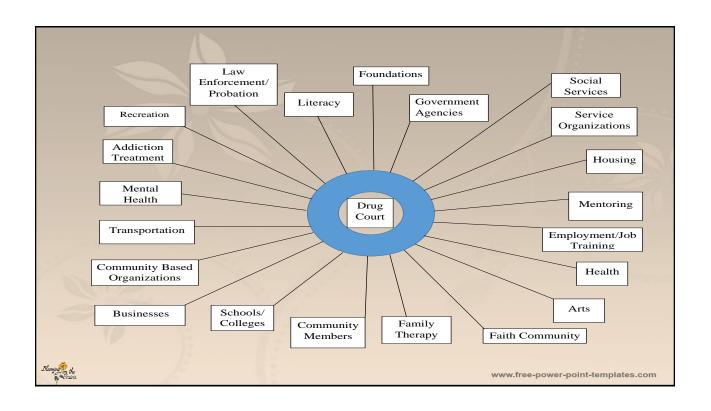
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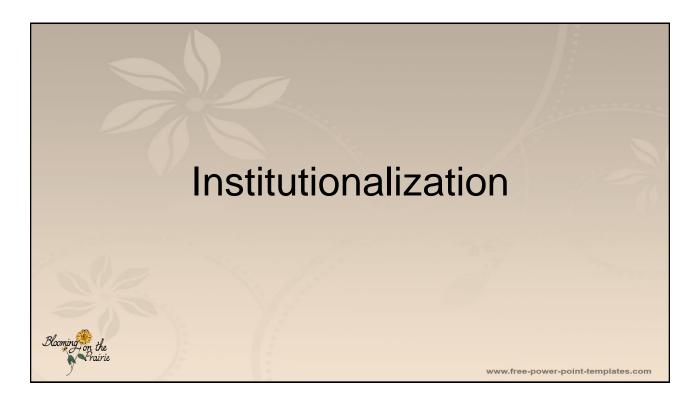
## Know Your Money

- Volunteers
- In-Kind
- Other









#### Institutionalization

- Status of all memoranda of understanding
- · Local rule of administrative order.
- Participant materials up to date.
- Buy-in from community partners.
- Evaluation or self-evaluation.



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#### Review -- there is no magic bean

- Program Design
- Know Your Money
- Community Outreach and Education





#### Questions

Christine Raffaele, Esq., C.C.M. Blooming on the Prairie, LLC 614-822-5139 Christine.Raffaele40@gmail.com





#### SUSTAINABILITY PLAN WORKSHEET

1. What is your program's vision?

2. What is your program's mission?

3. What are your program's goals and objectives?

4. Does your program have a strategic plan? (To increase services, capacity, self-funded without grants, etc.)

- 5. Operationally, how is your program doing?
  - a. Have you had an evaluation?
    - 1. What did you learn?
    - 2. What did you change?
    - 3. What do you still need to change?
    - 4. What do you need to implement the changes?

- b. Do you collect data?
  - 1. What data?
  - 2. What should you collect and from whom?

e. What do you want to learn about your program?

f. What can you collect at low or no cost?



- g. Do you conduct exit interviews, focus groups, surveys of participants, team members, and advisory committee members?
- 6. Know your money. See the excel spreadsheet.
  - a. Community Based Foundations
    - 1. What community based foundations exist within your jurisdiction?

- 2. Have you made contact with these foundations regarding potential funding for your program's activities?
- 3. What potential funding do these foundations offer your program?

4. Explain your next steps with the information you obtained.

5. How can you provide information regarding your program to your primary funding sources?



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b. Top 5 Activities

Having filled out the excel revenue and operating expense grids and answering the above questions, what are the top 5 activities that you will focus on in the next six months regarding financial stability to move your program forward?

- 7. Community Outreach and Education.
  - a. Collaborative Key Partnerships/Advisory Committee.
    - 1. How do you plan to utilize members of your advisory committee in assisting with sustainability of your program?
    - 2. What are the other organizations who serve the same clients who are not members of your advisory committee?
    - 3. Have you conducted a community mapping exercise within the last year?

4. Do you plan on soliciting new members to your advisory committee? Why?



- 5. Has your advisory committee considered forming a 501(C)(3) organization to support your specialized docket?
- 6. Next steps for your advisory committee.

- b. Community Outreach and Education Plan:
  - 1. Written Program Materials
    - a. Do you have a program brochure?
    - b. How do you utilize the brochure? How do your citizens get access to the brochure?
  - 2. Written Media
    - b. What are the top two written media outlets (newspaper, regional magazines, etc.) in your community?
    - c. How do you utilize them to inform your community about your program?
  - 3. Verbal Presentations
    - a. List five organizations in your community that regularly have guest speakers.



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b. What community organizations have received a verbal presentation about your program this year?

- c. List two community organizations that could benefit from a verbal presentation.
- 4. Verbal Media
  - a. What are the top two verbal media outlets (television, radio, etc.) in your community?
  - b. How do you utilize them to inform your community about your program and specialized dockets in general?
- 8. Having answered the above questions, what are the top two activities that you will focus on in the next six months regarding public relations to move your program towards sustainability?



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6	Funding Sources	Projected for Current Year	Actual	Difference (\$)
7	Federal Funding			\$0.00
8	General Revenue Fund-State			\$0.00
9	Local			\$0.00
	Foundations			\$0.00
	Corporate Support			\$0.00
	Volunteer Hours			\$0.00
	Inkind Resources			\$0.00
	Private Donors			\$0.00
	Endowments/Investments			\$0.00
	501-C-3			\$0.00
18 19				
20				
21		Budget	Actual	Difference (\$)
22		\$0.00	\$0.00	\$0.00
		40100	\$0.00	
11				
23	For Operational Expenses calcula	ate for each category of pro	piected and actual amounts sper	nt this year.
23	For Operational Expenses, calculation If there are additional operational			-
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