"Show Me the Money"
Conversation Starters for Networking

What is the money for?
• Capital Campaign/ Bricks & Mortar
• Operating Expenses
• Special Projects/Exhibits/ Programs
Do You Have?

• 501(c)3 Status with IRS
• Nonprofit Registration w/State
• A Developed Business Plan Showing Sustainability
• An Audit or Financial Review From Independent Accountant or CPA

Do You Have? (con’t)

• Registration with Guidestar
• An Operating History
• Access to Foundation Center Resources

Sources of Funding/Individuals

• Membership Dues
• Firefighter Payroll Deduction
• Public Support
• Board Member Support
• Targeted Large Donors
• Admissions
### Sources of Funding/Individuals (con’t)

- Gift Shop Sales
- Special Event Admissions / e.g. Lantern Night
- Online Donations

### Sources of Funding/Activities

- Flea Markets
- Banquets
- Motorcycle Rides
- Marathons/Fun Runs
- Golf Outings
- Reverse Raffles

### Sources of Funding/Activities (con’t)

- Auction/Sale of De-Accessioned Items
- Publications/Book Sale
- Concerts
- Paranormal or Ghost Tours
Sources of Organizational Funding

- Foundations
- Corporations
- Grants
- Government Sources e.g. Ohio History Connection
- Go Fund Me Accounts
- In Kind Donations