

## UCEDD Directors Meeting Discussion Breakout Notes Form

Topic: Funding Diversification

Facilitator(s): \_\_\_ Lane Falcon \_\_\_\_\_

Important takeaways from discussion:

- University structure can inhibit efforts to diversify funding; relationships with university development offices are key. Centers agree that there seem to be many individual donors who have a personal connection to their cause and would be very interested in supporting people with disabilities. However, many of these people are already locked in by the University's general development office. One way to get around this might be for AUCD headquarters to do a wealth assessment and conduct outreach on behalf of the centers (This was actually brainstormed and gained a lot of traction).
- Center directors seem more comfortable applying for grants from private and family foundations than other types of private funding. It seems that only a few centers have experience soliciting unrestricted funding from individual and corporate sources. There is a strong interest in identifying corporate entities with national and regional foundations that could partner with AUCD and our network centers at national and state levels.
- When partnering with corporations on event sponsorships for which we offer a lot of visibility, it might be a good idea to run deliverables and communications by a legal firm to ensure that we are protective need to make sure that we are not putting ourselves in situations that could potentially conflict with our mission.

Technical assistance needs identified:

- AUCD to cultivate potential corporate foundations interested in doing work at the state level. It makes sense that these corporate donors are the same ones that AUCD's national office solicits for national and technical assistance efforts. (ie. JPMC, Walmart)
- AUCD could provide information on successful crowdfunding campaigns, events and other fundraising mechanisms.
- AUCD could conduct a national wealth assessment that identifies individual donors interested in supporting disability initiatives within the vicinity of the respective centers. We could then play the role of broker connecting the centers with the potential donors and possibly even teeing up the ask.

Please return to Anna or Tanisha or Dawn after the meeting. Thanks!