



# Sector Essentials

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# Funding

# Who We Are

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## **Insight Center for Community Economic Development**

- National, nonprofit, research and consulting organization formed in 1969. Previously: National Economic Development & Law Center.
- Mission: helping people and communities become, and remain, economically secure.

## **National Network of Sector Partners**

- Project of the Insight Center for Community Economic Development.
- Membership organization of sector initiatives and their supporters, formed in 1999.
- Mission: to promote the use of sector initiatives and strategies that support them in order to improve employment and economic opportunities for low-income individuals, families, and communities, strengthen industry sectors that are important to regional labor markets, and increase regional economic vitality.

# How Are Sector Initiatives Financed?

## Percentage of sector initiatives that use the following sources:

- WIA – 63%
- State/County Welfare Funds – 50%
- State DOL – 30%
- State Ed – 25%
- Incumbent Worker Funds – 22%
- Foundations – 53%
- Corporate/Business Funds – 35%
- Fee for Service – 34%
- Individual Donations – 20%

# Sector Initiatives' Use of Funding

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- **Intermediary Activities** – Foundations, state DOL
- **Training** – Foundations, WIA, TANF, state DOL, incumbent worker, CDBG
- **Support Services** – Corporate, US DOL, WIA, state welfare, WIA Youth
- **Business Retention/Employer Services** – WIA, City/Enterprise Zone
- **Career Pathing** – TANF, CDBG, state welfare, fees for service
- **Retention Services** – WIA Youth, Individual Donations

# Other Sources

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- Discretionary funds from the Governor's Office
- State appropriations / general revenue
- Adult education
- Community Block Development Grants (CDBG)
- Industry-specific funds
  - Fund pool from nursing home assessment
  - Pre-apprenticeship funds from transportation agency
- Partner contributions

# Ways to Organizing Fundraising

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- Organize around strategies:
  - *Incumbent worker training, employer services*
- Organize around target populations:
  - *Case management, ESL training*
- Organize around partners:
  - *Community colleges, economic development agencies*
- Organize around industry:
  - *Health conversion foundations, HHS, industry associations; public agencies that regulate and fund industries*

# Lessons

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- Planning must be funded.
- Funding must be planned.
- Fundraise for the future.
- Bank on your success.
- Be entrepreneurial and creative!