



Southern Gulf Islands Sustainable Funding Initiative

Year One Progress Report



April 2022

Introduction

The Southern Gulf Islands Community Resource Centre (SGICRC) is a regional not-for-profit committed to enhancing community capacity and fostering both social and economic opportunities. It offers a broad range of educational, social, cultural, Edu-tourism and capacity-building programs to residents of Pender, Mayne, Galiano and Saturna Islands.

Since 2016, the SGI CRC has been approached by local non-profit organizations (NPOs) requesting assistance in finding stable funding sources to deliver and scale community services. In response to this need, the SGICRC developed a proposal for a new External Fund Development Service (see: Appendix A) that would combine resource knowledge, education, outreach and direct support to increase fund acquisition for SGI organizations.

In June 2020, the SGICRC approached The Southern Gulf Islands Community Economic Sustainability Commission (SGI CESC) with their project, as it aligned with their mandate to coordinate local sustainability initiatives that contribute to economic prosperity and social equity in the SGI. With the CESC's support, the CRC developed a statement of work for a "Fund Development Service " that would deliver on four key project activities (see: Appendix A). In 2021, the service was renamed The Southern Gulf Islands Sustainable Funding Initiative (SGISFI), and as of March 2022, the project has concluded its first year.

The following report will detail the progress of the SGISFI to-date, including all completed and in-progress activities, challenge and new opportunities, and strategies for how to ensure the program is self-sustaining beyond our project end date in March 2023.

Project Background

Pender, Galiano, Mayne and Saturna are home to many volunteer-run groups, clubs and organizations that fill a broad range of resident needs, including transportation, childcare, food security, education and training, aging supports, arts, recreation, and community wellbeing. These organizations are the lifeblood of Southern Gulf Islands communities, and dedicated volunteers have done much to ensure the liveability of our islands. These organizations also bolster our local economies through events and programs which attract thousands of visitors to our communities each year. However, by no fault of their own, community organizations are often tested in their ability to deliver seamless programming. In communication with island organizations, the CRC identified three central challenges facing island non-profits: a lack of knowledge and fund development resources; an obsolescence of previous ways of fundraising; and new pressures presented by the international pandemic (see: Appendix A for more detail).

The SGI Sustainable Funding Initiative endeavours to provide support and solutions for these and other challenges faced by local non-profits. Our goal is to build the capacity of island groups to develop funding sources, to respond to grant opportunities as they arise and to

collaborate to meet common goals. As island non-profits acquire more and stable funding, they will be better able to meet the needs of community members and to create a higher quality of life for all residents.

Progress in Key Project Areas

The first year of the Sustainable Funding Initiative project has been shaped by four key project activities.

Activity #1: Create a Resource Database

One challenge faced by a fund-seeking organization is the difficulty in navigating information about available opportunities. We have built a Grants Database which contains information about programs, funders, eligibility criteria, and application windows. Only grants applicable to SGI organizations, and to their future and current funding needs, have been selected for inclusion. The objective is to make this curated database available to subscribed NPOs through our CRC web portal.

Completed Actions:

- Built and populated internal grants database [Figure 1]
- Entered **404** grants

Ongoing Actions:

- Continue to populate database
- Improve database functionality and accessibility
- Develop a SGI SFI web portal, accessible through the CRC website
- Upload database to the new web portal.

Program Name	Description	Eligibility
Conservation Design Program (Small Grants)	Grants for up to 10,000 dollars for the design and construction of small-scale conservation projects on private land.	Individuals, non-profit organizations, indigenous organizations, associations and youth management trusts, trusts, estates and educational institutions for youth organizations such as small businesses, corporations, and youth associations, local organizations such as community associations and groups, senior and young groups, and service clubs. For-profit, charitable, religious and state governments and their agencies.
Conservation Design Program (Research Grants)	Grants for up to 10,000 dollars for the design and construction of small-scale conservation projects on private land.	Individuals, non-profit organizations, indigenous organizations, associations and youth management trusts, trusts, estates and educational institutions for youth organizations such as small businesses, corporations, and youth associations.
Conservation Design Program (Medium Grants)	Grants for up to 10,000 dollars for the design and construction of small-scale conservation projects on private land.	Individuals, non-profit organizations, indigenous organizations, associations and youth management trusts, trusts, estates and educational institutions for youth organizations such as small businesses, corporations, and youth associations.
Land Youth Conservation Program (Large Grants)	Grants for up to 10,000 dollars for the design and construction of small-scale conservation projects on private land.	Individuals, non-profit organizations, indigenous organizations, associations and youth management trusts, trusts, estates and educational institutions for youth organizations such as small businesses, corporations, and youth associations.
Land Youth Conservation Program (Small Grants)	Grants for up to 10,000 dollars for the design and construction of small-scale conservation projects on private land.	Individuals, non-profit organizations, indigenous organizations, associations and youth management trusts, trusts, estates and educational institutions for youth organizations such as small businesses, corporations, and youth associations.

Activity #2: Develop and Deliver Training and Education Opportunities

The Sustainable Funding Initiative is connecting with SGI non-profits to identify which education and training resources will best support them in their work. To-date, we have run three highly requested educational workshops and we are in the process of developing more based on the feedback we've received. We continue to reach out to experienced facilitators to lead workshops on a wide range of topics, to develop templates, and to make video tutorials that support non-profits in their grant and capacity needs.

Completed Actions:

- Developed and delivered **3** educational workshops [see: Appendix B] to **60** participants, representing approximately **40** non-profit organizations across SGI.
- Worked with expert facilitators to develop **24** educational templates

- Received **13** formal course evaluation responses, as well as dozens of informal comments and feedback via phone, email, and Zoom.

Ongoing Actions:

- Upload workshop recordings and educational templates into web portal
- Develop **monthly** workshops and educational training
- Develop additional templates and short video tutorials for web portal

Activity #3: Provide Outreach to Build Capacity

The Sustainable Funding Initiative has undertaken a range of outreach activities designed to build relationships with local organizations. Organizations have shared with us their funding and organizational challenges, and we have connected them with resources and supports whenever possible. As we’ve introduced our program, its purpose and activities, island groups have offered feedback on how to improve our program and tailor its offerings.

Completed Actions:

- Created a monthly newsletter [Figure 2] to share information with NPOs on new grant programs, program deadlines, educational workshops, free online resources and tools. **101** subscribers. **12** issues. Over **50%** of recipients open email. **13%** of recipients click on embedded links.
- Built a [webpage](#) to introduce our program, collect information from non-profits, and advertise educational opportunities.
- Developed a campaign to increase awareness of the SGI Sustainable Funding Initiative. Information was sent out via email, electronic newsletter, social media posts, print media and articles in SGI newspapers.
- Electronically [surveyed](#) **26** NPOs on their organizational, training and grant writing needs.
- Conducted video call and telephone interviews with **19** NPOs on their organizational, training and grant writing needs.

Ongoing Actions:

- Add subscribers to monthly newsletter
- Build a web portal that contains our Grants Database, recorded workshops, video tutorials and template library
- Conduct more interviews with NPOs
- Connect NPOs with upcoming grant opportunities
- Outreach to funders to build rapport
- Build relationships with post-secondary institutions



Activity #4: Offer Direct Support to Organizations

Along with access to educational resources and specific funding/grant information from our database, the Sustainable Funding Initiative is offering direct, step-by-step support to some organizations applying for grants. The belief is that as organizations complete grant writing training, and receive support from program staff and volunteer grant hubs, their capacity to write grants and secure funds will increase.

Completed Actions:

- Provided direct or auxiliary support on **7** grant applications
- Corresponded directly with **14** NPOs about funding needs for **24** different programs and services
- Reviewed **40** grant program requirements on behalf of non-profits to confirm eligibility and make recommendations
- Connected organizations to workshop and peer-review each others' grant applications.
- Connected organizations to work on joint grant applications

Ongoing Actions:

- Help groups to prepare for grant opportunities
- Assist groups to understand funder requirements and build relationships
- Coordinate volunteer grant writing hubs on each SGI
- Host monthly Executive Director roundtable meetings
- Direct grant writing support

Changes to Project Activities

While the focus of our program is assisting local NPOs in their grant and grant writing needs, our outreach revealed that NPOs face a wide range of challenges for which they require support. Commonly cited concerns are governance challenges, communication issues, and difficulties attracting and retaining volunteers. Some organizations have low adaptive capacity, and struggle to meet shifting client needs, changes in the operating environment, and new technological requirements. Others would like to collaborate with similarly mandated organizations across the region, but do not know where to begin. As such, the SGI SFI has started to coordinate educational workshops and other supportive tools that will enable non-profits to build internal capacity and meet organizational goals beyond funding.

Challenges

Like many programs developed during the pandemic, the Sustainable Funding Initiative had a later-than-anticipated start. The research and development of the Grants Database and newsletter were the primary activities for 2021. It wasn't until the Program Coordinator was

hired in October 2021, and the Grant Research Assistant in January 2022, that the education and training, community outreach and direct support activities began in earnest.

New Opportunities

While currently out-of-scope, a new opportunity for the SGI SFI would be to extend their grant, grant writing, and capacity building services beyond non-profits to local businesses, entrepreneurs and individuals. Our program has been approached by local businesses looking for micro grants, entrepreneurs looking for start-up funds, and individuals looking for bursaries and grants to pursue post-secondary education and training programs. Some of these resident needs may yet be addressed by the SGI CRC’s Work BC Employment Services Program and new Community Sustainability Development Centre, but in the meantime there is an obvious gap in supportive services. The SGI CRC has applied to the 2022 Canada Summer Jobs program, and if that application is successful we will look to hire a student with the appropriate skills to support our program. Student tasks could include outreach to SGI chambers, local businesses, entrepreneurs and individuals to determine what level of grant and grant writing services, education and training would be beneficial. This information would help the SGI SFI to determine program direction and set priorities going forward.

Another opportunity is the recent influx of new talent and energy to the SGI. With a nearly 30% increase in full-time residents since 2016 (see: Figure 3), the number of people requiring community services has increased, but so too has the number of potential board members and volunteers. Another task for our summer student could be outreach to new residents to inventory their skills and experience, and match them with non-profit initiatives-- including the SGI SFI’s volunteer grant writing hub, and CRC volunteer services. The [Salish Sea Registry](#) is an excellent tool that could potentially be adapted for this purpose.

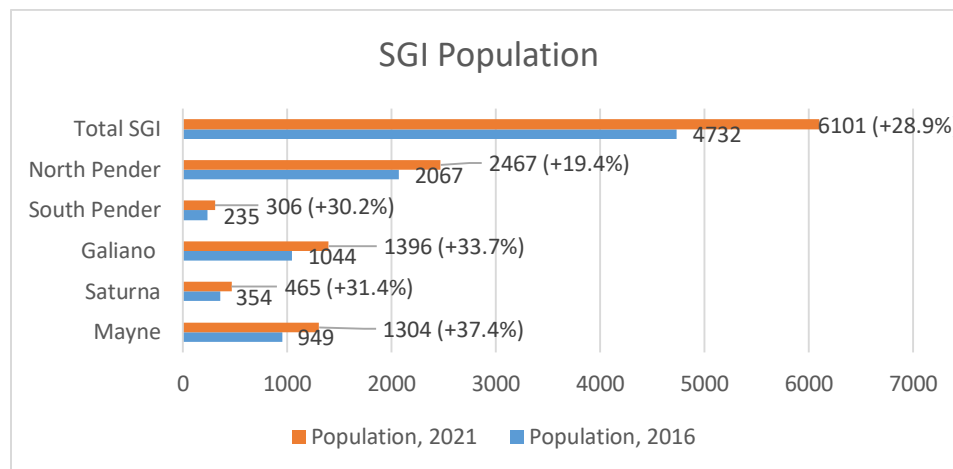


Figure 3: 2021 versus 2016

Year Two: Program Sustainability

In addition to the ongoing activities from year one, year two of the Sustainable Funding Initiative project will focus on activities that make our program self-sustaining and less dependent on outside funding sources.

Activity #5: Develop a Sustainability Plan

The first objective is to develop a sustainability plan that ensures the Sustainable Funding Initiative is able to continue after the two-year project is concluded. Our program team will work with non-profits and community groups to develop an actionable and achievable plan, with a strategy for monitoring successes and identifying challenges. The plan will serve as a roadmap for how the program will operate past 2023, what its goals will be, and its primary activities.

Activity #6: Develop a Fee-For-Service Model

We have already begun work on a fee-for-service model that will enable the SGI SFI to generate revenue through product offerings like grant consulting and writing, access to our grant resource web portal, and educational workshops. We are calling it our Mindful Payment program, and it is an acknowledgment that there are some societies whose economic circumstances will otherwise prevent them from accessing supportive tools. The Mindful Payment Program will allow NPOs to select from three price “tiers” for our services, depending on what they can best afford. We piloted this

concept during our recent workshop series to prove the viability. Non-profits told us that they appreciated the flexibility in pricing, and 70% chose to pay either the middle or highest price tier.

Activity #7: Subscription Web Portal

A significant piece of work for 2022 will be developing a web portal to host the grant resources we have generated and collected. Video recordings of past workshops, video tutorials, templates and our customized SGI grant database will all be available by subscription to local NPOs. If the CRC receives a Canada Summer Job grant, this task could be assigned to a student, whose duties would include researching content management systems and membership platforms, webpage design, uploading and formatting the resources, and advertising the new membership offering through social media, newsletter and print media.

Service	1st	2nd	3rd
SGI SFI Web Portal Access	\$100/year	\$75/year	\$50/year
General Consult	\$15/hr	\$10/hr	\$8
Writing Services Details to be determined	\$20	\$15	\$10
Complete Grant Writing Package Details to be determined	\$40/hr	\$30/hr	\$20/hr
Workshops & Training Details to be determined	Varies by workshop topic	Varies by workshop topic	Varies by workshop topic

Activity #8: Final Evaluation Report

The last piece of work will be preparing a final report. We will follow up with the organizations and groups our program has assisted to evaluate the effectiveness and limitations of our service. Measurables will provide evidence of having accomplished our objective and goals. These can be measured in units such as:

- Number of database entries
- Number of web portal subscribers
- Number of organizations participating
- Number of funding partnerships developed
- Number of dollars raised for organizations
- Number of workshops delivered
- Number of templates developed
- Number of video tutorials produced
- Number of participants in workshops
- Number of funders engaged
- Number of meetings held
- Number of volunteer grant writers

We will also report project findings, lessons learned, and potential next steps. The final report will be delivered to CESC, and we will publicize our project findings to the broader SGI community through the CRC and Sustainable Island websites.

Conclusion

The Southern Gulf Islands Sustainable Funding Initiative is off to a promising start. We have made significant progress on the year one activities outlined in our statement of work, and we look forward to further developing those activities in 2022/23. We also have a number of activities planned for year two, including a sustainability plan, a new subscription web portal, and a fee-for-service model that will ensure our program is self-sustaining, less dependent on outside funding sources, and can provide continuity of services to our island organizations well into the future.

APPENDIX A
Statement of Work

EXTERNAL FUND DEVELOPMENT SERVICE \$30,000

The goal is to increase the capacity of communities to fund activities and initiatives that contribute to their overall health and wellbeing.

The objective is to design a fund development service within the Southern Gulf Islands communities.

The fund development service will be shaped by four key project activities.

Activity #1: Create a Resource Database

Activity #2: Develop and Deliver Training and Education Opportunities

Activity #3: Provide Outreach to Build Capacity

Activity #4: Offer Direct Support to Organizations

Deliverables: Island groups will have the capacity to develop funding sources; island groups will be poised to respond to available opportunities when they arise; communities will be better organized to work together to accomplish common goals; programs and services will be successful in meeting local residents needs and local residents will enjoy a higher quality of life on the gulf islands.

Southern Gulf Islands Community Resource Centre: Expanding Funding Opportunities through Research and Development

Background and Context

The SGI Community Resource Centre (SGICRC) is located on Pender Island with offices on Saturna, Galiano and Mayne Islands. The centre is building capacity to have strong reach in each community, and currently has local coordinators for each island. The CRC's offer a range of programs and services to assist individuals, non-profit organizations and businesses. We are

a non-profit organization that focuses on capacity and community building, cultural and social development, and edu-tourism enhancement.

Through our capacity and reach into local communities, the SGICRC has identified a common challenge faced by dozens of groups, clubs and organizations in their efforts to evolve on our islands. Despite massive volunteer commitments and creative and enduring programs and services, a majority of the island's non profit making groups struggle to make ends meet. Meanwhile, there are virtually hundreds of grants and resources in British Columbia to which our communities have little access or knowledge. Many continue in frustration and competition to return to the same limited sources, often unsuccessfully.

The SGICRC proposes to solve this problem by introducing a multi-pronged approach to building fund development capacity in SGI communities, through the development and implementation of a new service for organizations. The service combines resource knowledge, education and training, outreach and direct support. These are areas of expertise for the SGICRC, geared to increasing fund acquisition for its island communities.

The following pages will further articulate the need, goals and objectives, and plan for developing this service over two years, beginning in January 2021.

Description of the Issue and Need

The islands of Pender, Galiano, Mayne and Saturna are unique communities, rural in their geography and complex in their makeup. Over the years small groups, clubs and organizations have sprung up to fulfill needs that arise from being isolated by ferry travel. These groups range in purpose from local transportation to childcare to food security to social and recreational. Although these types of volunteer-run services exist everywhere, the culture and character of the Gulf Islands are somewhat shaped by the offerings of these groups. This is because social life wouldn't really exist without them.

Central to the current struggle faced by many of these groups are a lack of knowledge and fund development resources, an obsolescence of previous ways of fundraising, and facing new pressures presented by the global coronavirus pandemic.

1. Lack of Fund Development Capacity and Expertise in Communities

Although the volunteer effort is massive in these communities, the talent and expertise tends to concentrate on the groups' purposes, rather than their financial capacities. Fund development is a crucial part of any nonprofits' success, and it requires strategic positioning of the organization to sustain and grow its resources through relationships and the demonstration of relevance to the community. By focusing solely on program and service delivery, groups miss out on opportunities to build their capacity through fund development.

Many organizations report not knowing where to turn for funding opportunities, how to go about developing a proposal, or confusion and conflation of the ways in which public funds flow. To the last point, “gas tax” grants or grants-in-aid from the Capital Regional District are often the extent of a groups’ knowledge of funding pockets. Many are unaware of other foundations, frustrated by the application parameters and processes, or reluctant to introduce corporate dollars into their endeavours. More still assume that public fund allocations are predetermined to groups where their members carry political clout, and that competition for public funds would create friction and tension among different interests.

The proposed project would elevate the awareness and introduce useful tools for overcoming these assumptions.

2. Obsolescence of Previous Fundraising Strategies

Traditionally, fundraising campaigns require just as much volunteer effort as the programs for which they are fundraising. While many annual funding drives have become hallmark events (such as pancake breakfasts, fashion shows, silent auctions and so on), the return on investment is little more than for the social benefits and public support for the organizations. Groups in these communities have become aware of “fundraising fatigue” from its citizens, and we are increasingly reluctant to ask our neighbours to open their wallets one more time for “a good cause”.

Further to this point, the types of services and programs required to sustain these communities is becoming more intensive and complex; with aging seniors’ demographics, growing range of socioeconomic circumstances of residents; and trends in the numbers of young, working class families and young children, many groups are challenged to provide wrap-around services to support a diversity of needs.

The service being offered would have the result of diversifying funding strategies in order to keep the usual wells from running dry while meeting complex needs of residents.

3. Additional Pressure from COVID-19

In June 2020, in response to the impact of COVID-19, the SGICRC teamed up with the Southern Gulf Islands Community Economic Sustainability Commission to host a series of forums for local businesses and non-profit organizations. Over two dozen community organizations attended to explore shared issues and express felt needs. Of these, the issue of resource depletion arose as one of the most critical among groups in these communities. Six or more participants spoke about loss of revenue, cancelled fundraisers, and loss of donations needed to pay basic bills like hydro or other operating costs. Never has the need to think outside the box about fund development been more critical.

Project Goals and Activities

Because of the acute lack of fund development practices, the growing obsolescence of the ‘bake sale mentality’, and the recent gauging of many organizations’ bank accounts, these groups will be forced to think in new ways about how they do their business. New tools and resources focused on the integrity and power of fund development will help to raise the capacity of community organizations to sustain their communities.

GOAL: To increase the capacity of communities to fund activities and initiatives that contribute to their overall health and wellbeing.

We propose to achieve our goal by developing a new service to stimulate and support fund development practices within Southern Gulf Islands Communities. Over two years, we will roll out a multi-strategy plan consisting of four key activities. As we develop, our plan will allow us to work alongside local communities and receive feedback to fine tune the service. Our project is designed to be flexible and customized to the needs of each community.

OBJECTIVE: To design a fund development service within Southern Gulf Islands communities

The fund development service will be shaped by four key project

activities. [Activity #1: Create a Resource Database](#)

One challenge faced by a fund-seeking organization is the difficulty in navigating information about available opportunities. While some don’t know where to start, others become overwhelmed by the exhaustive lists and internet links to reams of information of varying relevance. This project proposes to centralize, customize and organize information for the specific use of local groups. The database will include information about grants and foundations, but also:

- Educational resources such as guides, workshops, templates
- A matching function for fund-seeking organizations and private donors
- Opportunities for pro-bono or in-kind contributions from local businesses
- College and university practicums or applied project opportunities

Access to the database will be guided, in order to keep information relevant and customized to each community and organization. Building and maintaining the database will allow the SGICRC to be attuned to up-to-date information and changes in funding parameters.

[Activity #2: Develop and Deliver Training and Education Opportunities](#)

Since a top priority expressed by non-profits is increasing their knowledge of the “how to” in fund development, the SGICRC will develop educational resources of specific relevance to SGI communities. This could take the form of in-person workshops or webinars with built-in networking opportunities. We will also explore options for engaging fund development experts, as well as a train-the-trainer model to ensure local participation is maximized. Topics to focus on could include:

- Responding to specific opportunities (eg. BC Bid, Foundation development grants, etc.)
- Building relationships with funders/Applicant 'Etiquette'
- What funders are looking for
- How to research grant opportunities
- Proposal writing 101.

Activity #3: Provide Outreach to Build Capacity

The ability to reach out directly to organizations in each of SGI's four island communities will allow the SGICRC to maximize the project outcomes. We intend to 'workshop' our project and its activities with several groups on each island, to introduce our purpose, share our database, and obtain feedback to improve our service. Our biggest tools for success will be our local CRC coordinators on each island, their networks, and the existing volunteer infrastructures unique to each island. This will mean that our project deliverables may be met via different means on each island.

It is also intended that the service will be shaped by existing community processes. For example, loose associations of volunteer groups operate on at least two of the islands. The SGICRC will be actively looking for ways to embed our service in these and other central functions in these communities. By working closely with local CRC coordinators, local CRD liaisons and other community leaders, we will be able to extend the reach of our project into as many hands as possible.

This activity also includes outreach to funders, to represent our diversity of organizations and their needs, build rapport and understanding of mutual goals, and to translate the outcomes of this outreach to meet local needs

Activity #4: Offer Direct Support to Organizations

It is expected that, along with access to educational resources and specific funding/grant information from our database, some organizations and groups will require step-by-step support to apply for funding, at least initially. Our proposed project outcomes will see capacity built internally in communities, but this requires some hands-on assistance.

The SGICRC will provide this assistance by targeting groups in need in each community and working alongside them to secure funding sources. This can be achieved through the following actions:

- Assist groups to gather relevant organizational information (bylaws, certificates of incorporation, etc.)
 - Provide templates for proposal writing
- Work with groups to articulate goals, connect to funding opportunities, and make successful applications for funding
- Assist groups to understand funder requirements, relationship development with funders

In some cases, organizations may need assistance to incorporate or achieve charitable status; they may also benefit from grant-writing assistance as such. We anticipate that a demonstration of success in securing funding will have ripple effects through the community, inspiring others to make application and bolster this important function of their organization.

Sustainability of Services

A fifth activity throughout all phases of the project will consist of looking for ways to embed the service we are developing into existing structures, and/or developing a future funding model to sustain the service after the project is complete. This may involve embedding the services into SGICRC programs such as the existing volunteer program, or it could be a cooperatively funded stand-alone service funded by a consortium of organizations, or it could be supporting a volunteer consortium of grant writers, for instance. What is certain is that, where more funding flows as a result of this project, momentum will keep it sustainable. It is our intent throughout its development, to plan for and enact a sustainability plan to ensure the services we are developing will continue to be offered in the SGI.

Project Timeline, Deliverables, and Outcomes

To achieve the project objective and meet our goal of increased community capacity, the activities above will be conducted over a two-year period. An approximate timeline is provided below, broken into eight quarterly activity period

Year 1 Focus: Research, Design and Develop

<p>Quarter 1:</p> <ul style="list-style-type: none"> -Assemble fund development database phase 1: grants and funders -Publicize project and seek interested orgs -Conduct training and needs assessment -Outreach to funders 	<p>Quarter 2:</p> <ul style="list-style-type: none"> - Assemble fund development database phase 2: Post-secondary and pro-bono opps -Publicize project and seek interested orgs -Develop customized training opportunities/partnerships -Develop direct support plan for orgs -Outreach to funders 	<p>Quarter 3:</p> <ul style="list-style-type: none"> - Assemble fund development database phase 3: organizations and private donors -Conduct outreach to share database, publicize project -Coordinate training -Provide direct support to assist agencies with grant writing -Outreach and/or partnerships development with funders 	<p>Quarter 4:</p> <ul style="list-style-type: none"> -Continue to use the database as an outreach, training and support tool -Conduct and evaluate training/train the trainers -Continue providing outreach and support to orgs -Conduct interim project evaluation with recommendations for improvement
<p>Year 2 Focus: Test, Demonstrate and Tune</p>			
<p>Quarter 1:</p> <ul style="list-style-type: none"> -Implement interim evaluation recommendations -Conduct island forums to determine local customization needs -Continue database, training, support and outreach activities 	<p>Quarter 2:</p> <ul style="list-style-type: none"> -Prepare a sustainability plan and gather data for final evaluation report -Continue database, training, support and outreach activities 	<p>Quarter 3:</p> <ul style="list-style-type: none"> -Develop final evaluation report and white paper -Workshop white paper with communities and governments -Enlist organizations and groups to engage in sustainability plan and final report recommendations -Continue database, training, support and outreach activities 	<p>Quarter 4:</p> <ul style="list-style-type: none"> -Follow up with organizations and groups enlisted in future service sustainability -Publicize results of the project -Continue database, training, support and outreach activities

Measurables of this project will provide evidence of having accomplished our objective and goals. These can be measured in units such as:

- Number of database entries
- Number of organizations participating
- Number of funding partnerships developed

- Number of dollars raised for organizations
- Number of workshops delivered
- Number of participants in workshops
- Number of funders engaged
- Number of meetings held

In summary, here are some of the tangible outcomes from the successful delivery of this project:

- Island groups will have the capacity to develop funding sources
- Island groups will be poised to respond to available opportunities when they arise.
- Communities will be better organized to work together to accomplish common goals.
- Programs and services will be successful in meeting local residents’ needs.
- Islanders will enjoy a higher quality of life on the Gulf Islands.

Additional Development Impacts

One of the strengths of this project and its resulting services will be the ripple effect potential it has on community economic development. By creating opportunities for organizations to learn and grow in their fund development effectiveness, they will also be engaging in new ways in their communities. We expect that new partnerships between organizations will develop, that didn’t exist previously. Many Gulf Islanders are aware of the “silo mentality” that has characterized the isolation in which many groups have operated for so long. Our project will have the effect of shifting mindsets from a scarcity mentality to an abundance mentality by offering new avenues for funding. The result is that groups – both within and between islands - are free discover and maximize common ground and common goals.

Working together in new ways carries with it the potential for creativity for designing sustainable operational models, both for the fund development services we are designing but also for local action on a range of issues.

The more access to funds that is achieved, the more programs and services within our communities, creating positive social impacts as well as employment opportunities as we watch the existing gaps in services close. The more diverse funding sources that are developed, the less reliant on our currently overstretched gas tax and grants-in aid, the more these popular funding sources can be freed up to design more meaningful and impactful community contributions.

Proposed Annual Budget (Approximate)

Year 1: Item	Description	Total
A1: Database Development	@ \$30/hr x 150 hours	\$4,500.00

A2: Training	Includes training development @ \$30/hr x 85 hrs and delivery fees @ \$45/hr x 21 hrs	\$3,500.00
A3: Outreach	@ \$30/hr x 250 hrs	\$7,500.00
A4: Direct Support	@ \$40/hr x 150 hrs	\$4,500.00
Incidental costs	Travel and Transportation	\$2,500.00
Administration @ 25%	Includes staff payroll burden, administrative overhead	\$7,500.00
		TOTAL : \$30,000.00

APPENDIX B Workshops

GOOD GOVERNANCE FOR NON-PROFITS

Good governance helps non-profit organizations succeed and ultimately sustains and strengthens the community in which they reside. It places emphasis on the quality of policies and processes that help organizations achieve their goals, improve management, reduce problems, and serve the best interests of their stakeholders. Gaining new or enhanced learnings about governance frameworks and tools will allow SOI Non-Profits to govern and serve their island more effectively.

THE GOOD GOVERNANCE COURSE OFFERS PRACTICAL INFO OVER 4 HOURS IN THREE KEY AREAS:

1. WED. MAR 14TH 10AM-12PM - THE ROLE OF THE NONPROFIT SECTOR IN SOCIETY
2. WED. MAR 28RD 10AM-12PM - BOARD ROLES AND RESPONSIBILITIES
3. WED. MAR 30TH 10AM-12PM - SUCCESSFUL GOVERNANCE



Facilitator: Marnie Hutt | Temoana has 36 years as a leader in non-profit management, and as the former CEO of the Association of Neighbourhood Houses of British Columbia, one of the largest non-profits in the province. Marnie is dedicated to fostering the knowledge of best practices in community organizations. Her goal is to engage people and enhance social capital to develop sustainable communities.



Register at www.sgcommunityresources.ca/events/

If you have any questions about the workshop, or the SOI Sustainable Funding Initiative, please reach out to identity@sgcommunityresources.ca

Thank you for a wonderfully comprehensive and beautifully delivered workshop. I have so much to bring back to my board. I see now more clearly what we are doing well, what we need to work on, and how we can accomplish these tasks ahead of us. I hope to see this workshop offered again - I will be sure to recommend it! I want my whole board to have all this information -- Galiano NPO

GRANT WRITING WORKSHOP

While we all love getting news that our organization has received a grant, we don't always love the process of planning for and writing grants. In this hands-on workshop series we will explore practical tools to help make grant writing easier, more collaborative, and less stressful. We will also take a closer look at grants and grant cycles. If you prefer to experiment - everyone is welcome to participate!



THIS 2 PART WORKSHOP WILL BE OFFERED:

WED. JAN 19TH 2-4PM
WED. JAN 20TH 2-4PM

Facilitator: Lisa Hutt-Pollard is the Executive Director of Volunteer Victoria. She has been a professional grant writer for nearly 15 years and has submitted grant requests for projects and programs of many sizes and scales. Lisa holds a degree in Finance & Masters in Public Administration. She is also an identical twin!


The fee for this workshop series is \$50.00. If cost is a significant barrier to you or your organization, please reach out to identity@sgcommunityresources.ca

Register at www.sgcommunityresources.ca/events/




I want to thank you for organizing this workshop. I found it immensely beneficial and am looking forward to putting my new knowledge to work -- Saturna NPO

It was fun taking this class and very informative. Lisa is great! Loved her energy and humour -- Saturna NPO




MINUTE TAKING WORKSHOP

How are your minute taking skills?

Marnie Hutt-Temoana will lead a 2hr Minute Taking Workshop on Thursday, November 4th from 10am-12pm.

The cost for this online course is \$30, and you can find the registration link on our homepage at www.sgcommunityresources.ca

This is just one (of many) courses that will be offered by the Southern Gulf Islands Community Resource Centre to provide additional support and training opportunities to our hard-working SOI non-profits and volunteers. To stay updated about future course offerings, to receive our monthly grant newsletter, and to learn about new resources as they become available, please email identity@sgcommunityresources.ca



SOI Community Resources | 100 East Point Road, Saturna Island, BC

Thank you so much- Great Workshop. I got a lot out of it. I am the recorder for the [Pender Island NPO] and this is really helpful --Pender NPO

Thanks for sponsoring this excellent workshop. It was so clear, organized and practical. One of the best training programs I've taken --Saturna NPO