



info: non-profit income streams

source	targets
Grants – foundations/institutions	FoundationCenter.org Local grantmaking associations United Way
Government grants and contracts	Grants.gov Federal State County
Fees for membership	Network membership
Trainings	Frugality training Nutrition Advocacy Housing Toward agencies Toward clients
Awards	Nominate board members, staff volunteers, clients Nominate the organization
Events - fundraising	Annual event Lunches Dinners Afternoon tea Ice cream social Garden Tour Jewish middlemen events Yard sale Barbeque Concert Plant sale Garage sale Pop can drive
Events - sponsors	Your vendors Your clients' employers Banks and Credit Unions Health Care – Kaiser Permanente High Tech – Intel Utilities – PGE, NW Natural, Comcast Insurance



Publications	Directory Training or services manual "How To" guides
On-line donations	PayPal, Amazon, Google Checkout Have a printable receipt on your site Goodsearch
Contract fees for services	Become vendors Families of clients Conservator services Get SS benefits
Sale of product	Get in resource books - 211 Publications Database access Sell to consumers, other organizations
One-time services	Christmas tree removal Newspaper recycling
Take advertisements on your site	They will pay you to do so Affiliate programs - Google Ads
Teach	Local colleges Local community centers
Be a guest speaker for a fee	Become an expert source Develop a speakers bureau County library service
Affiliate referrals	Book sellers Related organizations
Donors - Individual	Honor them everywhere Annual/monthly giving Direct mail Planned giving (create a planned giving package) Major giving Employee Contribution program Military program



Investment income	Buy property and lease it Rent out the popcorn cart
Commercial Ventures	Partner with a for-profit and engage in a commercial venture. Yes, it's allowed.
Donors – In-Kind	Honor them everywhere Keep a list
Volunteers	Volunteer labor is a cost savings alone Use volunteers to execute an income-producing activity
Barter and collaborations	Share office space Share equipment
Licensing and merchandising	Let others sell your products through licenses
Corporate sponsorships	Get corporations to be The Sponsor for a program or a participant
Fellowships	Learn something, become an expert and make a stipend