

Fundamentals of Development

Moderated by Alysia Bell and Emily Counts

Panelist: David Rattray

Housekeeping

- Questions: We strongly encourage questions throughout the presentation. Either raise your hand (see the control panel and click the hand) or type your question in the chat box.
- This webinar is recorded and will be uploaded to ACCE's website. You will be emailed when the slides and webinar are available.

Today's Presenter: David Rattray

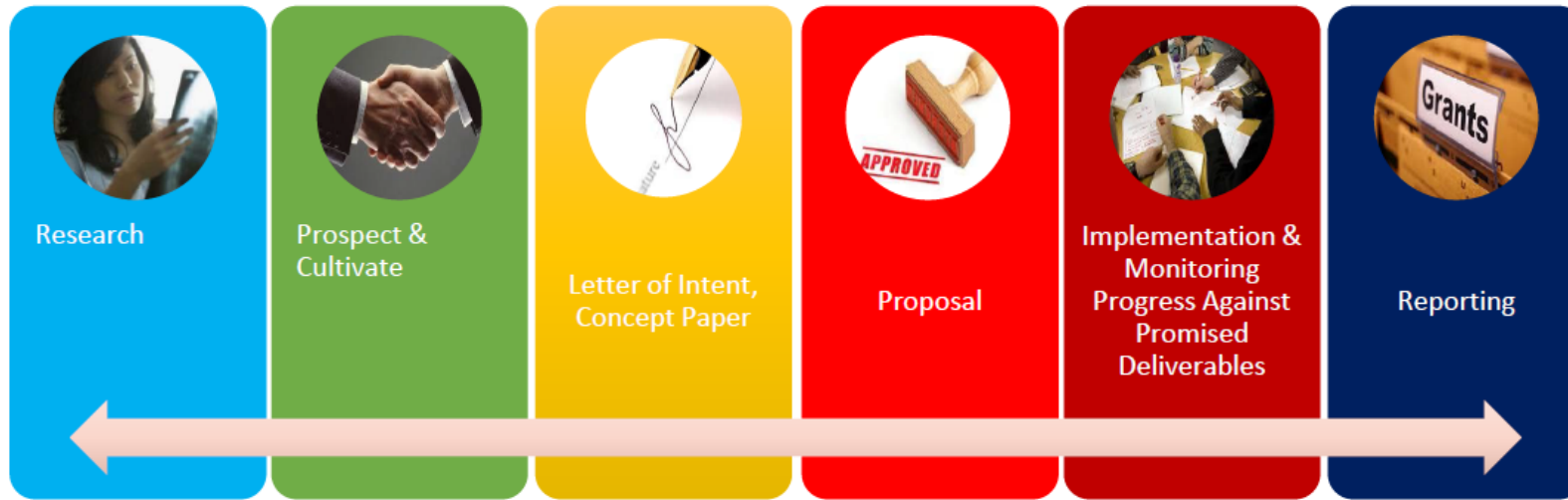
David Rattray is the Executive Vice President of the Center of Education Excellence and Talent Development at the Los Angeles Area Chamber and is the President of UNITE-LA



Starting Out

- Background
- LA's small start
- Non-traditional revenue
- Profit Center

DEVELOPMENT STAGES



The Process

- Stages of development
- Mission/Funder overlap
- Constructing budgets

Funding Sources

- Potential areas to raise funds from
 - Corporate sponsors
 - Foundations
 - Fee for Service
 - Government Funding
 - CBOs
 - Other

Next Steps

- Want a one on one consultation? Please contact Alysia Bell at abell@lachamber.com
- Coming soon there will be an additional webinar for those who have mastered the fundamentals of development and need the next steps

Questions?

If your question has gone unanswered please email Emily Counts at ecounts@acce.org for an individual answer