**What are your biggest concerns?**

1. Money for AT
2. Money for service- could expand or add staff- there is not enough staff to serve everyone
3. Limited number of State entities that pay for service
4. Time to provide service
5. We need programs in all states

* Look at structure of funding
* Only allow a few years of funding- then make them sustain their program so others can get funding to start

1. How to develop our staff to meet the needs of the clients
2. How to find partners to help serve clients

**What other resources of income does your AgrAbility project have? What could you have?**

1. VR vendor agreements- fee for service in general
2. Utilize volunteers/ambassadors for legislative supports
3. A grant through the State Attorney General
4. Private donors

* Farm Bureau
* Farm Credit
* Fraternities/Sororities
* Brewery- one helped a farmer that was one of their suppliers- could work with other businesses that are supplied by or depend on farmers

1. Have other funding, not related to AgrAbility, so that staff have other places/supports/jobs, if you lose AgrAbility funding. Extension employees are only a % of AgrAbility, so they cross over into other areas.
2. Centers for Independent Living
3. Non-profit partner-helps fund some pieces of the project
4. FFA- does fundraising
5. CHS Foundation
6. Farmer Veteran Coalition
7. Beginning Farmer Grant
8. Monsanto
9. VA
10. Trainings for a fee- ex. OT/PT training, Safety trainings- could give CEU’s
11. Workers Comp.- you need to document your qualifications such as – ATP, College Trainings. Meet with the HR people at different companies to see what possibilities there are.
12. The Federal Government will give $2.70 to $1.00 match for VR dollars. VR in MI set up a farm rehabilitation fund with a $10,000 donation then the Federal Government matched at 2.7%. Farm Bureau also uses that 2.7% match to entice members to donate to the fund-United Way style paycheck deduction for AgrAbility
13. Put a “Donate” button on your website
14. “Donate your tractor”- then refurbish them and sell them (utilize FFA?)- use it for scrap metal to generate $

**What Relationships do you have today? Who could/should you start a relationship with?**

1. Foundations
2. VA- They have a big concern on risk- help them to understand that you are reducing risk
3. Cultivating small donors is just as important as large donors- it adds up. They may turn into large donors in the future
4. Don’t feel bad about begging
5. Ag Companies – could NAP cultivate more relationships at the National Level and States at the State level?
6. Find partners to lobby for you at the legislative level- make sure that you have at least 3 data points for every story that you tell
7. You can “educate” legislative bodies instead of lobbying. Check with your University/Organization to ensure proper procedures
8. Advisory councils can tell your story
9. Be a part of Ag Legislation Days
10. Commodity Dealers
11. Unites States Business Leadership

**Make this one of your goals**