**Strategies for SILC Resource Plan**

**On-Demand presentation by Ann McDaniel**

**June 30, 2016**

 >> Hello, this is Sharon Finney with ILRU. Thank you for joining us for Strategies for SILC Resource Plan. Today's presentation is brought to you by IL net training for CILs and SILC with support provided by the administration on community living at the U.S. Department of Health and Human Services.

 As always, we are recording today's presentation so that you can access the archive on ILRUs website and join us on July 13th for a follow‑up question‑and‑answer session with Ann.

 The links for this PowerPoint will be archived on that training page, along with this prerecorded session. The last thing I want to mention before I turn it over to Ann is our evaluation form. For those of you who do these webinars regularly, you know the evaluations are easy. There's only a few questions on slide 38 today. We keep it short so it's not a burden for you. We really do want your feedback.

 Now I'm happy to introduce Ann McDaniel. Ann is the Executive Director of the West Virginia Statewide Independent Living Council. She has a bachelors and Master's Degree. Ann has worked with independent living SILC since 1985. Under her direction, the SILC has sponsored, organized and conducted seven West Virginia disability caucuses since 1987 and the West Virginia Youth Disability Caucus in 2005.

 Ann has been a member of the Board of Directors of the National Council on Independent Living since 2005. She is a member of the West Virginia [indiscernible] Council, Money Follows the Person Council and AARP West Virginia Foundation, Medley Advisory Council. Ann has served as a mentor to the SILCs in Kentucky, Maryland, West Virginia and North Carolina. The roles and functions of SILC's, strategic planning, measuring consumer satisfaction, legislation process, advocacy, parliamentary procedures, the Rehabilitation Act, disability awareness and sensitivity and a variety of other disability and independent living topics. Ann, welcome today.
 >> Thank you, Sharon, very much. I'm pleased to be here to talk to folks about the SILC resource plan and how to go about developing one. We want you to be able to describe the regulatory requirements regarding the SILC resource plan. Describe a process for developing a SILC resource plan, including allowable sources of funding. Describe opportunities for SILC's to obtain public and private sources of funding and identify examples of creative approaches and strategies for SILC resource development. Next slide.

 The SILC resource plan is described in section 705e of title seven of the Rehabilitation Act amended by WIOA. It talks about the resources a SILC would need including staff and personnel, the amount that, of resources that are necessary and sufficient to carry out the functions of the SILC under section 705c. If you look at that section, you'll see those functions include SILC duties and SILC authorities. They want you to rely on the use of resources that are currently in existence during the period of the implementation of the SILC and that little wording has always frustrated me a bit. We don't know what the resources are going to be in existence during a three‑year SPIL during each of those three years.

 But...to be able to look at what you anticipate you actually would have available. To anticipate what you'd have available during the beginning of a SPIL and hope you'd have that much as you move forward.

 One thing I wanted to be sure I pointed out, that it's part of the law. The law really requires states to provide a resource plan for the SILC. Just as it requires state matching funds, in order for the state to receive the part B funding, it requires that the states provide a resource plan in an amount that is necessary and sufficient for the SILC to carry out its functions. That's pretty specific and I don't think a lot of people realize that language is in there. It's in section 704b. I strongly recommend that you look at the sections I've pointed out in this slide in the law to help you have a better understanding of the basis for the SILC resource plan.

 Next slide. Also, thought we should talk a bit about what sources of funding are available to SILCs to include in that SILC resource plan. And section 705e1 gives you more information about that.

 Title seven part B funds are allowable for your SILC resource plan under section 713a. Title one innovation and expansion funds, which a lot of us call I&E funds. Under section 101a18 in title 1 of the law and a lot of folks don't realize that's an allowable use of those funds.

 And then it, generically, tells you, other public and private funds are allowed to be used to support the SILC resource plan. That's pretty broad too. You know, public funds are any state, local, or federal government funds and then private funds can be individual donations to foundation support and everything in between.

 Next slide? So...what can you use the funds to support? Well, the performance of your duties as a SILC. The SILC authorities that you choose to exercise under the new law, which is section 705c2 and there's specific things you're allowed to do now and broad statements that allow you to do other things. You want to make sure you look at that. One of the SILC authorities is resource development. We'll talk about that later in the presentation.

 You're allowed to use your resource plan to provide compensation and reimburse expenses for your council members as they fulfill their duties as council members. And you're allowed to use your SILC resource plan funding to support the operation of, I guess, hearings and forums, you know, SILC that are authorized to conduct hearings and forms to gather information and to help them fulfill their duties and functions as a SILC and those things generally come with a cost. You can use your resource plan to do those things. Next slide?

 So what are the SILC duties you're allowed to use in your resource plan for it? First is develop the SPIL. While in the section of the law that is specific to the SPIL, it's clear that the centers are to be partners in this development of the SPIL. It's the duty of the SILCs, the SILC carries the responsibility for the development of the SPIL and that includes the financial responsibilities.

 So, whatever financial resources it takes to conduct the process of developing the SPIL, you need to make sure you've got that in your resource plan and that can include everything from public meetings to gathering input to the cost of SPIL team meetings for the actual sitting down together and working out the language to the public meetings you have to have to gather feedback on your draft plan. If you want to use the facilitator for any of those processes, those are all things involved in SPIL development that should be covered by the SILC resource plan.

 You also have the duty to monitor, review and evaluate the implementation of the SPIL. So, whatever strategies and processes you develop to do that, could have costs associated or other resource needs in order to be able to accomplish those. Maybe you want to do some things using your website. So you would need to consider that in your resource plan.

 The SILC also has the deet to meet regularly and to make sure that those meetings are open to the public and to provide advanced notice of those meetings.

 So, all of the costs involved in those things, whether it is the costs of council members traveling for meetings to the cost of the meeting space where you're going to have your meeting, to publication costs to advertise that you're having a meeting, to provide that advanced notice that's required and anything else that's involved with your meetings, you can use your resource plan for that.

 You have to submit reports and keep records. That means things like the 704 report that is required for each state. The SILC's are responsible for doing that. And you have to maintain the records that you used when you were putting the numbers together and the information in the reports so that you can show if the ACL folks ever came in and wanted to look at your records, you have to have records and you have to provide access to those records to the administrator and/or that individual staff.

 And then we're also supposed to coordinate activities with other entities in the state that provide services similar to or complementary to independent living services. So we're really looking at services for people with disabilities that are going to look a bit like independent living services or increase complement independent living services to make sure people are getting everything they need. Also that coordination can involve making sure folks aren't duplicating services.

 So, working with other entities to coordinate those things and sometimes, even serving as a connector between the centers and other entities. So that that coordination and collaboration happens. Next slide?

 And I mentioned before, the SILC authorities. Section 705c2. Those include, to improve services, to work with the Centers for Independent Living to coordinate services with public and private entities. That's one coordination. There's other coordinations that you can do under your duties.

 Conduct resource development activities to support not only SILC activities, but you can also do resource development to support the provision of independent living services by centers. And perform such other functions that are consistent with the purpose of title seven, chapter one. If you look at the first piece of title seven, the big purpose statement. Well... a whole lot of things are going to be consistent with that purpose. That gives you leeway that you've never had before. You don't want to go too far outside your role as a SILC, but there are so many things we can do as a SILC. As the SILC determines to be appropriate. It's up to the SILC to decide what those things are going to be.

 All of those are things that you want to consider in your resource plan to make sure that you have adequate resources to fulfill your duties and authorities. Next slide.

 Okay...we talked a bit earlier about compensation and expenses for SILC members, for council members to be able to attend meetings and fulfill their responsibilities. And we can reimburse members for their reasonable and necessary expenses. That's quoted from the law. To attend meetings and to perform council duties. So, for example, your treasurer signs checks, well, if they have to travel to get to the SILC office to sign checks, you would want to reimburse their travel expenses to do that. Even if it's just mileage. Maybe staff are going to take checks to them. Whichever way you do it. You can cover council member expenses for those kinds of things. We can also pay a reasonable compensation to members for each day that they're engaged in performing council duties.

 The caveat to that is, if the member is not employed, meaning they don't have a paid job, or if they have to forfeit wages from their employment to be engaged in council duties. Now that means, if they have a paid job, and their, and their boss is okay with them coming to council meetings and they get paid that day, we can't give them a reasonable compensation or an honorarium or whatever you want to call it, because they aren't losing pay to participate on the council. If they have to take a vacation day, or an annual leave day to participate, we can't pay them, because they're still being paid. They're having paid leave. If they can't have paid leave and they have to miss work and miss wages to participate, then we can't. As I said, if they're non‑employed and don't earn any wages, we can compensate them for doing the work of the SILC. Next page.

 We talked about hearings and forums. It's up to the SILC to determine what kinds of hearings and forms they need and want to have. If it's determined by the council that it's necessary to have a forum, when Medicaid expansion was being discussed and the council wanted to gather input from the disability community about the need for Medicaid expansion, they could have a forum about that.

 Or...if it's something to carry out those specific duties of the council. And a good example of that is with regard to the development of the state plan. You're gathering input for your plan and gathering feedback from your draft plan, you're authorized to do that. Next slide.

 In the law, I think you all know, there's one limitation on the SILC in terms of what we can and cannot do. We may not provide or manage direct services for people with disabilities. That's not our problem. Centers for Independent Living and other service vendors do that. A prediction on anybody using federal funds cannot lobby with federal funds. I'd want to point out, you may advocate with federal funds. There's a difference between advocacy and lobbying. Lobbying is one form of advocacy, but there are other forms. And you may do those with your SILC resource plan under that. And you may absolutely lobby with other funds. You can't do it with federal funds, but all those public and private funds, you can lobby with private funds. If you're a non‑profit corporation. We can talk about those things later. Next slide.

 So, how do you put this resource together? The law requires there be one. It's part of the SPIL development process. Because the resource plan has to be included in the SPIL. And the law requires that you do it in conjunction with the DSE. There's a couple reasons for that in terms of sources of funding. What all do you include in your resource plan? You need to talk about all of your resources. That may be financial resources, but it may be other resources as well. Your resources do absolutely include staff and personnel. And remember that the amount of resources in your plan have to be necessary and sufficient to carry out your functions. Which include your duties and authority. It's important to look at what those things are when you determine what kind and amount of resources you need.

 And again, you're supposed to rely on the use of resources that are in existence during the period of the implementation of your SPIL. Next slide.

 We misspoke early, you absolutely are allowed to use funds from your part B plan. The use of part B funds is directed by your SPIL and the Centers for Independent Living are your partners in developing the SPIL. The fact you're going to do it at all and the amount you're going to use.

 The amount for the SILC resource plan of part B funds is limited to 30% of the part B appropriation under the law. That includes the state match. It's not just the federal allocation, it's with the state match added in. It's where you ‑‑ what the amount you use to determine that 30%. With the one caveat that you can use more than 30% if you justify in your SPIL that you are and why you are going to use more than 30% of the part B funds and going back to the fact that the centers have to agree upon that. Next slide?

 You are allowed to use part B dollars for your resource plan. The only part that is required is the title one innovation and expansion fund. The language is very clear. In section 101a18, it says the state shall set aside a portion of the title 1 funds for innovation and expansion activities and then it goes on to say that the state will use I&E funds to support the resource plan of the SILC and of the State Rehabilitation Council. The only place in the law where shall and will, which are both directive required is used with regard to funding for the SILC resource plan. I wanted to bring that to your attention, but your DSE, if your DSE is the VR agency, which is the DSU and may or may not be your DSE, they have to agree upon using IE funds for the SILC and the amount of I&E funds that can be used or should be used. We're going to talk about that more in a minute. Next slide? You can also use Social Security reimbursement funds. Now, they aren't required to use those Social Security reimbursement funds, but they're absolutely allowed to. Next slide? Other funds?

 Lots of things that are available to you and the processes you use to secure other sources of funds will vary depending upon the funding source. Funds included in the "resource plan" restricted for SILC duties and authorities regardless of the funding source.

 We'll talk about that as well. So what is necessary and sufficient? That can vary a lot from state‑to‑state. There are basic things that will be similar for all SILCs. We do have some very specific responsibilities. We have duties that we have to perform. We have authorities that we may, but in order to fulfill those responsibilities and those duties, and to conduct our authorized SILC activities, we need to consider what types of resources it will take to do that. We have to have staff support. Without conflict of interest. If your staff is being provided by anybody other than somebody you hire, you have the potential for conflicted interest. How's that going to work? And where's the funding going to come from and how do you ensure there's not conflict of interest. As you know, staff requires salaries and there's going to have to be taxes paid and benefits provided and they have to have a place to work. There has to be office space and utilities. That may be your own office space that you pay rent and utilities for. It could be in kind for somebody else that's providing you with that kind of support. Next slide.

 Also necessary, you have to figure out what sufficient is. You have to have funding to support your SILC members. Your council members to reimburse their reasonable and necessary expenses, including travel. Including personal assistance services, respite, other expenses relating to them being able to attend and fully participate in meetings. Next slide. You have to consider the resources in that. It could include providing interpreters, materials, including alternate formats if they're needed. It may include providing a facilitator when you need one. If you need to pay someone to fill that role, that's part of the cost of conducting your meetings. Next slide?

 And then conducting your authorities at the SILC. You specified what you're going to do. You'll have to have resources for that. You have to have resources to ensure you're not part of any state agency. Next slide?

 This has to be a collaborative process. Don't go in making demands. Make sure you're justifying the funding that you need. Nothing frustrated me more in my ‑‑ I won't even say how many years of working for the SILC as when our DSU used to come in, this is not negotiable. We can't do that to them either. That's not how you start that conversation. So don't make demands, but be sure you're prepared to show why you need the resources that you need. Make the SILC an asset to the DSE. Be the kind of partner that is valued so they want to support you. What is it that you do that brings value to the table that they can use. And I do firmly believe that we all do that. You need to know what the law says better than anybody else. Don't rely on anybody else to explain the law to you. Make sure you take the effort to learn so when you go into those meetings, you know that section 101a18 says that any funds shall and will be used for the SILC resource plan. You can show them in the law where it says it if you need to at some point. Next slide.

 So, in this collaborative process of negotiating your resource plan with your DSE, make sure they're clear on what the role of the SILC is. There's a set of duties and responsibilities and authorities that you have and you have to have resources to conduct them and explain what the law says. Show them that you have to develop and monitor that State Plan for Independent Living. You have to collaborate with other entities in the state. It's your role to collaborate. It's your role to not only collaborate in general, which is really kind of good, but it is also your role to make sure there's collaboration and coordination with regard to provision of services. You're maximizing resources and avoiding duplication and getting people what they need. Allow for negotiation and give and take. Don't go in and say "this isn't negotiable." Think about how you can make sure your resource plan is adequate and you have to really seriously look at the resources that you need to figure out dollar amounts for those things so you can show that to your DSE as you're having these conversations. And talk about what sources of funding or resources can be used. I can remember way back in the beginning with our SILCs, there were several compromises made in this exact process. With how funding was going to be used and what it was going to take to support the SILC having staff and in order to make sure the SILC got really good training on their roles and responsibilities. They made a compromise with the DSU that we would have office space in a DSU office complex because we wouldn't have to spend money for that. If we wanted to spend money over here, they wanted us to receive that in time. So we wouldn't use more resources than we had, being a minimum‑funded state. What can we do with part B, what can we do with I&E? What other resources are available and how can we access those? Have those conversations and have a facilitator to mediate this discussion and helpie reach resolution if you think that's going to be a difficult conversation. Number one. And also, if you have a facilitator, a couple good things happen that you may not realize. First of all...if you have somebody that's impartial, you know, in West Virginia, we say you don't have a dog in that fight. If you have somebody that's impartial, they can help you through a process and mediate the stressful conversations and discussions where one side wants one thing and the other side wants something else entirely and how do you meet in the middle on that. It also allows all of the SILC and DSE representatives in the conversation to fully participate in the conversation. None of them have to fill a mediator role. It's a really good idea to do that. Particularly if you've never sat down and had this conversation with them before.

 Next slide? What if the SILC and DSE don't agree? Make sure they understand that the SILC resource plan is required to exist, it has to be in the state plan and the state is really required to provide a resource plan. The DSE is required to fulfill those responsibilities. The SPIL can't be completed, submitted and approved without a SILC resource plan. That'll hurt everybody if you don't reach agreement.

 If your state plan is not approved, then no title seven funding will come into your state. So...there should be high motivation on everybody's part to reach an agreement here. Next slide.

 What if VR is not your DSE? If you have a state agency, other than the DSU, the agency that operates the rehabilitation program under the Rehab Act, if you select some other agency, everybody should have done this by now. One of the conversations you should have had before you picked them and you need to have if you haven't yet, is what can they bring to the SILC resource program? As a designated state agency, can they provide any funding, can they provide any kinds of support? Talk to them about it. See what they're willing to bring. Can the DSU be compelled to provide the innovation and expansion funds? Well...have they done it before? Is it something they have been doing before you chose a different DSE? If so, they should continue to. The law does require that I&E funds are required for the SILC resource plan. What's the value of the SILC to the DSU? That's to get them to continue to support you if you do things that they find valuable in their work.

 Think those things through when you're getting ready to have this conversation. Next slide?

 How much do you need? What's critical to SILC autonomy? What are the critical components of autonomy and do you need resources for those? What's important for your ability to fulfill your duties? How much is it going to take? How much is it going to take to conduct those new authorities that you have to conduct? And that's something that is a good piece of your conversation with your DSE, we have all these things to do now that we were never allowed to do before. We need the resources to do them. Here's why we think they should be doing them and here's what the benefit will be of doing these things. You have to be able to fulfill your responsibilities as part of the state plan. And what resources do you need for that?

 You have to consider what can be obtained in time without impairing your authority. In kind is a good thing. If you build your resource plan with something significant that's in‑kind and that in‑kind support is removed at some point, you'll have a hole in your resource plan. But...you also have to consider what is it that you can receive in in‑kind support that won't have a negative impact on your autonomy and sometimes, in‑kind staff support can provide that negative impact, sometimes where you're located can have a negative impact. So you have to think those things through.

 Next slide? If you are a non‑profit corporation, what you have in your resource plan and what you have in your budget may be two different things. The SILC resource plan is the funding provided to use to fulfill your duties and authorities as a SILC. If you're a non‑profit, you should have a budget that includes that SILC resource plan, but also includes sources of funding and support that you can use for other things as the non‑profit. Next slide.

 Now if you do, if you're a non‑profit and have a budget that includes your SILC resource plan, but it includes other funding for other purposes, other than your SILC duties and responsibilities, you have to be able to show a clear separation of your funding. You have to separate and track your different plots of money and you have to be able to show what's in the resource plan and what is not in the resource plan. You have to separate costs. You can't use staff, facilities, equipment, replies, that are funded with your SILC resource plan to conduct activities that are not allowable within the SILC resource plan.

 So if you want to conduct activities outside your SILC duties and authorities, and outside your SILC resource plan, you have to show funding in your budget that supports all the costs of doing that. Next slide.

 Resource development is a new SILC authority. And you can opt to do that and you can use the funds in your SILC resource plan to do it. You have to make sure you say in your State Plan for Independent Living that the SILC is going to resource development. In the funds that you develop, in your resource development activity, can be used to support your duties and your authorities and they can also be used to support independent living services, provided by Centers for Independent Living.

 Now, if you're going to develop resources to do things outside of your SILC duties and authorities, that you're doing it, a non‑profit corporation, remember that you can't fund those resource development activities with your SILC resources. Next slide.

 You need to track funding that you spend on resource development and how the funds you developed are used. And if you're going to do serious fund‑raising and development activities, as a non‑profit corporation, you need to register as a charitable organization in your state. And...that will require a fee. Usually not a high fee and it will require that you provide reports and documentation up front and then, based on what you, what your activities were during the year. Funds developing using funds from your SILC resource plan can be used for allowable SILC activity. They're not unrestricted funds. You can't use your resource funds to do it. I hope that makes sense. Next slide.

 You need to go after funding that is consistent with your mission, your vision, your goals and your organizational needs. Do not tailor your proposed activities around what you think you're going to get. What you do is figure out, here's what our mission is, here's what our needs are, here's what we need money for and then you look for funding that supports that. What you need your funding for, determines very much, where you may be able to get it. So, do that part first, figure that part out. You could consider hiring a resource development professional, fund‑raising professional, obviously you'd have to have resources to do that in your budget or your resource plan or both. Think about the skills and experience of your board members or your SILC members. If there are other staff from the SILC, look at what they can bring to the table and consider volunteers. You can get volunteers to provide you with support, you can find people that have the skills that staff doesn't have, you need to pursue those. Next slide.

 A really good idea to perform a development committee. Whether you call it a development committee or the Finance Committee takes it on, or you call it a fund‑raising committee, whatever you call it, a committee that directly involves your board in resource development. Committee of board members is really important and you need to create a statement of purpose for that committee. They can create their own statement of purpose, but so, it's really clear, we're going to raise money in these ways for these purposes. It's, it's a really good way to kind of tilt, twist, revise council members expectations. We have a lot of expectations of our council members and our board members, whichever you call them. With regard to what they're responsible for doing. If you want to pursue resource development, one of those expectations needs to include giving. People call it establishing a culture of giving among your board members and your former members. And this is really important, that board support is really important when you are seeking support from other folks. Whether it's foundations or corporate sponsors or whatever. The culture of giving and the amount of support that your board gets, even being able to say that every single person on your council, financially contributes to your organization is huge, even if you have consumers who gave you $1 or if you have people with actual money that can give more than that. Being able to show that all the board members provide support is really helpful when you're seeking funding from other sources. And then you want to create a development plan. And you should have more than one strategy. And your strategy should be things that your board can support, that your whole council can support as well. And there's some key concepts in resource development. If you don't ask, you don't get. I think most of us have learned that in life in general. If you don't ask, most of the time it's not offered to you. So you're not going to get it. And then, think about who do you know and ask that question of everybody. Develop a form, ask it of all your council members and all your staff members and all your volunteers. Who do you know? Do you know people who have money? Do you know businesses that have money? Do you know people who work for foundations that have money or volunteer for foundations that have money? And you'd be surprised, if you take the time to assess it, how many connections you can make in those personal connections often have a really big impact on your ability to be successful. Next slide.

 So, in general using your website and social media are good strategies. That's a good way to get out there, you reach a whole lot of people with very low amount of resources put in. A lot of people want to go straight to doing a gala or a big fund‑raising event and over many years of learning about this, I can tell you unequivocally, you aren't going to have an event like that unless you take the time to develop an annual fund. You can do that through a year‑end appeal or whatever process you all decide works well, where you have people who give you money every year. And people who give you money every year, whether it's businesses or individuals or who it is, are invested and then they are going to support you doing some kind of a special event. That gives you a base. Special events cost money and you need a base before you try to do one.

 Collaborating with other folks is a good way to access new resources you haven't had access to before. Maximizing all your connections, the who do you know thing? When you do get money, make sure you recognize your donors. Send thank you letters, do press releases, you know, if it's an individual, send them a thank you letter. They can use that, if you're a non‑profit, they can use that. If it's a corporation, you want to give them recognition in as public way as you can. Do a press release, those kinds of things. Make sure you recognize your donors. It makes them feel good to get credit for what they've done to support you and they'll be more likely to support you in the future.

 So, when we do the Q&A session, I'm going to want to know what kind of experiences you guys have. What is it that you have tried that has worked or not worked. Next slide.

 So, it's about grants. Think about how are you going to find them? How do you search for federal grants, for state grants, for sources of opportunity, consistent with your vision and mission and what it is you're actually trying to do as opposed to you trying to structure something you can do based on what the funders want to fund. Look for what the funders do or you want to do. How do you search for businesses, private funding, the internet is a valuable resource for both of these. There are search engines out there specifically to help you search for grant opportunities, both government grant opportunities and foundation grant opportunities. Do a little research and you'll find a lot of resources. How you address grant writing? Do you have the staff capacity. What about sustainment of the projects you're wanting to do? Are these things that are going to become self‑sustaining or you need ongoing funding? That makes a difference in who you approach for money. Some places will support you for ongoing funding, some will not. Some will support operating expenses and some will not. They wanted to support specifically projects. You need to do your research. Once again, when we have our Q&A on the 13th, I'm going to want you to talk about what has worked for you and not worked for you. Let's learn from each other's experience. Next slide.

 Okay, some of the things we've done in West Virginia. We've done more than this over the years for different purposes, I have some specific examples I'm going to share with you today. We provided administrative support for state‑funded program. We get a percentage of the appropriation for that program. Right now it's $21,834 a year. As of the end of a special legislative session where they finally, last week or the week before, finally passed the state budget, which starts tomorrow. That's going to be cut, that program, was cut a bit. So our share is going to get cut a bit. And that's always a possibility when you're looking at government funding.

 We have disability caucus, you heard that in my introduction, we've done this several times. We had another one in 2015 and in order to do this outside of what the SILC duties were before we got a little broader opportunities that are now under our new state plans, we found funding outside of our SILC resource plan to begin the process and do the resource development to support planning and conducting this caucus. And we actually had a grant, a Social Security reimbursement fund from our DSE, which is the DSU, so we could do the planning and it paid our staff time and bids across the budget to help cover supplies and utilities and all those kinds of things. By doing that, we secured grants from the Appalachian Community Fund, the Christopher and Dana Reed Foundation, the West Virginia Department of Health And Human Resources funding. By doing that, we actually netted almost $10,000 in unrestricted funds from conducting that caucus and providing training, but...especially providing opportunities for people with disability and family members and advocate from all around the state to get together and talk about the issues and strategize about the issues. So, it was a good investment of our time and money and we ended up with unrestricted funds.

 We also have a contract with our statewide grassroots advocacy group to serve as their fiscal agent and we get a fee of 5% of all the funds that we process for them. So, that's another source of money for our non‑profit budget as opposed to our SILC resource plan.

 Next slide. What other sources of funding and revenue have you been able to pursue? I'm hoping you will think of things I haven't thought of yet and I hope to have more things I can share that aren't included in the slides for this webinar. Next slide?

 So, additional things to think about is describe your process, what you're going to do to address resource development activities in your SPIL. You have to say you're going to do. Talk about what you're going to do. Think about how your SILC is organized and how the SILC funding is processes because that's going to affect your opportunities as well. If you're a non‑profit corporation, you're most‑likely processing your own funding. You're going to have more options than opportunities out there. If you have a lot of in‑kind support and you don't process your own funding and you're not incorporated, or you're at the beginning of that process, maybe you have gotten incorporated in your state, but you don't have tax exempt status from the IRS yet, that's going to limit the opportunities that you have. But there's still going to be opportunities that you need to look at and think about how that will affect what you're doing.

 Cost allocation versus indirect cost rates. This is something I don't think most folks know much of anything about, but it can have an impact on what kind of funding you can pursue if you are doing an indirect cost rate, then you have to make sure that the funding you pursue is going to support that. And there's a lot more information on ILRU's website about both of those. Cost allocation and indirect cost rates. I think SILCs are going to have more impact on those things coming up in our futures than we have in our past or even right now.

 And think about what else would you have to consider? Be ready to give us some feedback on the 13th about the processes and the things that have an impact on what you can and can't do and what will and will not work for your SILC. Next slide.

 And I'm going to turn it back to Carol. My contact information is on the slide. And she'll be able to do some closing with us and a few reminders for you.
 >> Thank you so much, Ann for a great presentation. One final thing I want to mention is our evaluation form on slide 38. There's only a handful of questions, we kept it short and we really do want your feedback. Thank you for taking the time to view this webinar and for completing the evaluation and we hope you will join us on July 13th at 3:00 p.m. eastern for a Q&A session with Ann. Thanks so much and have a good afternoon.