We create opportunities for independence for people with disabilities through research, education, and consultation.
Strategies for SILC Resource Plan
presented by Ann McDaniel

This is the pre-recorded portion of this program. Join Ann live on July 13, 2016 at 3:00 Eastern Time for a follow-up discussion with Q&A.
Learning Objectives

• Describe the regulatory requirements regarding SILC resource plan.
• Describe a process for developing SILC resource plan including allowable sources of funding.
• Describe opportunities for SILCs to obtain public and private sources of funding.
• Identify examples of creative approaches & strategies for SILC resource development.
SILC Resource Plan – Sec. 705 (e)

- Resources – including staff and personnel
- Amount “necessary and sufficient” to carry out the functions of the SILC under Sec. 705 (c)
- Rely on use of resources in existence during the period of the implementation of the SPI L
- Law requires states to provide a Resource Plan for the SILC – just as it requires state matching funds in order to receive Part B funds - Sec. 704 (b)
Sources of Funding – Sec. 705 (e)(1)

• Title VII, Part B funds - **Sec. 713 (a)**
• Title I, Innovation & Expansion (I&E) Funds – **Sec. 101 (a)(18)**
• Other **public** and **private** funds
Uses of Funding

- **SILC Duties** – *Sec. 705 (c)(1)*
- **SILC Authorities** – *Sec. 705 (c)(2)*
- **Compensation and Expenses** – *Sec. 705 (f)*
- **Hearings and Forums** – *Sec. 705 (d)*
SILC Duties – Sec. 705 (c)(1)

- Develop the SPIL.
- Monitor, review and evaluate implementation of SPIL.
- Meet regularly – open to public – advance notice provided.
- Submit reports and keep records.
- Coordinate activities with other entities in the State that provide services similar to or complementary to IL services.
SILC Authorities – Sec. 705 (c)(2)

• To improve services, work with CLIs to coordinate services with public & private entities.
• Conduct resource development activities to support SILC activities or to support IL services provided by CLIs.
• Perform such other functions
  – consistent with the purpose of Title VII, Chapter 1, and
  – comparable to other functions of the SILC as the SILC determines to be appropriate.
Compensation and Expenses - Sec. 705 (f)

• Reimburse members for:
  – Reasonable & necessary expenses for:
    • Attending Council meetings.
    • Performing Council duties.

• Pay *reasonable* compensation to members for each day engaged in performing Council duties:
  – If member is not employed.
  – If member must forfeit wages from employment.
Hearings and Forums – Sec. 705 (d)

• SILC authorized to hold hearings and forums:
  - Determined necessary by Council.
  - To carry out duties of the Council.
Limitations on SILC

- Cannot provide or manage direct services.
- Cannot lobby with federal funds.
Preparation of SILC Resource Plan

Law requires a Resource Plan for the SILC be provided - Sec. 704 (b).

• Part of SPIL development process.
• “In conjunction with the DSE.”
• Resources – including staff and personnel.
• Amount “necessary and sufficient” to carry out the functions of the SILC under Sec. 705 (c).
• Rely on use of resources in existence during the period of the implementation of the SPIL.
Using Title VII, Part B funds?

- Law **allows** use of Part B funds – **Sec. 713 (a)**.
- CILs have to agree on use of Part B funds.
- Amount for SILC Resource Plan limited to 30% of the Part B appropriation (including State match) **unless you justify using more in the SPIL**.
Using Title I, Innovation & Expansion funds?

- Law **requires** use of Title I I&E funds – **Sec. 101 (a)(18)**.
- DSE has to agree on:
  - Use of I&E funds.
  - Amount of I&E funds used.
Using Social Security Reimbursement Funds?

• DSE has to agree on:
  - Use of SSR funds.
  - Amount of SSR funds used.
Other funds?

- Process depends on funding source.
- Funds included in the “Resource Plan” restricted for SILC duties and authorities regardless of funding source.
“Necessary and sufficient”? 

• To support SILC Duties:  
  – Fulfill SILC responsibilities. 
  – Conduct authorized SILC activities. 

• To provide staff support without conflict of interest: 
  – Salaries and benefits. 
  – Office space and utilities. 
  – Equipment and supplies. 
  – Travel and training.
“Necessary and sufficient”? cont’d.

• To support SILC members:
  – Reimburse “reasonable and necessary” expenses.
    ▪ Travel
    ▪ PAS
    ▪ Respite
    ▪ Other expenses related to attending meetings
“Necessary and sufficient”? cont’d. 2

• To conduct SILC meetings:
  – Meeting space
  – Interpreters
  – Materials, including alternate formats
  – Facilitator/mediator when needed
“Necessary and sufficient”? cont’d. 3

• To conduct SILC Authorities as specified in SPI L.
• To not be “part of any State agency.”
• To be autonomous.
Negotiating the Plan with the DSE

- Use a collaborative process.
- Consider the DSE a partner:
  - Responsible for providing funding for the SILC resource plan.
- Don’t make demands – justify funding needed.
- Make the SILC an asset the DSE needs and wants to support.
- Know what the law says better than anyone else.
Collaborative Process

• Clarify role of SILC:
  – SPIIL development & monitoring.
  – State level collaborations & advocacy.
  – How can SILC benefit DSE?

• Allow for negotiation and give & take:
  – How to ensure resource plan is adequate.
  – What sources of funding to use.

• Have a facilitator to mediate the discussion and reach resolution:
  – To provide impartial direction through the process & to mediate stressful discussions.
What if SILC & DSE don’t agree?

- SILC Resource Plan is required in SPIL.
- SPIIL cannot be completed, submitted, and approved without it.
- Without an approved SPIIL – no Title VII funding will come to your state – no Part B – no Part C.
What if VR is not your DSE?

- If a state agency other than the DSU for the Vocational Rehabilitation program is selected as the DSE:
  - What resources can the new DSE bring to the SILC Resource Plan?
    - Funding?
    - In-kind?
  - Can the DSU be compelled to provide I&E funds?
    - Have they done so previously?
    - Law requires that they do so.
    - What is the “value” of the SILC to the DSU?
Amount of Funding needed?

• Consider what is critical to:
  – SILC autonomy.
  – Ability to fulfill SILC Duties.
  – Ability to conduct SILC Authorities.
  – Ability to fulfill SILC responsibilities in SPIIL.

• Consider what can be obtained In-Kind without impairing autonomy.
SILC Budget vs. SILC Resource Plan

- SILC Resource Plan is the funding provided and used to fulfill SILC duties and authorities.
- If you are a non-profit SILC, you should have a budget that includes:
  - SILC Resource Plan funding.
  - Other sources of funding for other uses.
SILC Budget vs. SILC Resource Plan, cont’d.

• You have to show separation of funds:
  - Clean separation and tracking of funding.
  - Separation of administrative costs – you can’t use Resource Plan funded staff, facilities, equipment, etc. to conduct activities that are not allowable within the SILC Resource Plan.
  - To conduct activities outside your SILC duties & authorities AND outside your SILC resource plan – you must show funding in your budget that supports all the costs.
Resource Development

• A new SILC Authority – SILCs can now opt to do this with funds in your Resource Plan – Sec. 705 (c).
  – Must indicate in your SPIIL that you are going to do it.

• Funds developed can be used to:
  – Support SILC duties.
  – Support SILC authorities.
  – Support provision of IL services by CILs.
Resource Development, cont’d.

- You need to track funding spent on Resource Development AND how the funds developed are used.
  - Register as a “charitable organization” in your state.
  - Provide required reports.
- Funds developed using funds from your SILC Resource Plan have to be used for allowable SILC activities – they are NOT unrestricted funds.
- You CAN develop unrestricted funds – but you can’t use Resource Plan funds to do it.
Organizing Strategies

• Pursue resource development consistent with your mission, vision, goals, and organizational needs.

• Do not tailoring activities/proposed activities around what funding you think you may be able to get.
  – What you need funding for determines where you may be able to find it.

• Recruit the skills you need:
  – Fundraising professional.
  – Board members with skills & experience.
  – Volunteers.
Form a Development Committee

• Direct board involvement is critical in resource development.
• Create a committee “statement of purpose.”
• Revise council member expectations to include giving.
• Establish a “culture of giving” among members & former members.
  – Board support is important to future funders.
• Create a development plan with multiple strategies that can be supported by the full council.
• Key concepts:
  – “You don’t ask – You don’t get.”
  – “Who do you know?” – Have a form to assess it (people, businesses, foundations).
    ▪ Council members.
    ▪ Staff.
General Resource Development Strategies

• SILC website and social media
• Annual Fund and year end appeal to your members, former members, business partners, advocates, stakeholders, others?
• Collaborations
• Maximize connections
• Recognize donors
  - What has been your experience?
Approaching Grants

• How do you search Federal/State sources for relevant opportunities?
• How do you search foundation, business, and private funding sources for projects?
• How do you address grant writing, staff capacity, and project self-sustainment issues?
  – What has worked/ not worked for you?
West Virginia Funding/Revenue Examples:

- West Virginia:
  - Provide administrative support for a state funded program for a percentage of the funds totaling $21,834.
  - Disability Caucus conducted with funds outside the SILC resource plan (SSR$ from the DSE) netted $9,874 in unrestricted funds.
    - Grants secured to support the Caucus included:
      - Appalachian Community Fund
      - Christopher and Dana Reeve Foundation
      - Mid-Atlantic ADA Center
      - Toyota
      - WV Department of Health & Human Resources
  - Contract with statewide grassroots advocacy group to serve as fiscal agent for a fee of 5% of funds processed.
Other Sources of Funding/Revenue

• What other sources of funding/revenue have you been able to pursue or successfully develop?
Additional Considerations

• Describe process to address resource development activities in your SPIL.
• How SILC is organized & how SILC funding is processed affects opportunities.
• Cost-allocation vs. indirect cost rates?
  http://www.ilru.org/training/new-indirect-cost-rate-requirements-for-cils
  - Other feedback on the process?
Contact Information

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Evaluation Survey

Your feedback is important to us! Please open the link below to complete your evaluation of this program:

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