

Consulting and Technical Assistance: STRATEGIC FINANCING

The Finance Project provides intensive, customized technical assistance to help leaders effectively develop strategic financing plans that address issues and challenges specific to their states and communities.

Why develop a strategic financing plan?

A strategic financing plan helps leaders to:

- Clarify their financing goals, including expansion or contraction in services;
- Develop accurate cost projections;
- Review and understand what funding currently supports their work;
- Identify gaps in current funding and services;
- Design and implement financing strategies to meet their fiscal needs; and
- Save time, resources and energy by focusing their fundraising efforts on the most promising options.

Services offered by The Finance Project:

Technical assistance on strategic financing is focused on helping initiative leaders reach decisions on key questions, develop accurate cost projects, and to design financing strategies to meet their needs over time. The Finance Project staff work with clients to:

- Design a data collection, analysis and decision making process;
- Support decision making around client's financing goals;
- Adapt our technical assistance tools based on the unique needs of initiative leaders, including developing customized [cost estimation](#) tools;
- Develop a [map of funding](#) that currently supports the initiative;
- Identify federal, state, local and private funding sources and innovative financing strategies and approaches;
- Facilitate on-site meetings that bring together initiative leaders and stakeholders to make decisions and develop clear implementation plans.

Examples of Our Work

- **Early Childhood Systems in Michigan:** With support from the W.K. Kellogg Foundation and the Michigan Early Childhood Investment Corporation, TFP staff are developing detailed strategic financing plans to support implementation of two key goals of the state's Great Start system framework. Each strategic financing plan will clearly define what will be financed, estimate the cost of implementation, assess how existing funds can support this effort and provide a menu of financing strategies to fill funding gaps.

- **Annie E. Casey Foundation Making Connections Initiative.** Making Connections is the flagship community change initiative of the Annie E. Casey Foundation which seeks to improve odds for children in tough neighborhoods by strengthening their families' connections to economic opportunities, effective services, and positive social networks. Under a multi-year grant from the Annie E. Casey Foundation, The Finance Project is providing resources and intensive, customized technical assistance on strategic financing for seven Making Connections sites across the country. The resources include guides, presentations, and audio conferences to address cross-cutting issues and challenges, such as making the most of the American Recovery and Reinvestment Act. Customized technical assistance supports decision making and builds leaders' capacity to design and implement financing strategies to achieve their sustainability goals.
- **Mid-America Regional Council.** In 2002-2003, The Finance Project assisted the Mid-America Regional Council (MARC) in the development of a strategic financing plan for universal early learning, parent support and out-of-school time services in Greater Kansas City. Customized technical assistance helped leaders to define their financing goals; estimate costs; map current federal, state, local and private sector funding; and identify funding sources and financing strategies, with a special focus on mechanisms to generate dedicated local revenue. Developing a [cost estimation model for early care and education services and systems](#) based on leaders' specific quality improvement goals and ramp up assumptions was an important focus of the technical assistance support.

For more information contact The Finance Project at 202-628-4200 or services@financeproject.org.