

Sustainability Options are like PEARS

(Pass it on – Earn – Ask – Redevelop – Share)

Pass It On – Find a “happy home” for your program elsewhere or achieve policy change that will directly influence the issue the program addresses

- Incubate
- Pilot
- Train others

Earn – Generate revenue through selling products or services; combine with job training

- Bakery and Catering Business
- Translation and Interpretation Services
- Media services

Ask – Request funds from institutional donors (via grants) or from individuals (events, mail, face to face solicitation)

- Diversify your financial base
- Position your program to attract “investors”
- Put the “fun” back in fundraising

Redevelop – Reconfigure program elements internally; redistribute costs and leverage new support with updated services

- Incubate and pilot for *internal* program enhancements
- Re-assign staff to cover new elements
- “Split” positions internally to share costs among different funding sources

Share – Share costs/responsibilities with other organizational partners (don’t go it alone!)

- Seek new ways to collaborate with old partners; find new partners
- Subcontract program elements
- Look at the “collaboration continuum” from simple sharing to merger

Sustainability Options Brainstorm

In Box 1 below, write the name of the program you want to sustain. In Box 2, brainstorm all of the components/activities of that program. Then, take each item from Box 2 and list it under the best sustainability option: Pass It On, Earn, Ask, Redevelop, or Share.

Box 1 Program Name:

Box 2 Program Elements:

Pass It On

Earn

Ask

Redevelop

Share