

SSoH State Partner/Coalition Sustainability Plan 2008-2010 Revenue Development Priority List and Worksheet

Presented below are the [State] SSoH Partner and Coalition 2008-2010 Revenue Development Priority List and Worksheet. The revenue development/sustainability projects contained in the priority list and worksheet were identified by the [State] Partner and Coalition as having real potential to strengthen the financial sustainability of the SSoH core services in [State]. The sustainability projects are the result of assessment, site visit and group work by the [State] Partner and Coalition in conjunction with the AgriWellness, Inc. Board and Staff under the auspices of the Rural Health Network Development (RHND) grant funded through the federal Office of Rural Health Policy.

The assessment, site visit and group work and the resulting sustainability project(s) focus on the power of collaborative relationships and partnering opportunities among the [State] SSoH Coalition members and other interested parties to draw on their experience and connectedness with existing federal, state, private, and local funding sources that hold genuine promise to generate funding. The projects are there because they:

- Build on the [State] SSoH Partner or Coalition members' knowledge, experience and contacts with federal and national, and regional foundation funding sources;
- Build on the knowledge, experience and relationships of the [State] Partner and Coalition members with state, county and local governments and agencies, faith-based and non-profit organizations, foundations, private donations, and the area's business community; and/or
- Draw on assisting knowledge, experience and relationships of AgriWellness and/or other SSoH State Partners and Coalitions

The priority and worksheet tables below identify a specific revenue source for each project, specify the rationale for the project, identify specific revenue source contacts and specify the [State] Partner or Coalition member project liaisons that will bring a personal and knowledgeable touch to the revenue development effort. The priorities were selected primarily on the basis of meeting one or more SSoH core service needs, being an expression of an existing unfunded or under-funded service activity, emerging partnership or powerful idea, or being "time sensitive," i.e., needing fairly quick action before an opportunity passes.

[State] SSoH Partner and Coalition 2008-2010 Revenue Development Priorities

Revenue Project Priority and Type of Source	Revenue Source and Rationale for Pursuing	Liaison(s) and Revenue Source Contact and Linkage	Revenue Development Action Steps and Responsibility	Revenue Development Action Timeframe and Progress
<p>Priority 1. [Name the type of source here, e.g., a federal agency, national or regional foundation, or health care system.]</p>	<p>Revenue Source: [Name the specific source here such as the name of the organization and division or department within it.]</p> <p>Rationale: [Specify the link or relationship between what the SSoH core service(s) bring to the table and the value or worth that those services bring to the revenue/funding source.]</p>	<p>Liaisons: [Name here the specific [State] Coalition member or the specific individual or individuals from within the [State] Partner organization (or AgriWellness) who will make the initial contact and promote the sustainability project].</p> <p>Contacts: [Name here the specific person or position</p>	<p>Action Plan: [Specify just the most overall key steps and sub-steps with the name of the person who will carry out the steps (a comprehensive, detailed plan can be developed to accompany this if necessary).]</p>	<p>Timeframe: [Keep this simple such as "Do Action Steps 1 & 2 i.e., (summarize the action steps) Month/Day; "Do Action Step 3 by Month/Day.]</p> <p>Progress: [Keep track of each Action Step here and again, keep it simple.]</p>

within the revenue source who will be contacted. Specify the reason for contacting or nature of relationship – such as know the person or had a grant or contract from this source.]

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If you have more than one sustainability project within your Priority List then continue using the same format and guidelines.

Priority 2. Revenue Source: Liaisons: Action Plan: Timeframe:
Rationale: Contacts and Linkage: Progress:

Priority 3. Revenue Source: Liaisons: Action Plan: Timeframe:
Rationale: Contacts and Linkage: Progress :

If there are sustainability projects that you wish to keep on tap as a potential priority then list them below in the Worksheet using the same format as above.

WORKSHEET

Worksheet 1. Revenue Source: Liaisons: Action Plan: Timeframe:
Rationale: Contacts and Linkage: Progress :

The approach to preparing this sustainability planning/revenue development document for each SSoH Partner/State Coalition is a result of:

- The shift from the highly workshop-oriented approach contained in the RHND grant workplan, to an approach that acknowledges and supports the more integrated and distinctive coalition development, core service analysis and sustainability planning that emerged in each state; and
- The observation by the HRSA Performance Review Team that the SSoH sustainability approach contained no focal point for coordinating the sustainability planning and implementation activities and the shift to the idea of a “Sustainability Coordinator.”

The preparation of the Revenue Development Priority List and Worksheet for each state will draw on information collected in the site visits and the state reports and the information exchange session of this strategic and grant planning workshop and will be a joint effort of the State Partner on behalf of the State Coalition, and Pat Hart, the RHND grant evaluation/technical assistance contractor, with input and assistance from AgriWellness staff.