

EXPANDING [REDACTED] TRAINING: A SUSTAINABLE, REVENUE-GENERATING MODEL

Increasing participation, expanding statewide access, and strengthening financial sustainability—**without increasing membership dues.**

CURRENT REALITY

- Winter Conference generates \$200k+ annually
- Training programs require ongoing financial support
- Conference revenue is used to support training programs

OPPORTUNITY

- Expand training statewide beyond conferences
- Increase participation through lower-cost access
- Leverage external funding to expand training

STRATEGIC GROWTH

Expand Statewide Training

Expand conferences, regional, and specialized programs

Coordinate Member County Initiatives

Coordinate grant opportunities and program support

Provide Pass-Through Funding

Provide stipends and access support for rural agencies

PILOT APPROACH

Winter Conference (2026)

- Test hybrid funding model
- Expand rural participation

Expansion Phase (2027)

- Expand regional training
- Launch grant-funded programs

FINANCIAL IMPACT

- Winter Conference generates \$200k+ annually
- Revenue supports broader training programs

Pilot Model (Estimated):

- Grant funding: \$50k–\$100k
- Revenue growth: +\$20k–\$45k

Pilot Support (Estimated)

- \$7,500 fixed engagement

Potential Result:

- Reduced reliance on internal subsidy
- **\$25k–\$75k improvement in net position**