

# INNOVATIONS LAB

## NONPROFIT F.A.Q.

### What is the enrollment process?

1. Preliminary Discussion w/ Innovations Coordinator
2. Presentation of at least two years of data demonstrating success
3. EIA (Excellence in Action) Organizational Certification
4. Completion the Organizational Diagnostic Tool
5. Lab application
6. Board Resolution acknowledging full support of Lab participation

### How long does the Lab take?

The Lab is an individualized journey, customized to your needs. That said, it typically takes anywhere from 8 - 12 months.

### How much does the Lab cost?

The Lab consists of five major parts, each with their own payment installments.

- Prerequisite: EIA Certification - \$2,000
- Installment 1 - \$200
- Installment 2 - \$2,250
- Installment 3 - \$450
- Optional: Video production - \$6,000

### What is expected of me?

- Complete action items and artifacts
- Respect fellow participants and Alliance staff
- Inform Alliance staff of challenges or roadblocks
- Attend all meetings and training
- Make payment installments when scheduled
- Return communications in a timely manner

### What if I need to stop?

The Lab is intentionally designed with three payment thresholds because we know that life happens and circumstances change. This structure means that if you need to take a pause, you can. While that is not the ideal situation, when you are ready and able to re-enter the Lab, we will welcome you back in, as long as it is within a year's time. After a year, we will ask you to go through the onboarding process again.

### Do I have to do every part?

Yes. Each component of the Lab builds on itself and has been designed to support participants in a very intentionally designed methodology.

### How do the funders get identified and selected?

Linking the right potential funder with your organization is a process that takes time and involves intensive research, meaningful dialogue, and planning. The Alliance staff will use the artifacts you develop and the deep understanding of your initiative to identify a potential funder whose priorities align with your concept. You will not be expected to identify potential funders. The Alliance staff will update you as the search process evolves.

### What happens if a meeting with a potential funder does not lead to funding?

We know it can be frustrating and time-consuming to convert a great concept into funding. In this event, the Alliance will attempt to find an additional funding prospect for six months.

### What assurances do I have that the funder is reputable, ethical, and actually interested in funding a project and not just prospecting?

Before meeting with any potential funder, the Alliance has researched, met with, and prepared them. Any qualified funder that meets with a nonprofit is coming to the table ready and willing to invest in the right initiative.

### What happens if the Alliance struggles to find funders for my initiative?

The Alliance staff will work closely with you throughout the Lab. Our research into potential funders is expansive, and we will do everything we can to identify a prospect. As sometimes happens, it can be challenging to find a perfect match. If it is not clear that we can find a match along the way, we will meet with you to discuss how to move forward. This could include modifying your initiative, pausing your progress through the Lab until a match emerges, or continuing with the Lab and developing your artifacts for future use. In any situation, the Alliance will work with you to find the best possible solution.

