

**W O R K S H E E T # 1**

**LABINAR #1**

\_\_\_\_\_\_\_\_\_

**SOCIAL**

**ENTERPRISE**

***ACCELERATOR***

**Nonprofit is a Tax Status, Not a Business Model…**

**Why NPO’s Should Care About Earned Income**

April 12, 2023

**W O R K S H E E T # 1**

**Diversifying Revenue:**

***Your Organization’s Income Sources***

**Current Future**

**(%) (%)**

**Earned Income Sources**

* Government contracts
* Membership income
* Investment income
* Facilities and/or equipment rental
* Sale of products and/or services

**Charitable Giving**

* Individuals
* Corporations

**Fundraising Initiatives**

* Institutional philanthropy (grants)
* Government grants
* Partnerships and collaborations

**Other?**