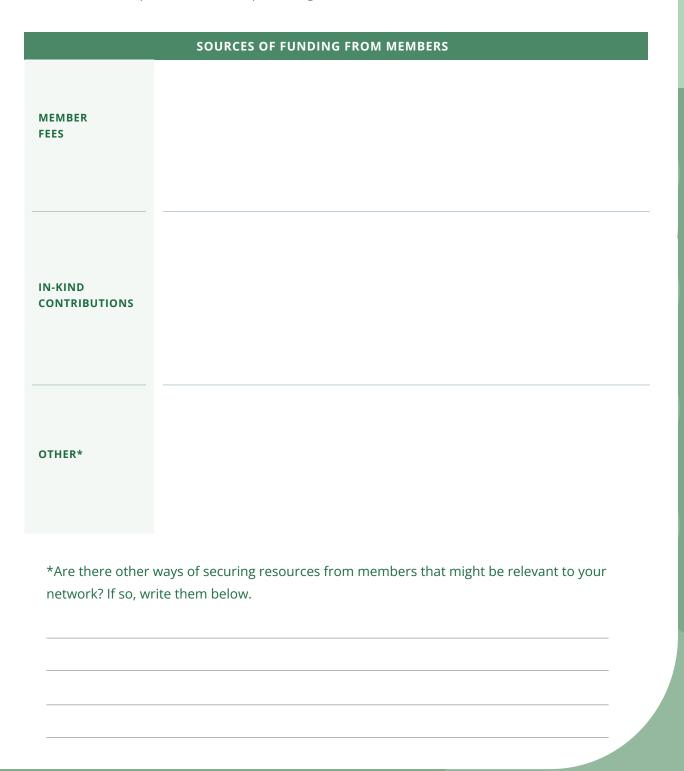## 1 Reflection Activity

Use the space below to explore sources of funding for your network. Think about each option outlined in the previous case studies and fill in any existing commitments, potential leads or promising ideas. Remember: Resources will likely come from a combination of sources.

Whichever funding sources you consider appropriate for your network, *make sure to identify and use all of your network's connections.* These might include donor pools you have previously cultivated or connections that individual members have to sources of support that you can use to support the network as a whole.

TYPES OF SUPPORT					
NONMEMBER SOURCES OF FUNDING	**NETWORK OPERATING SUPPORT**	**PROJECT OR PROGRAM FUNDRAISING**	**EARNED INCOME**	**IN-KIND CONTRIBUTIONS**	**OTHER**
Philanthropy (institutional: private, family or community foundations, and individual donors with high net worth)					
Private Sector (businesses)					
Public Sector (government funding or support)					
Multiple Individual Donors (special events, crowdfunding via small donations)					
Other					

1 Reflection Activity (Continued)

Does your network already receive resources from network members? List any existing commitments, potential leads or promising ideas below.

SOURCES OF FUNDING FROM MEMBERS	
MEMBER FEES	
IN-KIND CONTRIBUTIONS	
OTHER*	

*Are there other ways of securing resources from members that might be relevant to your network? If so, write them below.

_____

_____

_____

_____

Networks can survey members about the monetary value of their participation, to communicate the total value of member investments ("sweat equity" or in-kind contributions to the network and any financial contributions like member fees) to potential funders.

Here are sample survey questions:

We want to quantify the amount of time and "sweat equity" that makes our network successful. Please estimate the amount of time in hours you spent working on network-related activities in the last six months.

MONTH	ESTIMATED # OF HOURS	Please explain what you did (e.g., network coordination and communications; program/project/event planning)
JANUARY		
FEBRUARY		
MARCH		
APRIL		
MAY		
JUNE		

Please list any additional nonmonetary resources that you (or an organization you represent) contributed to the network in the last six months (e.g., use of physical space, provision of supplies) and the estimated cost of those resources.

For some networks, especially those in earlier stages of development, it may not be appropriate to ask all network members to report their contributions. Instead, these networks could survey only members who devote consistent or significant time to the network. Once you have your survey responses, add up the time and multiply it by a representative hourly value (e.g., $25 an hour) so that your budget accurately represents the total monetary value of in-kind time and resources contributed to the network.

KEY TERM

SWEAT EQUITY
A term used to describe nonfinancial investments that contribute to developing a network or project.

② Reflection Activity

Think about ways to track your network's progress. Write down the audiences—institutional donors, organizations or individuals—you plan to share your results with.

	EVALUATION ACTIVITIES	POSSIBLE METHODS AND TOOLS	POTENTIAL AUDIENCES
Network Membership and Structure	Document the evolution of network membership and network connections	• Maintain a member directory • Map your network annually to track changes • Track member participation—both overall and for specific network activities or events	
Network Management	Document coordination and communications arrangements (meetings, standing calls, listservs, online communities) and their contributions to the network	• Use a network health scorecard* that includes network operations questions • Ask members to evaluate internal communications and coordination functions • Conduct an online community and social media activity analysis	
Network Production	Document how members collaborate in practice to advance network goals	• Survey members about their collaborative activities and the results of these efforts • Write case studies • Produce video documentaries • Place stories or member profiles in the media	
Network Health	Document efforts to build and strengthen connections between members Monitor members' contributions to the network	• Use a network health scorecard* to track results over time	

*See the Using a Scorecard to Monitor Your Network's Health Guide for more on the network health scorecard.