CALDWELL

BEYOND THE GRANT

FACA 46th Annual Training Conference | August 2026

EXERCISE ONE

Revenue Concentration Snapshot

List your revenue sources. Circle your single point of failure.

Revenue source	Amount	% of budget	Restricted?

My single point of failure: ____________________

Total unrestricted dollars: ____________ **As a percent of total budget:** ________

If federal and state funding drops 15% next year, my exposure is $ ____________

EXERCISE TWO

My 90-Day Funding Plan

1. **The stream I am building.** *Pick ONE.*
2. **Why this one, in one sentence.**
3. **Move one, in the next 14 days.**
4. **Move two, in the next 30 days.**
5. **Move three, in the next 60 days.**
6. **Who owns this.** *A person, not a department.*
7. **My 90-day date.** *An actual date. Not "fall."*

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30-day check-in