



**Low Development Cost  
-Time and Money-**

**High Development Cost  
-Time and Money-**

**Public Will  
Dependent**

**Seed Capital** →

Tax Initiatives

Direct Government Funding through  
SCHIP Waivers, DSH Funding, Etc.

Capital Campaigns  
Annual Campaigns

Community Block  
Grant Sharing

Special Events

Medicaid/State Services – MAA Claiming/  
TCM/ Food Stamp Enrollment

Bequests and other Planned Giving

**Not Public  
Will  
Dependent**

Partner ROCI-Based and/or Product-  
Based Funding Arrangements

Foundation Support

Governmental Appropriations

Large Limited Term Public and  
Private Grants

Limited Term Community Grants

Community Donations  
(agency & individual)

Patient Premiums/Co-Pays

Board Membership Dues

# "Expense Column" Opportunities

## Low to Moderate Program Service Impact

## High Program Service Impact

Institutionalizing Program Efforts within an Existing Partner Agency's Service Package

Merging Collaboratives of Similar Mission/Vision to Reduce Redundancy and Increase Economies of Scale

Expanding Catchment Areas to Improve Economies of Scale

Utilizing Technology, Quality Improvement, and/or Expert Review to Increase Efficiency and Decrease Waste/Fraud/Costs

Augmenting Fixed Costs with Volunteerism and/or Partner In-Kind Services

Changes in Public Policy/ Agency Governance/ or Legal Status to Access Reduced Cost Services - (Application for 340(b) Eligible Status)

Culling Program Services and/or Benefits

Eliminating a Collaborative Due to Lack of Funding