



## Fundraising for Operations

### Technical Assistance Program Overview

[The Program](#)

[Who Is Eligible](#)

[What topics does this TA cover?](#)

[About the TA Provider](#)

CLT may find this program helpful to:

- Plan an organization's fundraising strategy in alignment with its values
- Develop a fundraising timeline
- Review organizational goals when organizing public fundraising events

#### The Program

The CA CLT Network is excited to expand its Technical Assistance Program to include Fundraising for Operations to CLT members and community ownership organizations. Securing reliable sources of funding is crucial for the sustainability of CLT organizations, coalitions, and the community land trust movement as a whole. The purpose of this TA is to provide support and guidance to member organizations and allied community ownership organizations, as they navigate a challenging fundraising landscape.

#### Who is Eligible?

Fundraising for Operations is available to current member organizations and pre-approved San Joaquin Valley organizations who are working on a community land trust or community ownership project. If you are unsure about whether your organization is a current member or about whether you qualify, please reach out to Lydia, at [lopez@cacltnetwork.org](mailto:lopez@cacltnetwork.org) or (415) 967-0497.

#### What topics does this TA cover?

This TA provides CACLTN members with **up to six hours** of consultations on fundraising for CLT Operations. Extensions may be possible, depending on staff availability.

#### Consultations may include:

- Forming a holistic strategy based on your current network of funders and growing new relationships with prospective donors
- Developing a Gift Acceptance Policy
- Fundraising in the current challenging fundraising climate
- Developing a fundraising timeline
- Strategizing around fundraising events, including how to manage staff bandwidth and roles, and how to steward funding partners for long-term relationships
- Reviewing grant proposals

**Limitations of Fundraising for Operations technical assistance:**

- Not available to write grant narratives or submit an application on behalf of an organization
- Not intended to cover acquisitions & rehab fundraising. For that related offering, please apply to Real Estate &/or Business Planning TA.

CACLTN technical assistance can be accessed simultaneously across program areas: Real Estate, Legal, Business Planning, Campaign Planning, and Fundraising for CLT Operations.

- **All requests are valid for a 4-month period from date of submission.** After 4 months pass, requests must be re-submitted and re-approved via the TA form. CACLTN follows up with organizations whose requests are lapsing.

**TA Provider: Lydia Lopez, CA CLT Network**

Lydia Lopez joined the CA CLT Network in 2022 as Co-Director for Organizing & Partnerships, and has been supporting the network’s curriculum, policy, community building and technical assistance programs to members. As a co-director she administered grants and worked in fund development by nurturing prior funder relationships and expanding the CLT Network’s partnerships to new funding sources. Prior to this role, Lydia was Executive Director at La Raza Centro Legal, where she supported access to affordable housing and civil rights through legal programs. Lydia has also worked with immigrants seeking asylum and family reunification, and has conducted Flores Settlement monitoring of detention conditions. Throughout her nonprofit career she’s worked in grant reporting, fund development, and building & strengthening relationships with partners, funders and nonprofit stakeholders.