

Your People: Facilities Committee/Staff

Do you have a facilities manager? If this person is competent, knowledgeable, proactive, communicative – do ALL you can to keep her/him. Keep them learning, happy, responsible – otherwise find someone else.

Do you have a Facilities Committee? Is it functioning? Do they have a long-range plan? Who's on it?

What are the skills/building trades represented? What is missing?

- | | | |
|-----------------------------------|-------------------|----------------|
| ✓ Building structure/
envelope | ✓ Interior Design | ✓ Carpentry |
| ✓ Architecture | ✓ Plumbing | ✓ Grounds work |
| ✓ Energy Efficiency | ✓ Electrical | |
| | ✓ Masonry | |

Partnering and Saying YES

1. To whom and what can you say YES to? Make a list.

List groups you already partner with and what sectors (health, arts, schools, etc.)

2. Where are the gaps? What sectors are not represented?

Make friends – civic groups, tourists, sports teams or fitness clubs, religious or political groups

Join a board of an organization very different from yours (and one you believe in of course.)

Attend public events and schmooze away --

3. Who can you say YES to? Who do you **want** to say YES to? What's in the way of asking them out to play?



Diversify your funding as much as possible

Say yes whenever possible

Try to enjoy it – that's the whole point isn't it?

I am **happy** to answer any questions that pop up. And please visit! Contact info:

Martha Piscuskas, Co-Director, Waterfall Arts martha@waterfallarts.org

256 High St. Belfast, ME 04915

207-338-2222

www.waterfallarts.org