

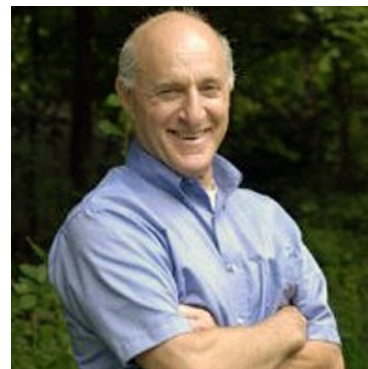
**Michael Jacoby Brown**  
training & coaching

*Helping organizations achieve their goals  
through recruiting and motivating others*

# Organizer's Edge ▶

## Greetings! New Ways of Raising Money

-- Michael Jacoby Brown



While political campaigns focus on asking people for money without the incentive of a tax break, many social justice organizations continue to rely on a few “liberal” foundations, spending precious time writing grant proposals and reports.

Lately I have been cheered to hear that some organizations are looking at innovative ways of raising money.

One Latina organization leader told me recently that she is pursuing the marijuana business as a means to fund her organization. In Massachusetts, where marijuana sales have recently become legal, the Legislature passed a law requiring that people of color -- who have been disproportionately hurt in the past by drug laws, should have priority in this new business.

Another organization, **[Justice at Work](#)**, which pursues legal redress for workers, has been able to raise money by referrals to law firms for civil suits that have resulted in some large awards against businesses that have harmed low-wage immigrant workers.

**[VISIONS-Inc.org](#)**, which has been around for decades helping a wide spectrum of businesses and non-profit organizations develop multi-cultural and multi-racial organizations, decided long ago to raise money by fee for service work.

Others organizations I know of are stepping up their focus on individual giving, thru personal meetings and pushing for monthly pledges on credit cards. This is much better than asking once a year, and wondering if the year-end giving will allow the group to be around the next year.

What other innovative ways to raise money for social justice are you hearing about? Inquiring minds want to know.

---

## Feedback Welcome

We want to hear from you, your reactions, ideas, what is at the edge YOUR "envelope." Just go to...

[Visit Our Website!](#)



### Who else you will hear from.....

We are just starting, but so far you can expect to hear what the following people are thinking:

Jessica Tang: Boston Teachers Union, AFT  
George Luse of the Mass Teachers Assn,  
Scott Reed with the PICO Network, ,  
Cathy Howell, in Oregon and El Salvador, formerly with the AFL-CIO,  
Caesar McDowell of the Interaction Institute for Social Justice,  
Diana Bell of Community and Labor United,  
David Hernandez of the California Education Assn,  
Attica Scott, State Rep Louisville, Kentucky  
Bob Van Meter with the Local Initiative Support Corporation in Boston,  
Walter Davis, of the Tennessee, Health Care Coalition.  
Debra Askenase, of Community Organizing 2.0,  
Deb Fastino, of the Coalition for Social Justice in New Bedford, MA,  
Rebecca Gutman, with SEIU-1199,  
Tim Dean, of SEIU-1199,  
Mary Ochs, long time organizer in Los Angeles  
and others, hopefully, including YOU

---

### Other Useful Links

<http://michaeljacobybrown.com/>

[Road Map Consulting](#)

[Visions-Inc](#)



[Buy my book](#)



# Building Powerful Community Organizations

A Personal Guide to  
Creating Groups that  
Can Solve Problems  
and Change the World

MICHAEL JACOBY BROWN

---

Michael Jacoby Brown Training and Coaching | [mjbrown246@gmail.com](mailto:mjbrown246@gmail.com) | <http://www.michaeljacobybrown.com>  
10 Brattle Terrace | Arlington, MA 02474