

# Tulare County Office of Education

*Jim Vidak, County Superintendent of Schools*

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## **For Immediate Release**

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### **Tulare County Office of Education Announces: TCOE Foundation to Host Workshop on Business Ventures for Nonprofits, February 22 – 24. Three-day Workshop to Explore Innovative Funding Opportunities**

In response to a decline in government support and the sharp competition for private funding, nonprofits around the country are adopting an entrepreneurial alternative to conventional fundraising. Instead of relying on grants and contributions, nonprofits are using income derived from new businesses to bankroll important programs.

“There are many ways for a nonprofit to start an earned-income venture,” says Rolfe Larson, a lead trainer for The Grantsmanship Center’s Business Ventures for Nonprofits Workshop and the author of *Venture Forth*, a popular manual on the subject of nonprofit enterprise. “Some groups introduce fees for service. Others pursue manufacturing, retail sales, site rentals, publishing or cause-related marketing.”

To help Tulare County-area organizations learn how to plan, finance and develop their own nonprofit enterprise, the Tulare County Office of Education Foundation will be hosting The Grantsmanship Center’s Business Ventures for Nonprofits Workshop, February 22 – 24, 2006, at the Holliday Inn’s Plaza Room in Visalia. The seminar will be held Wednesday from 8:30 a.m. – 6:00 p.m.; Thursday from 8:30 a.m. – 8:00 p.m.; and Friday from 8:30 a.m. – 5:00 p.m.

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The Grantsmanship Center, the world's oldest and largest training organization for nonprofit and governmental personnel, developed this intensive three-day workshop and will be conducting it in Visalia. "This conference is an exceptional opportunity for any leader or fund development person to learn creative entrepreneurial skills from some of the best in the field of nonprofit management," says Tulare County Superintendent of Schools Jim Vidak.

Tuition for the workshop is \$575. To ensure personalized attention, enrollment is limited to 30 participants. To register for the workshop, or for more information, visit [www.tgci.com](http://www.tgci.com), or call The Grantsmanship Center at (800) 421-9512.

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