**Where’s the Money?**

1. Services in kind
   * Implement dealers
   * Free advertising
   * Electric cooperatives/mailings
   * Commodity groups
   * FSA
   * Printing
   * Gift cards
   * Exhibit spaces
   * Weblinks
   * Consultations from professionals
2. Employee deductions
   * Matching funds
3. Golf outings
4. Local banks/trust funds
5. Animal clubs
6. Follow the money
7. Companies that serve farmers
   * Chemical
   * Insurance
   * Grain
   * Railroads
   * Machinery
   * Toro
8. University development
9. Coordination of efforts
10. Building relationships
11. Matching funds
12. Being visible/invested
13. Knowing the goals of the donor
14. Partnering with other groups to conduct similar activities like conferences
15. Revenue generating workshops
16. Working with VR