

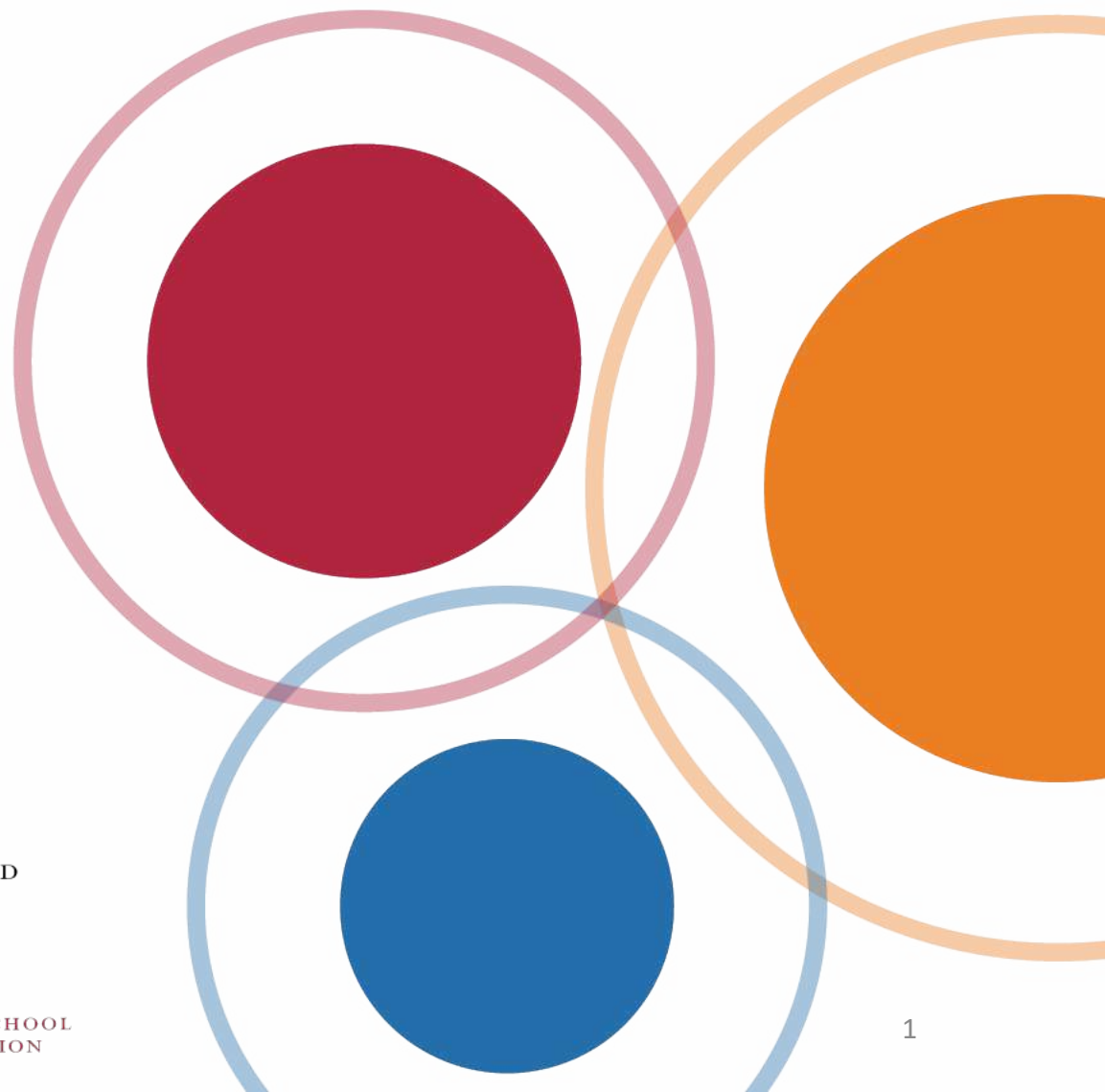
EdRedesign Lab Institute for Success Planning

Community of Practice Summer Workshop 2023

Thursday, July 20, 2023



OPPORTUNITY FOR ALL
EDREDESIGN
THE EDREDESIGN LAB

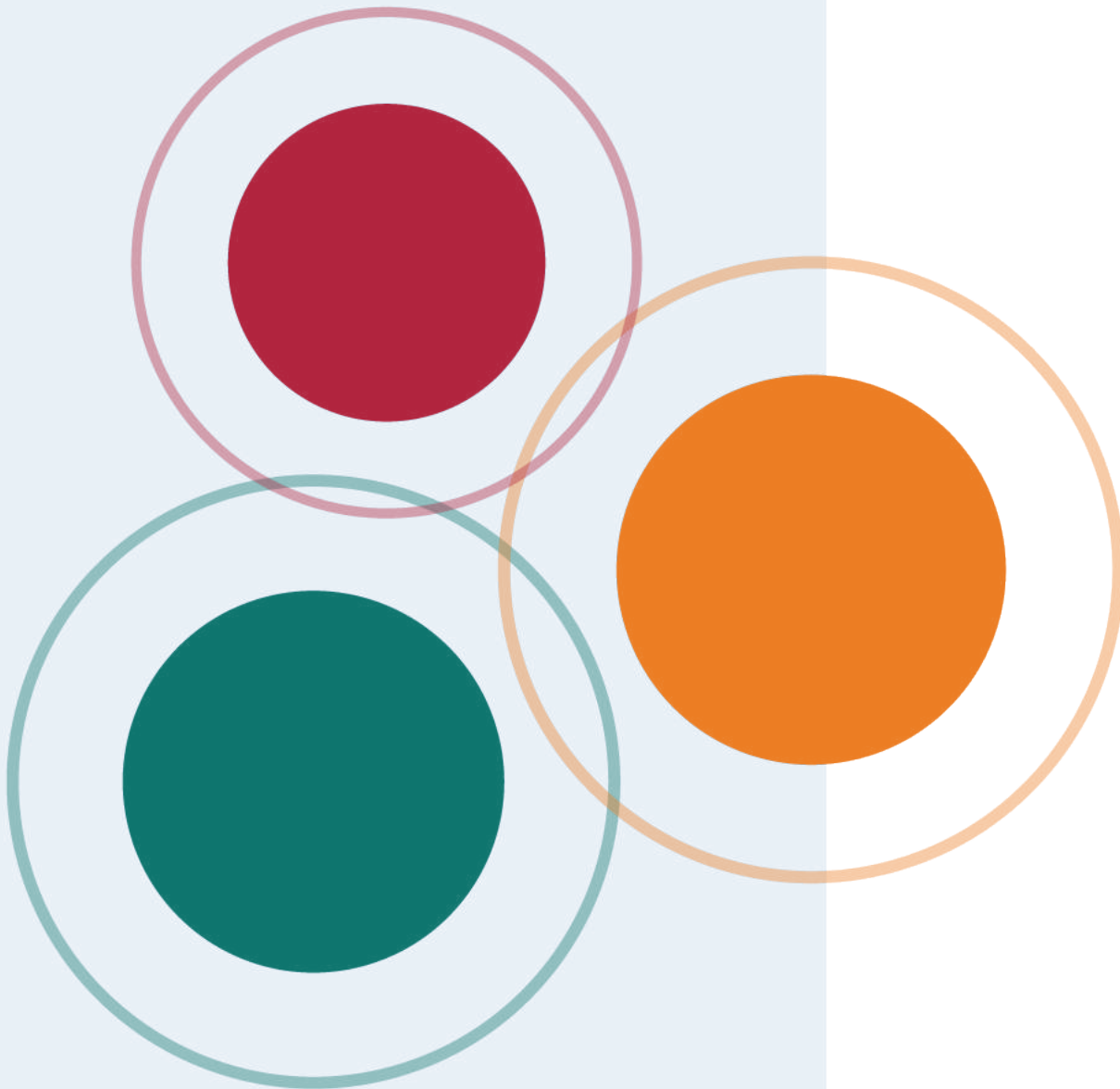




Breakfast Table Topics

Connect and engage in casual conversations over breakfast with colleagues from other communities. Here are some table topics to start your discussion:

1. What song lifts your spirits?
2. What was your favorite book, as a child, and why?
3. What is the best advice you have ever received?
4. Fast forward 10 years from now, what would matter the most?
5. Is there something you wish you would have started doing earlier in life? If so, what, and why?
6. What would you say is one of your biggest pet peeves?
7. What is your leadership superpower?



Community Builder: Turn and Talk

Leadership Matters

Leadership styles are not mutually exclusive, and effective leaders often exhibit a combination of styles depending on the situation and the needs of the community systems change effort.

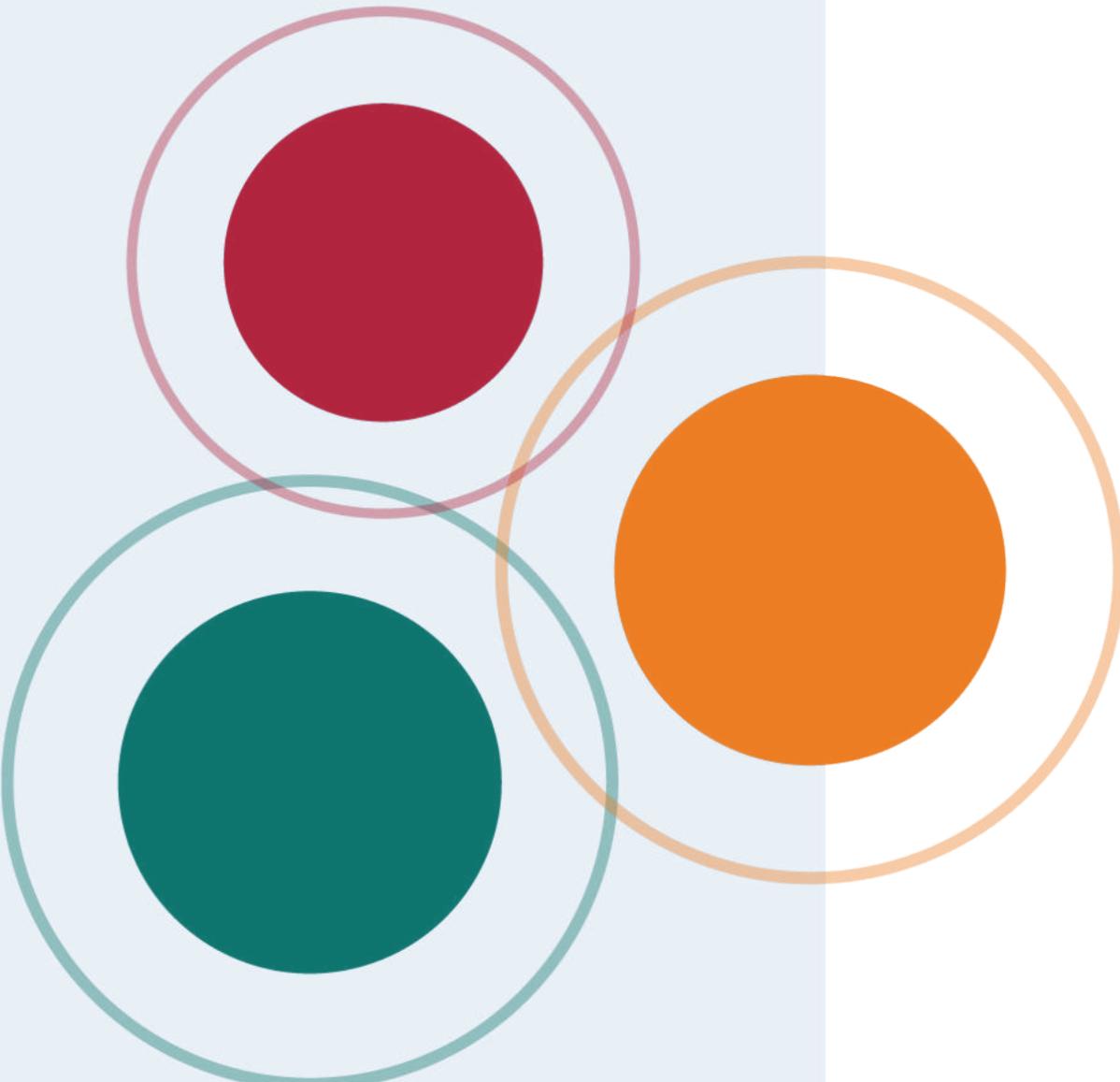
Adaptability and context-awareness are key for leaders to leverage the appropriate style at the right time.



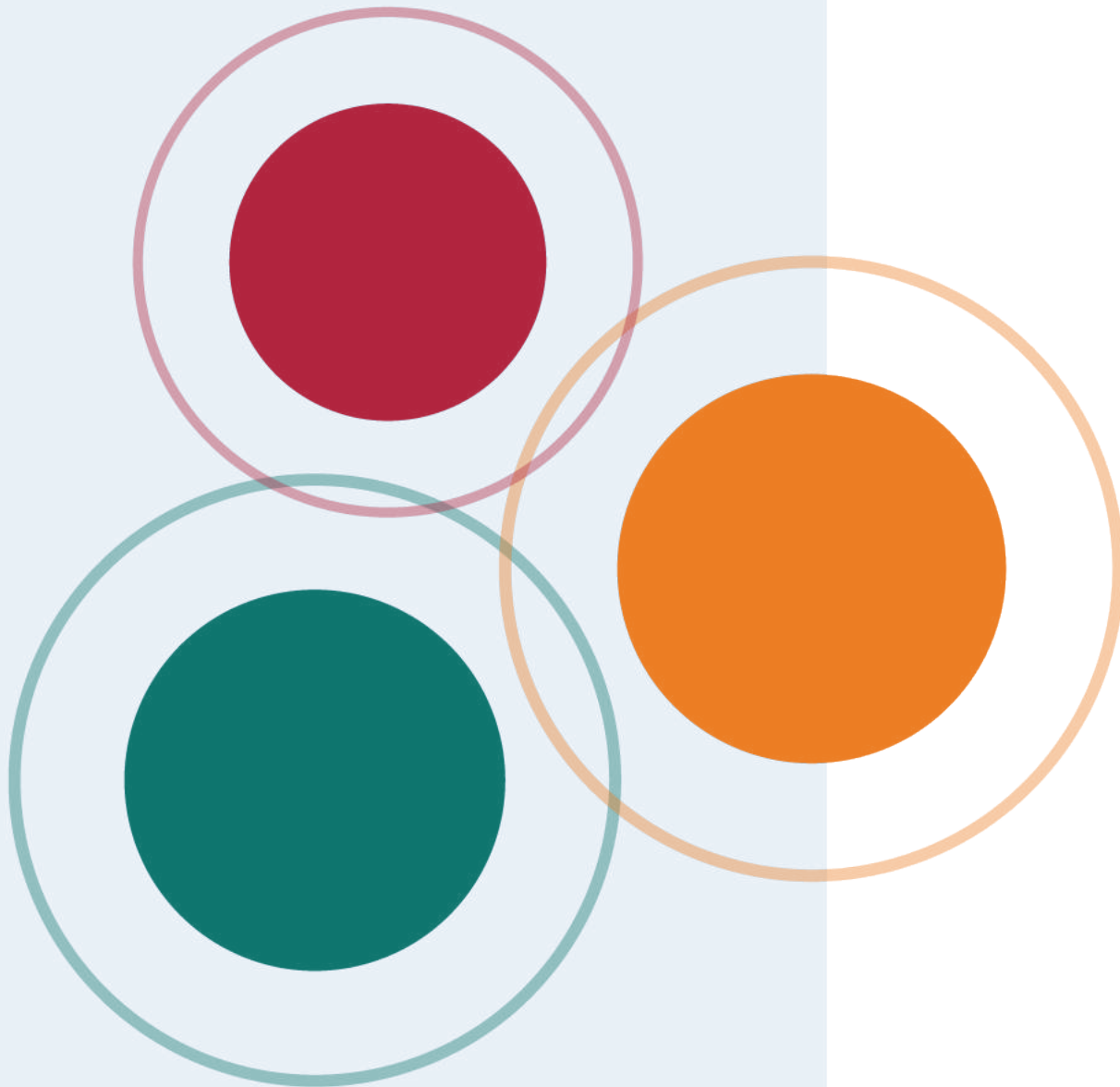
Turn and Talk

Consider the different leadership styles on the handout. Turn and talk to your neighbor and discuss the following question.

Which leadership style(s) do you primarily gravitate towards in your work?



**Team Connection and
Collaboration Session #1:
Finance and Sustainability:
What Keeps You Up at Night?**



Strategic Financing

Strategic Financing to Build, Scale, and Sustain Success Planning Initiatives

Elizabeth Gaines, Founder and Chief Executive Officer

July 20, 2023





VISION

We envision a nation where all children and youth thrive because all communities maintain equitable, coordinated, and sustainable funding for comprehensive programs and services.

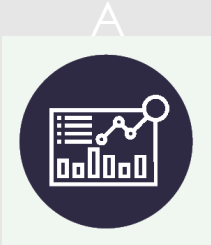


MISSION

Children's Funding Project helps communities and states expand equitable opportunities for children and youth through strategic public financing.



Our Core Strategies



Delivering Services

Deliver services, resources, and tools to state and community leaders



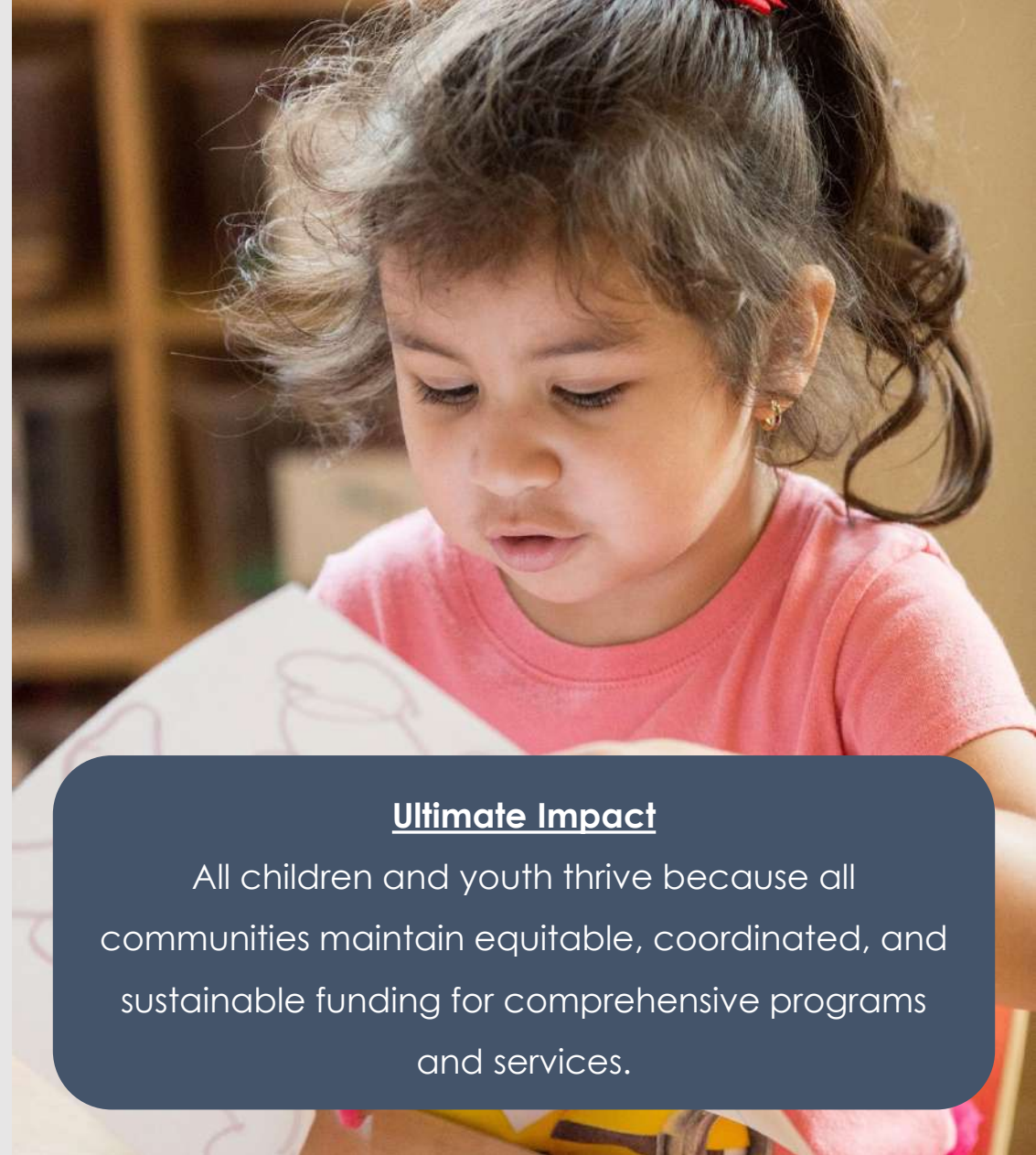
Strategic Coaching and Capacity Building

Coach state and community leaders to develop their own skills



Movement Building

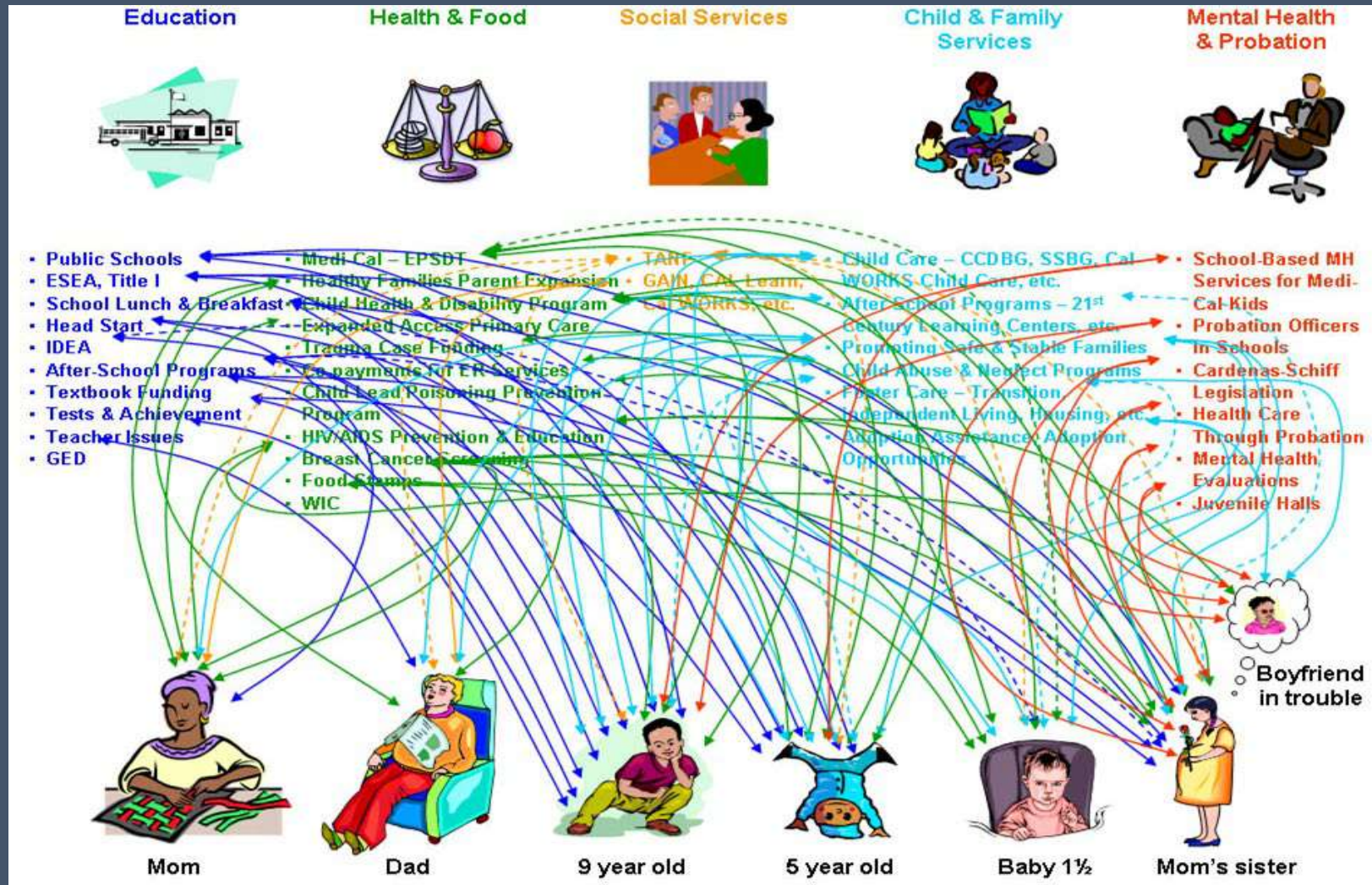
Build a movement among state and community leaders and advocates



Ultimate Impact

All children and youth thrive because all communities maintain equitable, coordinated, and sustainable funding for comprehensive programs and services.

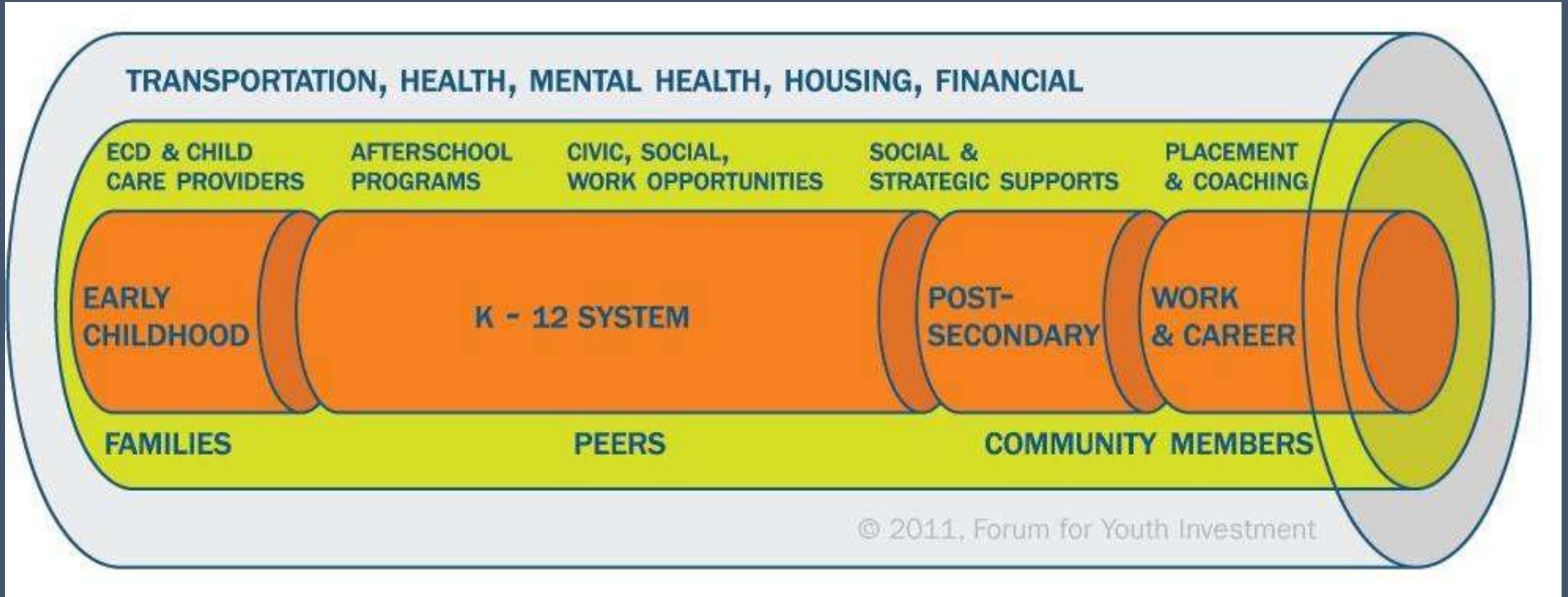
How Do Families with Children Access Public Programs and Services?



If we know the developmental outcomes we want for *all* children and youth...



Who Pays for Cradle-to-Career Supports?



What exactly do we need to pay for?

Service and Program Category
Enrichment services
Family and community services
Education services
Social infrastructure strengthening
Physical, mental, and behavioral health services
Housing services
Juvenile justice services

Out of school time programs
 Recreational activities
 Mentoring
 Service learning and volunteering
 Arts and cultural programs
 Leadership development
 Library services
 Community development
 Family strengthening and family resource centers
 Financial assistance
 Home visiting
 Child abuse and neglect prevention
 Foster care services
 Kinship care services
 Adoption services
 Independent living supports
 Case management and care coordination
 Youth workforce development
 Apprenticeships and internships
 Work study
 Summer jobs
 ECE slots
 ECE quality
 ECE workforce development
 Early learning literacy
 Pre-K
 K-12
 Higher education
 Tutoring

GED and re-engagement services
 Truancy prevention
 College access and success programs
 Special education
 Provider recruitment and professional development
 Provider outreach, training, evaluation, and technical assistance
 Community engagement
 Equity investments
 Data and technology systems
 Intermediary infrastructure
 Sector stabilization (COVID relief)
 Strategic finance planning
 Prenatal health services
 Early childhood intervention services
 Behavioral health services
 In-patient medical care
 Emergency medical care
 General health care
 School-based health services
 Nutrition support
 Family planning and sexual health
 Substance use and abuse prevention
 Residential treatment
 Health insurance
 Pediatric centers
 Homeless youth services
 Housing
 Street outreach service
 Community based juvenile justice services
 Violence prevention
 Legal support
 Detention



What Is Strategic Public Financing?

Strategic public financing picks up where strategic plans often leave off by

A

Putting a price tag on goals and policy priorities

B

Identifying ways to cover the cost

Children's Funding Project is a nonprofit social impact organization that helps communities and states expand equitable opportunities for children and youth through strategic public financing. childrensfundingproject.org

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From Questions...

1. Current Funding

How much funding supports our goals right now?

2. Needed Funding

How much will it cost to fund our goals in full?

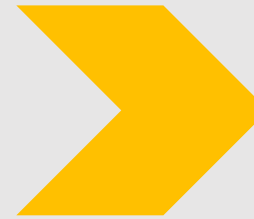
3. New Funding

How do we fill the gap between current funding and fully funding our goals?

To Opportunities!



Fiscal mapping



**Cost modeling
and estimation**



**Sourcing additional
funding**

July 2023

Next 2 months

Understanding the status of federal relief funds

What's left?

Next 12 months

Fiscal mapping & cost estimation –

How much \$ are we spending? How much \$ do we need?

1 – 2 years

Pursuing and securing additional sources funding

Where can we find \$ to fill the gap?

What is the status of ARPA funding in your community?

Children's Funding Project's ARPA Database



Flexible Funding for Children and Youth in the American Rescue Plan

Home Page and Menu

This tool offers a comprehensive picture of American Rescue Plan funding for children and youth across states, tribal areas, counties, cities, towns, school districts, and nonprofit institutions.

On the subsequent pages, you will find allocation data and a growing list of examples of ways localities are using their funds creatively to benefit children. **Click the buttons on the right to navigate directly to the information you need.**

Examples of Child-Centered American Rescue Plan Spending and Uses

Funding Overview for States and Territories

Funding Overview for Tribes

Tribal Fiscal Recovery Funds

Local Fiscal Recovery Funds

Elementary and Secondary School Emergency Relief Fund (ESSER III)

Higher Education Emergency Relief Fund (HEERF III)

Comprehensive Funding Overview (Full List of Tracked Allocations)



What Is a “Fiscal Map?”

- An analysis of the funding streams that support child and youth services
- Can include public (federal, state, local) and private (philanthropy) dollars
- A fiscal map answers the question **WHO** invests **HOW MUCH** and in **WHAT?**

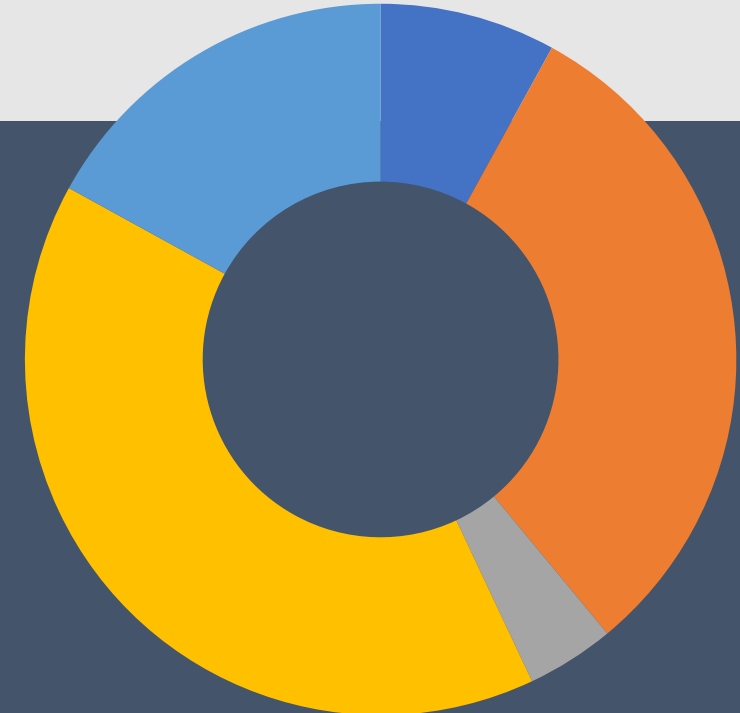
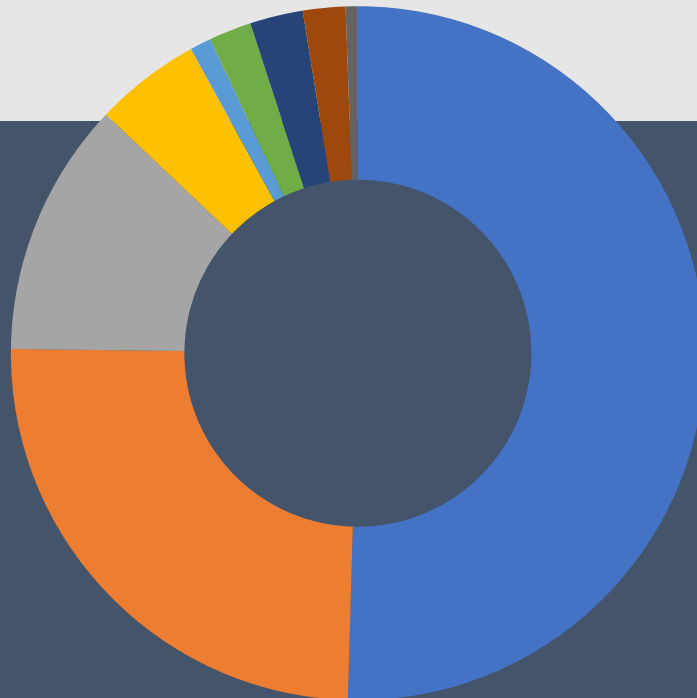
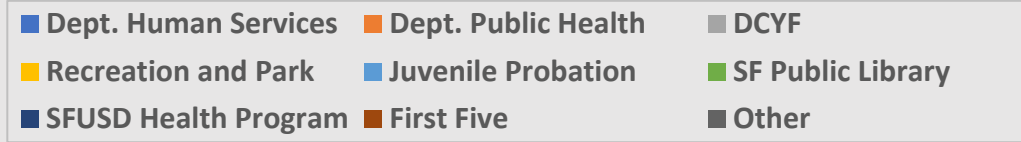
Children’s Funding Project is a nonprofit social impact organization that helps communities and states expand equitable opportunities for children and youth through strategic public financing. childrensfundingproject.org

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Traditional Department-Centered View of the Budget

vs.

Creating a Child-Centered View of the Budget



Why Create a Fiscal Map?

Understand
current
investments

Align
resources
with goals

Coordinate
supports and
services

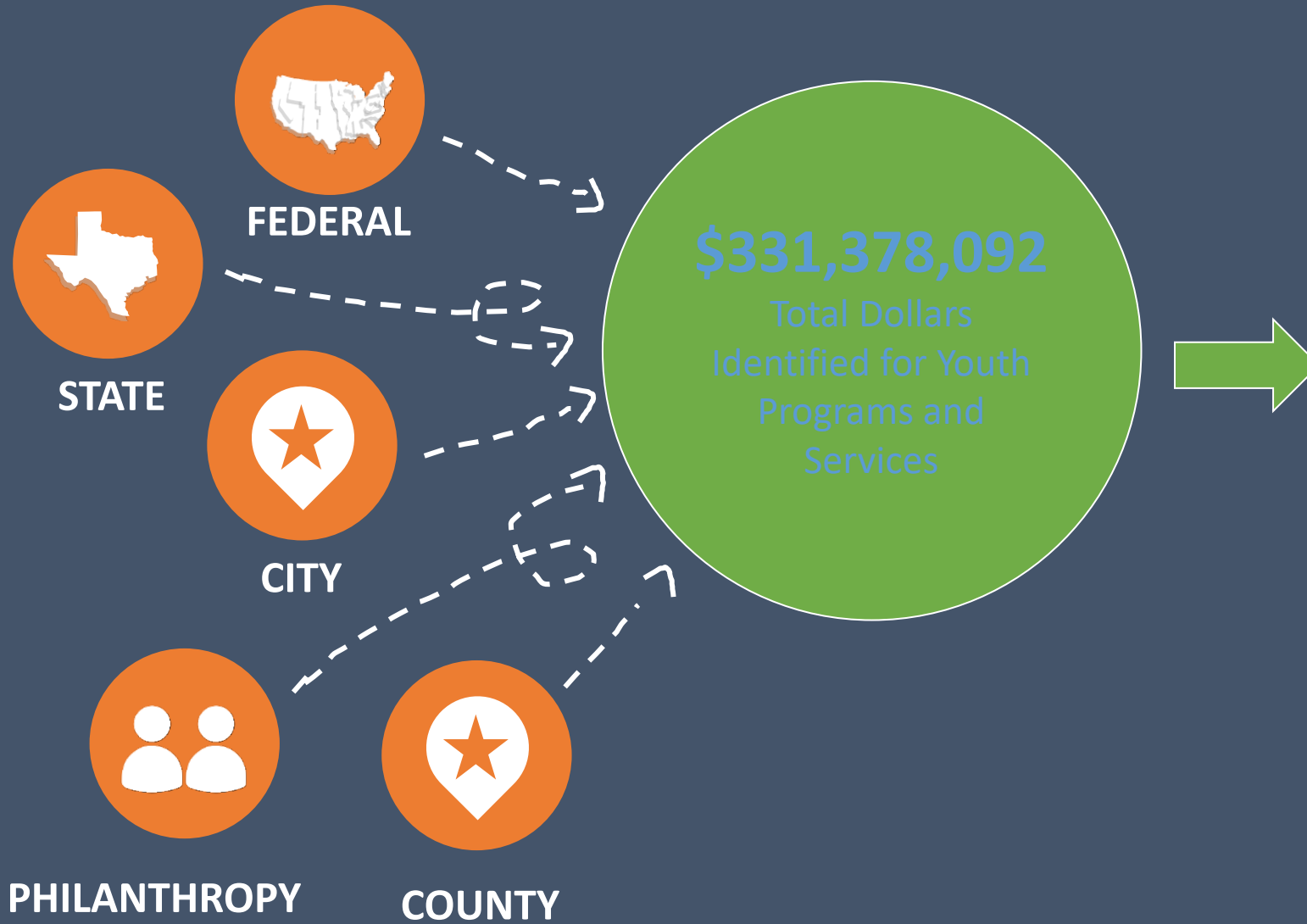
Maximize
funding
opportunities

Identify new
areas for
attention and
innovation

NEW EMERGENT REASONS:

- Determine baseline funding pre-COVID-19
- As we recover, deploy funds more equitably

WHO Invested *HOW MUCH* and in *WHAT*?



Programs and Services for Children and Youth in San Antonio and Bexar County

- apprenticeships
- academic supports
- college access services
- community based juvenile justice services
- cultural education
- dual generation
- early childhood
- Employment
- financial education
- foster supports
- gang prevention/ violence prevention
- health education
- health services
- health and wellness
- homeless youth services
- leadership development
- legal support
- mental/behavioral health
- mentoring
- provider outreach training and assistance
- recreational activities
- sexual health education or services
- sports
- street outreach services
- substance abuse
- STEM/technology

City of Poughkeepsie Fiscal Map

Poughkeepsie Children's Cabinet Fiscal Map - FY19

Investment in Children and Youth (0-19)

\$61M

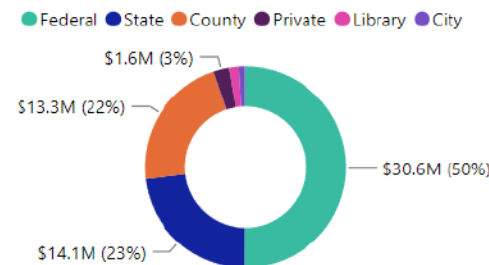
The Poughkeepsie Children's Cabinet Fiscal Map is a comprehensive analysis of public and philanthropic investments in youth and children in Poughkeepsie. It is designed to be a resource for city leaders and youth services stakeholders seeking to visualize funding streams and align spending with priorities. In addition, nonprofits, residents, and community groups are encouraged to use the resource to better understand investments in youth and children. Through a data-driven process, the Poughkeepsie Children's Cabinet in partnership with the national nonprofit Children's Funding Project, worked with public agencies, philanthropic donors, and nonprofits to obtain fiscal data related to youth, children and relevant family services. Fiscal data was organized into different categories to provide a more detailed analysis. For more information, please see the Appendix (Page 4). *This project was made possible through the generous support of the Poughkeepsie Alliance.*

How to Use: To take full advantage of the fiscal map's data visualization software, move your cursor and click on the segments of the data visualization elements (i.e. chart, pie, table) to view the specific information for that segment. Right-clicking over different elements and segments will provide additional data visualization options.

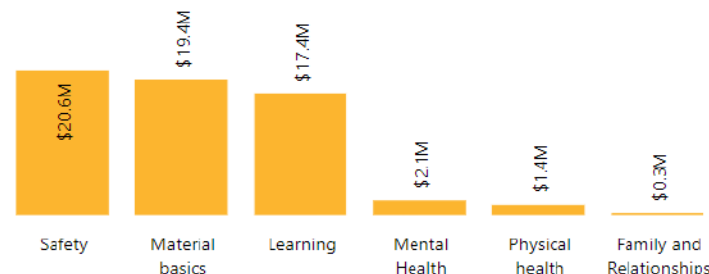
Funding Stream Name	Description	Amount	Granting Agency
Supplemental Nutrition Assistance Program (SNAP)	SNAP provides nutrition benefits to supplement the food budget of needy families so they can purchase healthy food and move towards self-sufficiency.	\$8,287,980	US Department of Agriculture
TANF Cash Assistance to Families	TANF stands for Temporary Assistance for Needy Families. The TANF program, which is time limited, assists families with children when the parents or other responsible relatives cannot provide for the family's basic needs.	\$6,399,746	US Department of Health and Human Services
Foster Care - County Funding	This unit provides services to children placed in care through voluntary surrender by parents, court order by Family Court, or removal of a child from his or her home due to abuse or neglect. Services provided include foster care, institutional care, adoption, non-secure detention, adoption subsidies and preventive care. This also includes Committee on Special Education school placements.	\$5,560,332	Dutchess County Department of Community and Family Services
Foster Care - Child Care	This unit provides services to children placed in care through voluntary	\$2,370,362	Office of Children



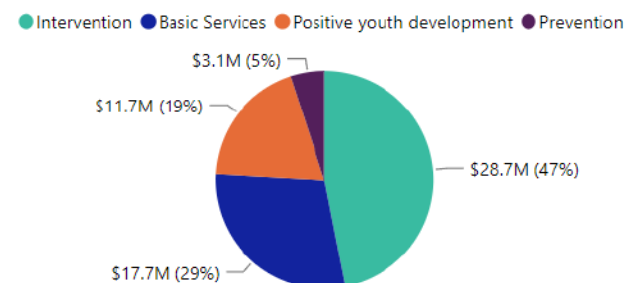
Source



Outcome Domains



Level of Intervention



[Link here](#)

State Child & Youth FM Cohort

1

WHAT?

15 state-level fiscal maps in public investments in ages 0-24

New states being added in 2024!

2

WHO?

State leads that are invested in continuing the process of fiscal mapping after this pilot year

3

WHY?

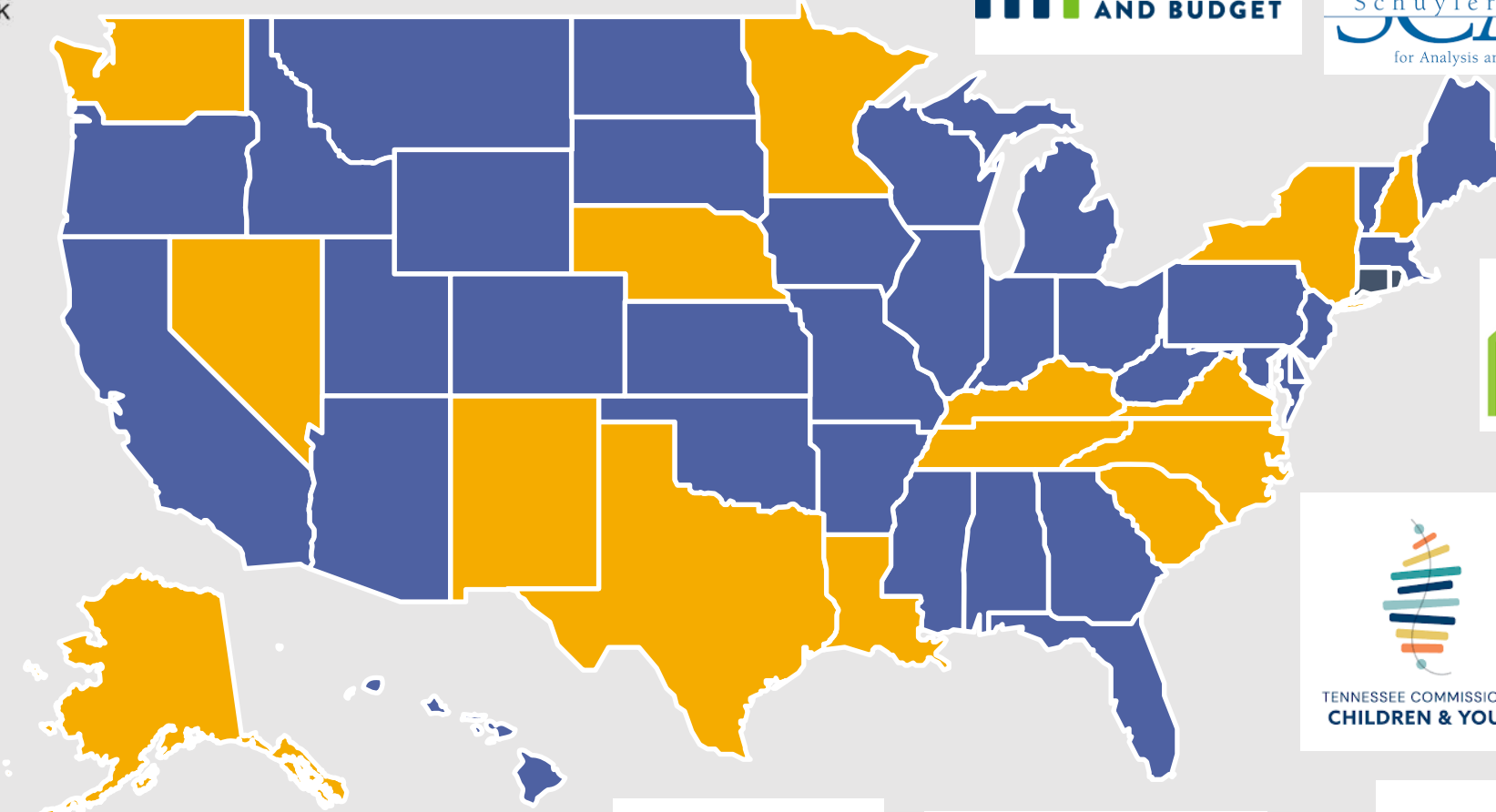
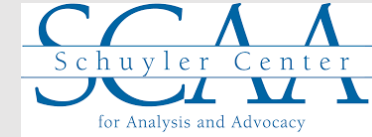
Build standardized state analyses that feed into a national database of fiscal maps to support additional state/local strategic public financing

4

WHEN?

Final reports and federal analysis will be released August 2023

First cohort of state cradle to career fiscal maps (in yellow)



Federal Funding Catalog

CHILDREN'FUNDING PROJECT

Federal Funding Streams for Children and Youth Services

HOW TO USE THIS TOOL

HOW TO DOWNLOAD DATA

CLEAR FILTERS

OPEN ACTIVE FILTERS

TRIBAL NATIONS

Select a funding stream below to learn more about that funding stream.

Funding Stream Name

All

Outcome Category

All

Service and Program Category

All

Specific Eligible Services and Programs

All

Age Ranges

All

Level of Intervention

All

Typical Local Recipients

All

Designated COVID Relief Funding

All

There are 286 funding streams that match your current filters:

Funding Stream Name	Funding Program Description	FY 22 Federal Funding	FY Fui
21st Century Conservation Service Corps	Through this program, work and training opportunities are provided to young people and veterans in order to develop the next generation of lifelong conservation stewards and protect, restore, and enhance America's great outdoors.	\$47,000	
Academic Exchange Program - Educational Advising and Student Services	As authorized by the Fulbright-Hays Act, the Bureau of Educational and Cultural Affairs (ECA) seeks to increase mutual understanding between the people of the United States and the people of other countries by means of educational and cultural exchange programs, including the exchange of scholars, researchers, professionals, students, and educators.	\$9,848,717	
Access and Visitation (AV)	Funding from Access and Visitation enables states to create programs that support and facilitate access and visitation by noncustodial parents with their children.	\$8,522,779	
Administrative Cost Grants for Indian Schools	These are grants to tribes and tribal organizations operating schools for the purpose of paying administrative and indirect costs.	\$21,907,536	

Select a funding stream above to activate this button for more information

From Questions...

To Opportunities!

1. Current Funding

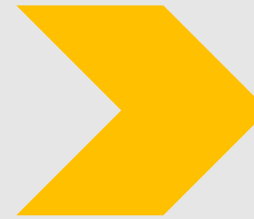
How much funding supports our goals right now?



Fiscal mapping

2. Needed Funding

How much will it cost to fund our goals in full?



Cost modeling and estimation

3. New Funding

How do we fill the gap between current funding and fully funding our goals?



Sourcing additional funding

What Is a Cost Model?

A cost model is an approach to measuring the *true cost* of implementing and maintaining a service or program.

1

Aims to Understand

- Costs of providing a **service or program** (per child, per classroom, or total)
- How changes in quality **variables** impact overall costs
- How geography or program size impacts overall costs

2

Useful for

- Determining true cost of care against market cost
- Setting appropriate rates
- **Improving staff wages & benefits**
- Making a case for more funding

3

Structural Cost Drivers

- Programmatic requirements and licensing standards
- Ratios/group size or caseload
- Geography
- Minimum wage requirements

4

Operational Cost Drivers

- Wages and benefits
- Rent/utilities
- Food, supplies, and other nonpersonnel costs
- Professional development
- Quality add-on components

Challenges Related to Determining Cost Model Priorities

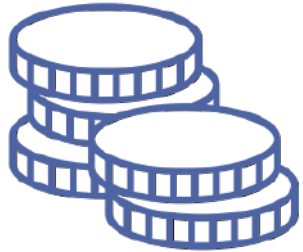


Fear of the “Big Number”:















- ✓ Can be used for informational purposes initially
- ✓ Does not need to be published or publicly shared
- ✓ Provides a goal to work towards and allows for informed phased-in implementation
- ✓ Ex. Delaware: goal of universal child care; analyzing phase-in options (300% - 400% FPL)

Concern about prioritizing one issue at expense of others:



- ✓ Creating a cost model for 1 or 2 priorities does not negate other priorities; opportunity to create a tangible process to accomplish a priority while still working on others
- ✓ Not every priority needs a cost model so important to identify multiple priorities
- ✓ Best for priorities that benefit from exploring different scenarios with variations in the factors that impact the costs (not needed for a static point in time cost analysis)
- ✓ Ex. Wisconsin: Infant Toddler Project had 9 priorities; cost modeled 2

FUNDING SOURCES CURRENTLY SUPPORTING THE EARLY CHILDHOOD EDUCATION SYSTEM

	Early Head Start Child care for very low-income families
	Head Start Child care for very low-income families
	NC Pre-K Child care for low-income families
	Child Care Dev. Fund Block Grant Supports quality improvements, TEACH scholarships, Infant Toddler salary supplements
	Local public schools (Title I funds) Supports kindergarten readiness strategies in public schools for low-income families
	Child and Adult Care Food Program (CACFP) Provides facility reimbursement for food costs
	State child care subsidies Partially subsidizes child care for working families (vouchers)
	Developmental day licensed programs Provides child care for children with special needs
	Smart Start Child care subsidies, wage supplements, and grants to child care programs
	County funds Grants for system and child care operational supports
	Gifts & grants from private foundations, corporations, & other donors
	Out-of-pocket tuition

CHILDREN AGES 0-2

5,686

THE GAP
Unserved children ages 0-5 who are likely to enroll* in quality child care if given access

*likely saturation rate for children:
ages 0-3 = 64%;
ages 4-5 = 70%

1,146

CHILDREN IN UNLICENSED CARE
Children in 4-hour per day unlicensed child care (paid for out-of-pocket)

4,228

CHILDREN IN LICENSED CHILD CARE
0-5-year-olds currently enrolled in licensed child care, funded by a variety of federal, state and private dollars (see list at left)

CHILDREN AGES 3-5

3,908

1,778

812

334

1,509

2,719

Filling the Gap

What it would take for the Asheville-Buncombe Preschool Planning Collaborative to fill the high quality early care and education gap with local funds.

What would it cost to fill the gap?
(i.e. to put 5,686 0-5-year-olds in licensed, quality child care)

#	NUMBER OF CHILDREN	x	\$	COST PER CHILD
5,686	unserved, eligible, likely to enroll 0-5-year-olds		\$12,000	for 0-2
			\$10,774	for 3-5

\$46.9 MILLION total slot cost for ages 0-2
+ \$19.2 MILLION total slot cost for ages 3-5

= \$66,052,172 total slot funding needed
+ \$25,000/NEW CLASSROOM estimated per classroom start-up cost



CHILDREN'S
FUNDING PROJECT

created for the Asheville-Buncombe Preschool Planning Collaborative in February, 2019 www.abppc.org

Using the Wallace Foundation's Cost Calculator in Wayne County

Use the Out-of-School Time Cost Calculator

This online calculator works like a student loan or mortgage calculator. It lets you determine the costs of a variety of options for high-quality afterschool programs and the summer portions of year-round programs. The calculator's cost estimates, which come from [the most detailed study to date](#) on the costs of high-quality programs, were updated in 2021 to reflect both the change in the general cost of living nationally and changes in the relative cost of living across cities.

Wallace Cost Calculator

How this tool works

1 Program Goals 2 Implementation 3 Size & Staffing 4 Results

About You

1. What is your role?

select...

Age of Participants

2. What level of children will you serve?

☐ Only Elementary
☐ Elementary and Middle
☐ Elementary, Middle, High
☐ Only Middle
☐ Middle & High
☐ Only High

Time of Program

3. Do you want to budget for:

☐ A school year program
☒ The summer portion of a year round program

Why is there no year-round option?

Program Focus

4. What will be the program focus?

☐ Academic
☐ Non-academic
☐ Multiple
☐ I don't know yet

Reminder: all questions are required. You cannot proceed to the next step before you complete the current page.

NEXT >>

Slots per program	15					
Provider	Community Based Organization					
Youth:staff	11:1 – 15:1					
	Original Skillman #s	Add elementary school ¹	Expand to 15 ² hours/week		Estimate for Summer program	School year + summer programming
Location	In a school	In a school	In a school	In a school	In the community	Combined
Timing	School year	School year	School year	School year	Summer program	Combined
Age	Middle & high	Elementary, middle, & high	Elementary, middle, & high	Elementary, middle, & high	Elementary, middle, & high	Elementary, middle, & high
Hours/week	1	1	15	15	20	
Weeks/year	40	40	40	36 ³	8	FULL YEAR combined
HOURLY SLOT COST	\$6.63	\$4.57	\$4.57	\$4.57	\$3.66	
ANNUAL SLOT COST (hourly x hours/week x weeks/year)	\$265.20	\$182.73	\$2,742	\$2467.80	\$585.60	
COST OF 30,371 ⁴ SLOTS	\$8.05 million	\$5.5 million	\$83.28 million	\$74.95 million	\$ 17.79 million	\$92.75 million

● Projected funding needed to expand opportunity

Number of children and youth who
need services:

$$21,035 + 9,336$$

Estimated per child/youth cost of a
year-round program:

$$\text{\$3,053.40}$$

$$\begin{array}{r} 30,371 \text{ kids} \\ \times \text{\$3,053.40 per kid} \\ \hline = \text{\$92,734,811.40} \end{array}$$

- 121,032 children are enrolled in grades 1-8 in Wayne County's 33 school districts. 31.6% of these children are below the federal poverty level. We assume 55% likely total enrollment.
 - $121,032 \times 0.316 \times 0.55 = 21,035$
- 69,056 youth are enrolled in grades 9-12. 33.8% of these youth are in poverty. We assume 40% likely total enrollment.
 - $69,056 \times 0.338 \times 0.40 = 9,336$

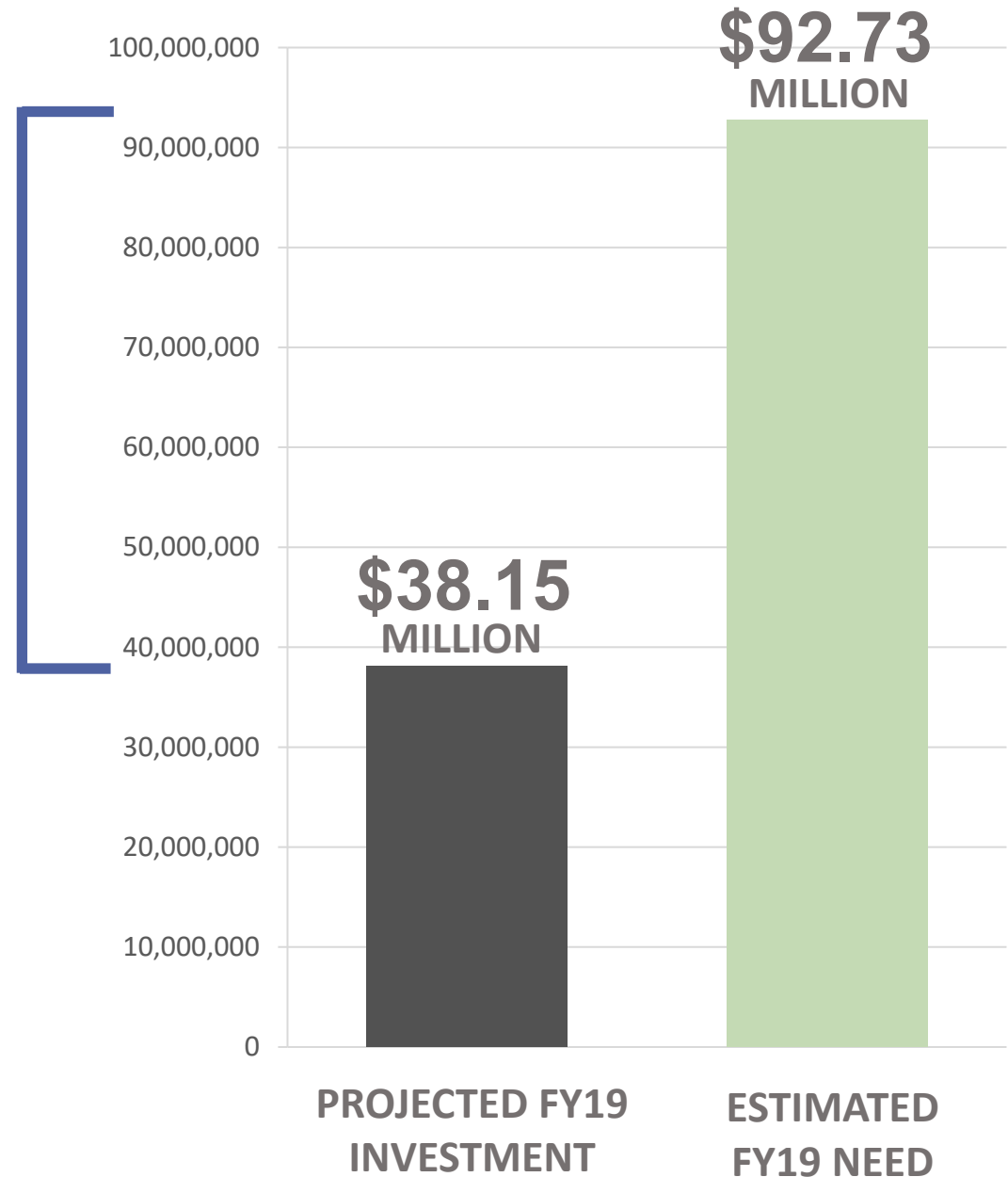
Using the Wallace Out-of-School time cost calculator we estimated that an after school and expanded learning program for grades 1-12 in the Detroit area would cost:

- \$2,467.80 for a 15 slot, 36 week, 15 hour per week school-year program
- \$585.60 for a 20 slot, 8 week, 20 hour per week summer program

How do we fill the gap?

\$54.6 million

dollars required to fill
the gap between the
current investment
and projected need for
after school and
expanded learning
funding.



Success Planning Cost Estimate Tool

PERSONALIZED STUDENT SUCCESS PLANNING: COST ESTIMATE TOOL					
<p><i>Welcome to the interactive tool for developing costing estimates for personalized student success planning programs.</i></p> <p><i>Please select the relevant options from the drop down menu (cells highlighted in blue). Enter your desired values in the cells highlighted in green.</i></p> <p><i>Estimated total costs for each component are shown in yellow.</i></p> <p><i>Kindly do not make any amendments to the other cells. Further instructions are provided under each subsection.</i></p>					
Total Estimated Cost				\$	680,832
Total Number of Students			Cost Per Student		#DIV/o!
Cost Component 1: Navigators			Estimated Cost	\$	180,782
<p><i>1. In certain instances the Avg. Salary column (Column E) will return a value of \$. This means that the reporting standards were not met for that particular state and hence it was not possible to devise a cost estimate.</i></p> <p><i>2. Additional rows have been provided to insert further costs associated with this cost component. Please provide a description in column B and insert the numerical value in Column G.</i></p>					
Personnel Costs					
State	Qualification + Experience	State + Qualification + Experience	Avg. Salary	No. of Navigators	Total Cost
Ohio	Bachelor's + 2 or fewer years	Ohio Bachelor's + 2 or fewer years	\$ 44,200	2	\$ 88,400
Ohio	Master's + 5 or fewer years	Ohio Master's + 5 or fewer years	\$ 45,220	2	\$ 90,440
Massachusetts	Master's + 5 or fewer years	Massachusetts Master's + 5 or fewer years	\$ 58,250		\$ -
Massachusetts	Bachelor's + 3 to 5 years	Massachusetts Bachelor's + 3 to 5 years	\$ 50,340		\$ -
Massachusetts	Master's + Over 20 years	Massachusetts Master's + Over 20 years	\$ 82,530		\$ -

<https://docs.google.com/spreadsheets/d/16EHu2ElojW8OEBJx3a3QJ0omF7-lxRIx/edit#gid=803763859>



Cost Modeling 101 Modules

- 1.0 Introduction and Overview of Cost Modeling
- 2.0 Children's Funding Project's Approach to Cost Modeling
- 3.0 Prioritizing Equity in Cost Modeling
- 4.0 Choosing a Cost Model
- 5.0 Defining the Parameters of Your Cost Model
- 6.0 Identifying Key Assumptions that Inform Your Cost Model
- 7.0 Building Your Cost Model
- 8.0 Maintaining and Sustaining Your Cost Model
- 9.0 Building Capacity for Cost Modeling in Your Community
- 10.0 Creating a Crosswalk between Your Cost Model and Other Strategic Public Finance Initiatives in Your Community

Designed to support participants with all backgrounds to learn to cost model

Synchronous/asynchronous delivery formats

Every module will include equity checks, reflection/discussion questions, guided decision points and integrated video clips

From Questions...

To Opportunities!

1. Current Funding

How much funding supports our goals right now?



Fiscal mapping

2. Needed Funding

How much will it cost to fund our goals in full?



**Cost modeling
and estimation**

3. New Funding

How do we fill the gap between current funding and fully funding our goals?



**Sourcing additional
funding**

Sources of Additional Funding

Filling the gaps in funding for children and youth will require us to think beyond our current sources of funding.

What are your typical sources of funding for kids?

Federal grants	State budget allocations	City or County budget allocations
National foundations	Local foundations	Local United Way
Corporate giving	Individual donors	Fee-based services

What other sources of funding have been leveraged for kids?

Dedicated public funding	Community benefit agreements/obligations	Community Reinvestment Act Agreements
In-kind facilities usage	Opioid/tobacco legal settlements	Medicaid Reimbursement
Payments in lieu of taxes	Pay for Success	Bonds

[READ: Innovative Financing to Expand Services So Children Can Thrive](#)

Community Benefit Obligations from Non-profit Hospitals

Non-profit hospitals are mandated by federal tax code to invest in the health of their communities. They must conduct a Community Health Needs Assessment every three years, create a community benefits plan to address those needs, and report to the IRS whether and how they engaged community voices in creating the plan.

In 2017, North Shore Medical Center provided a \$350,000 grant to Salem, MA through its community benefits program to support the implementation of the City Connects program in all pk-8 schools.

Staff hired by City Connects and the school department assess each student's needs in four areas: academics, social-emotional, health and family—and work with community agencies to meet these needs.



In-Kind Facilities Usage

Governments can support child-serving providers by offering public facilities for youth services free of charge or at a discounted rate.

Topic

Topic

Nashville Afterschool Zone Alliance (NAZA):

Metro Nashville Public Schools matched \$400,000 of city funding with in-kind facilities usage, transportation and staff support to help the Nashville Afterschool Zone Alliance (NAZA) open a new 'zone' in 2010.



Community Reinvestment Act (CRA) Agreements

Agreements between community organizations or governing bodies and financial institutions that pledge a multi-year program of lending, investments, and/or services from the banks.

Farmers and Merchants Trust Company of Chambersburg, PA

F&M Trust provided a \$1.2 million loan to a community-based organization serving LMI individuals.

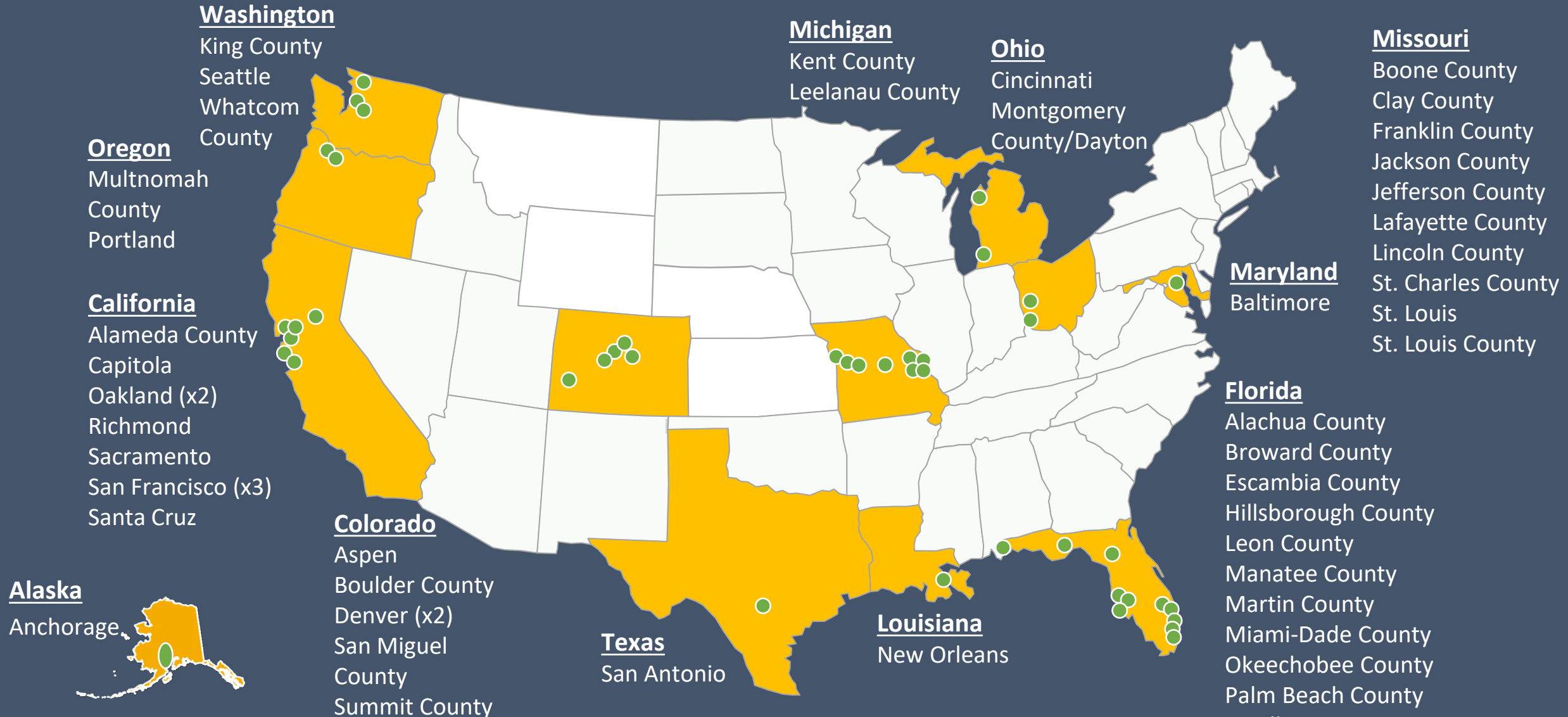
The loan was used to refinance a child care center offering early childhood and before and after school programs.



Total amount raised annually:
\$1.57 billion

A portion of a specific source of city, county, or school district tax revenue that is levied and dedicated for a purpose related to children and youth (outside of k-12 education or child welfare).

Voter-Approved Children's Funds 2023



Children's Funding Institute 2023

What Annual, three-day bootcamp where communities interested in pursuing local dedicated funding for kids can get the tools and expertise they need to succeed. We invite you to join us for three days of panels, presentations, and “office hours” with experts

Who Communities actively planning for 2024 ballot measures to establish Voter-Approved Children's Funds

Where San Antonio, Texas

When October 3 - 5

Feedback from Last Year's Children's Funding Institute

27
14

Registered communities
States represented

My third time attending
and I'm continually
inspired by the work!

So much information!
I feel like I just graduated a
certification program in 3
days!

Good content...very well
planned and run...excellent
people presented and
attended

What funding sources have supported your success planning work?

● **July 2023**

● **Next 3 – 6 months**
Understanding the status of federal relief funds
What's left?

● **Next 12 months**
Fiscal mapping & cost estimation –
How much \$ are we spending? How much \$ do we need?

● **1 – 3 years**
Pursuing and securing additional sources of funding
Where can we find \$ to fill the gap?

What's the plan?

We've been helping communities lay out a roadmap for the next few years to:

1. support equitable recovery
2. increase opportunities for children and youth,
3. assure stability and sustainability, and
4. avoid...



What Does “Readiness” Look Like?

- Local lead with capacity to start and sustain work
- Clear set of goals, priorities, etc. Community can confidently answer the question, “What do we want to pay for?”
- Strong relationships between local lead and wide array of stakeholders. Shared buy-in on goals and priorities.
- Past or current efforts to engage in any of the three strategic public financing components (fiscal map, cost modeling and estimation, sources of new money research).



Contact Information

Contact Us

Elizabeth Gaines

Elizabeth@Childrensfundingproject.org

About Us

Children's Funding Project is a nonprofit social impact organization that helps communities and states expand equitable opportunities for children and youth through strategic public financing.

Get In Touch with Us



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Suite 800
Washington, D.C., 20037



(202) 331-4450



childrensfundingproject.org



@FundOurKids



linkedin.com/company/childrens-funding-project/

Stretch Break





Effective Resource Alignment & Strategies to Ensure All Means All

An abstract graphic on the left side of the slide consisting of a cluster of overlapping circles in various colors: light blue, dark blue, red, yellow, pink, and white. The circles are of different sizes and are arranged in a way that they overlap each other, creating a sense of depth and movement.

Effective Resource Alignment & Strategies to Ensure All Means All

Summer 2023





Session Outcomes

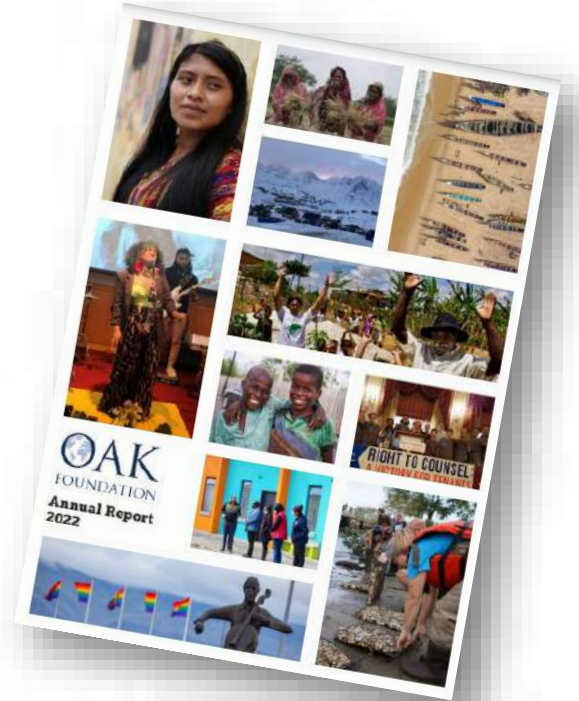
Explore the **role of philanthropy** in Success Planning

Understand the prevalence and needs of **students with learning differences** in our work

Consider ways to ensure these and *all* students are **reflected in Success Planning** (and fundraising!)

o-l

With offices in Europe, India, and North America,
our grant-making spans approximately 40
countries worldwide.



Learning Differences Program

“Together we can build a world in which schools unlock the creativity and power of every young person and equip them to shape more just and equitable communities.”



LDP Strategy

For Oak Foundation, the learning differences population includes students who have **specific learning disabilities** and/or **neurological processing challenges** that impact learning.

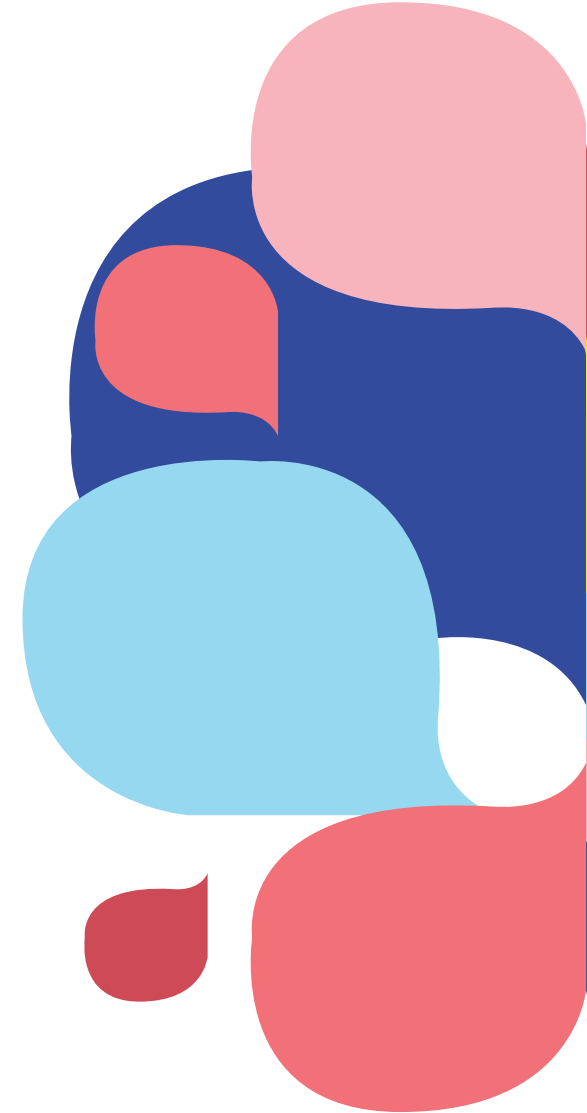


Introduction



slido.com
229 9547

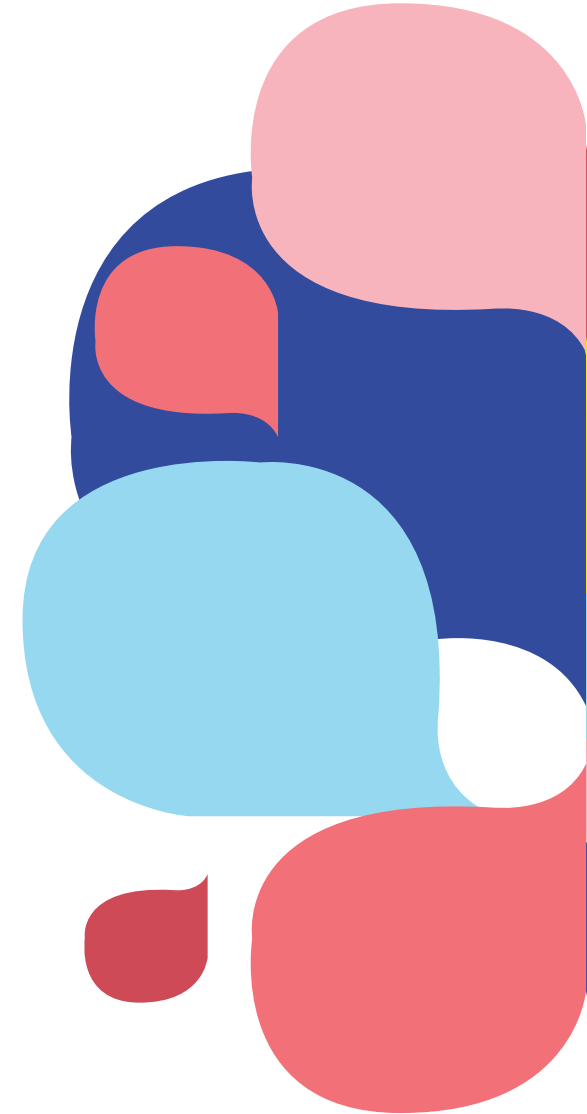
Are you serving students with
learning differences in your
Success Planning work?



Students with Learning Differences



Are you serving students with learning differences in your Success Planning work?

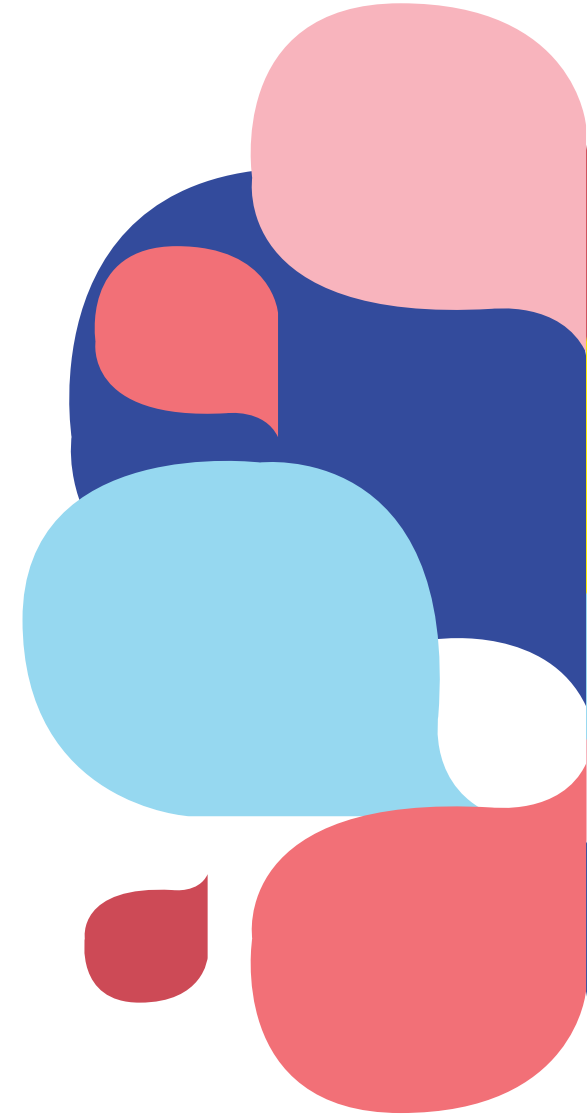


Introduction



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How do you know?



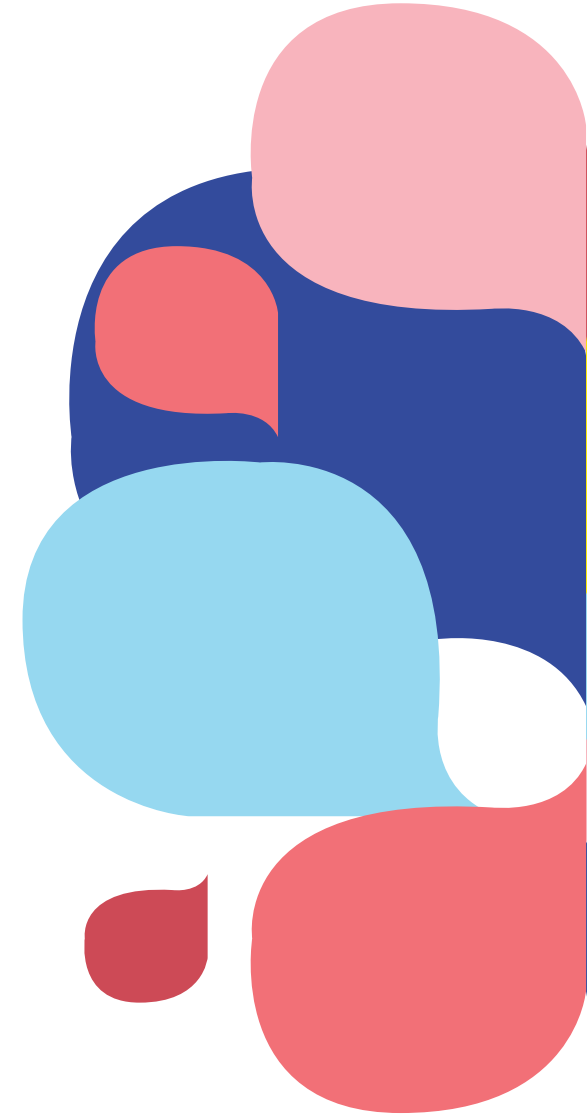
Students with Learning Differences



How do you know?



Students with Learning Differences



Students with Learning Differences



1 in
5

US children have a learning difference such as dyslexia or ADHD.

1 in
16

public school students have an IEP for a specific learning disability or other health impairment.

1 in
50

public school students receive accommodations through a 504 plan.

Students with Learning Differences



Students with disabilities are more than 2x as likely **2x** suspended.

1/3 of students with learning differences have been held back a year.

Students with learning differences are 3x as more **2x** drop out of high school.

46% of working-age adults with learning differences are employed.

Students with Learning Differences



Individuals living in poverty are **1.7X** more likely to have a learning difference.

Black students are **1.4X** more likely to be placed in special education.

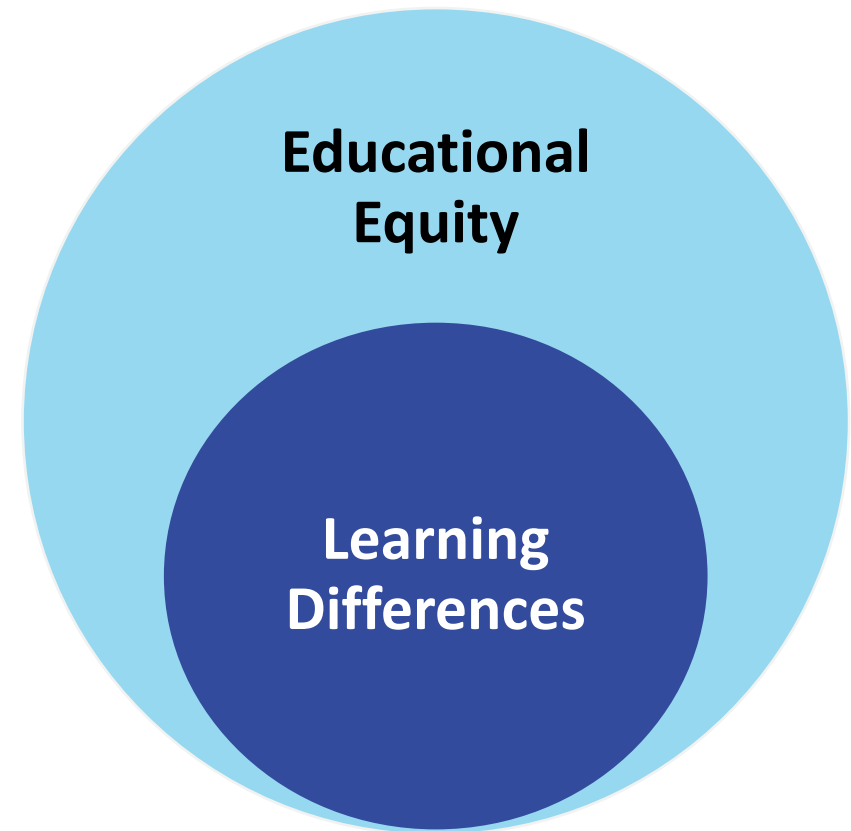
Individuals who are incarcerated are **7X** more likely to have ADHD.

Students with Learning Differences



LDP Grantmaking

We seek to promote educational equity by partnering with organizations that improve education for **students with learning differences**, particularly those who experience further marginalization due to **racism** and **poverty**.



LDP Grantmaking

Generate knowledge

- Conduct research
- Disseminate knowledge

Translate knowledge into practice

- Curate & disseminate tools
- Strengthen educator practice
- Engage students

Influence systems

- Build movements
- Develop and adopt broader measures

LDP Grantmaking 2019-2022



110
Grants



USD 111
Million

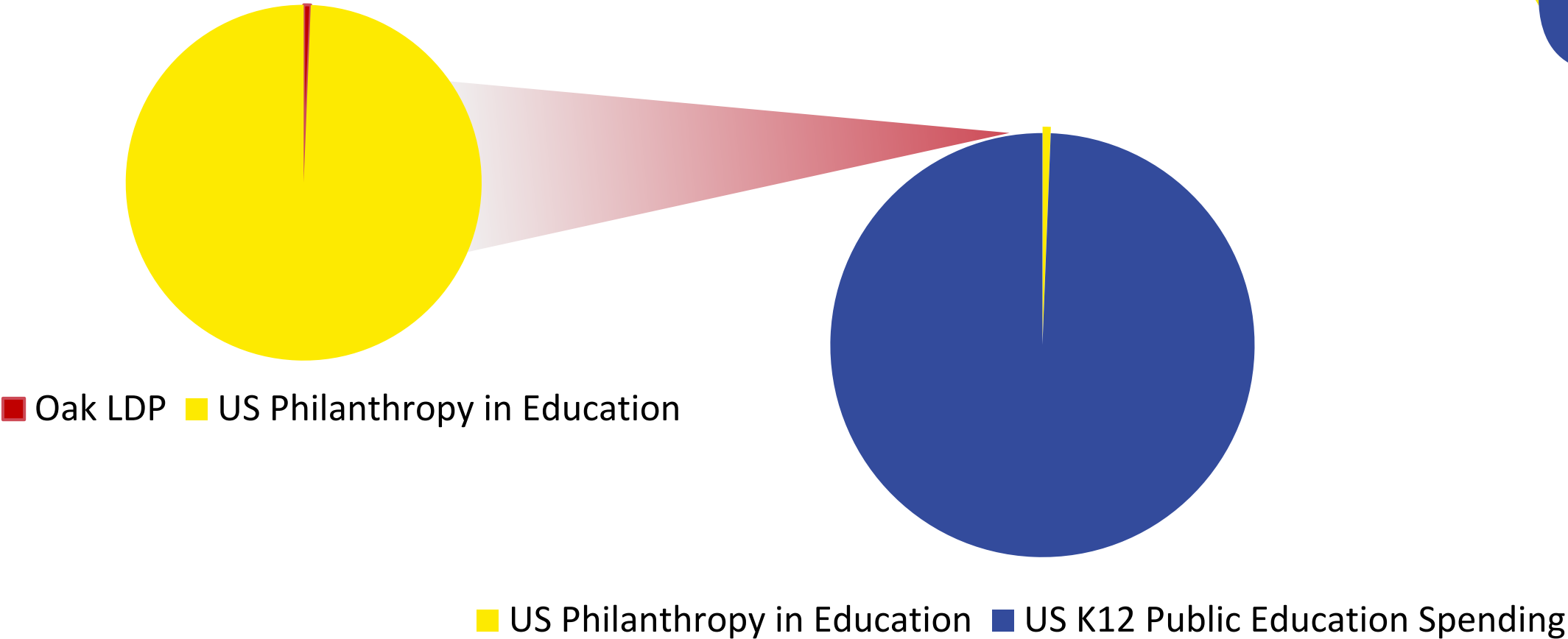


99
Organizations

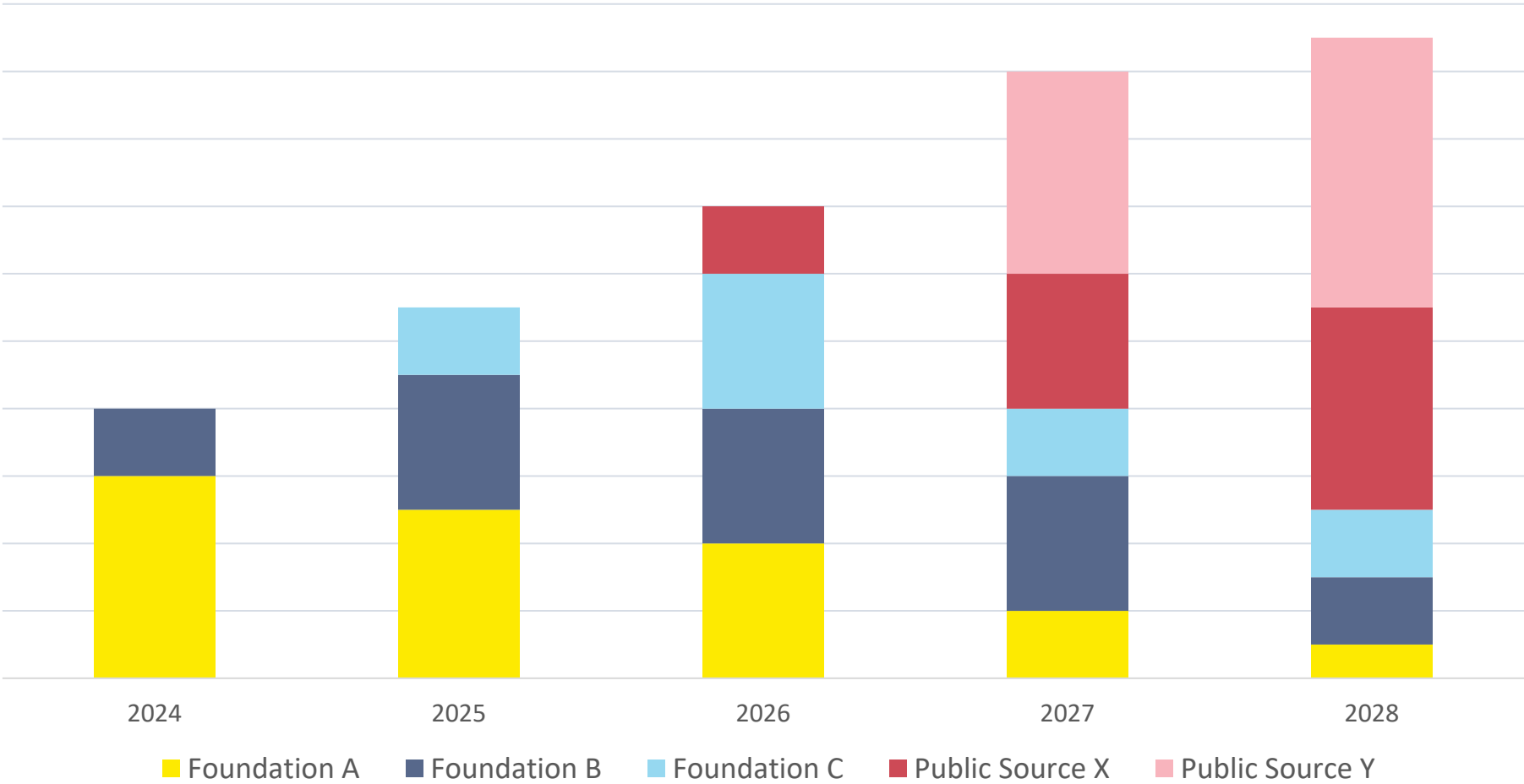


32
Countries

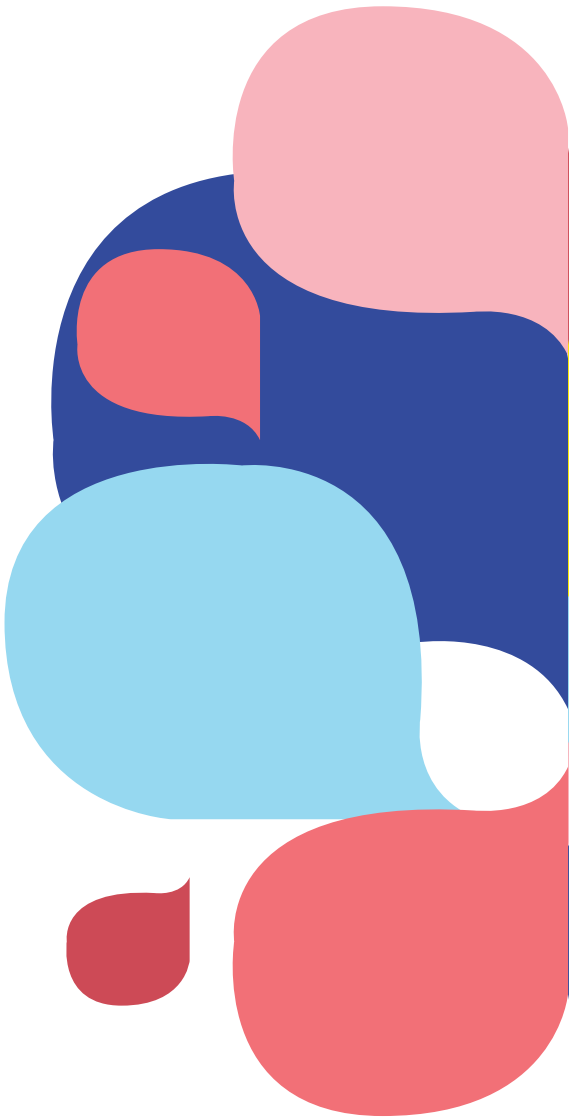
The Role of Philanthropy



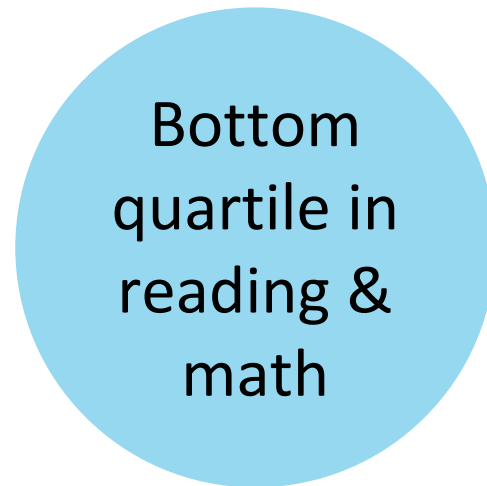
The Role of Philanthropy



Ensuring All Means All



Ensuring All Means *All*



Bottom
quartile in
reading &
math



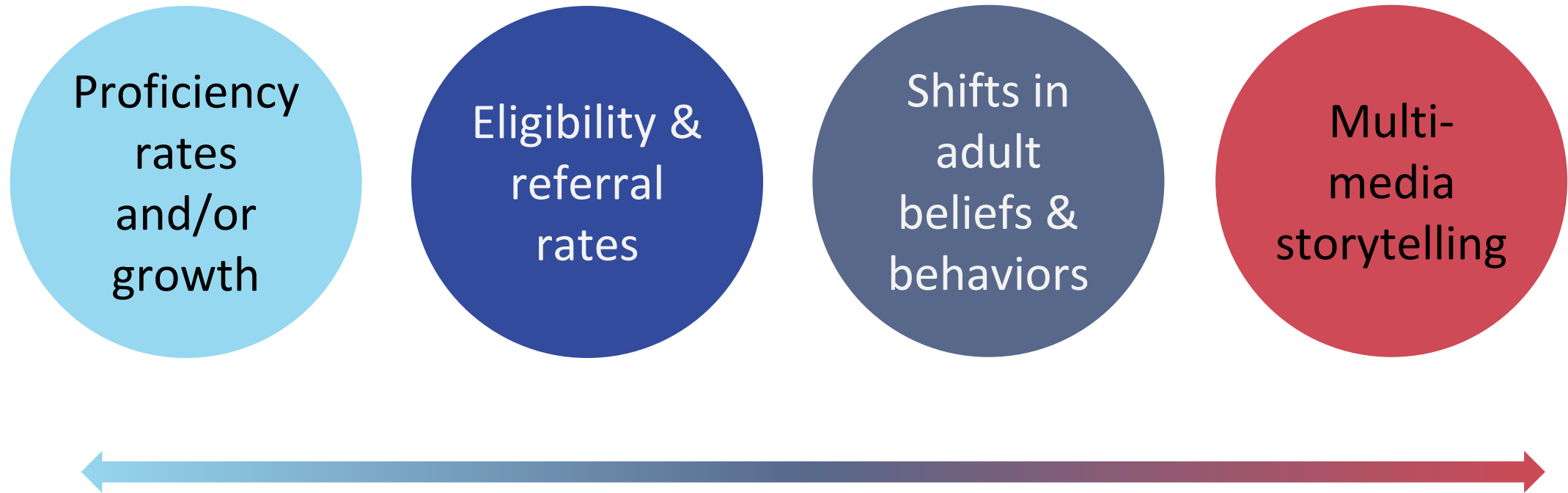
IEPs & 504
plans



Interviews
& surveys



Ensuring All Means *All*



Closing & Discussion

Questions & Discussion



Questions & Discussion

Explore the **role of philanthropy** in Success Planning

Understand the prevalence and needs of **students with learning differences** in our work

Consider ways to ensure these and *all* students are **reflected in Success Planning** (and fundraising!)

Want to explore more?

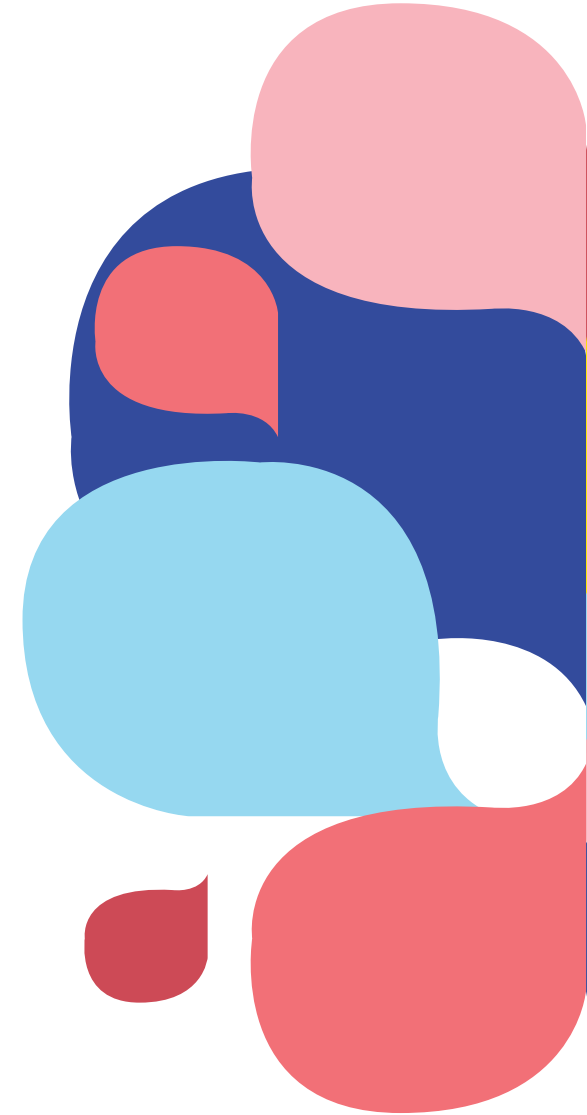
- National Center for Learning Disabilities (2017). [The State of Learning Disabilities: Understanding the 1 in 5](#).
- National Center for Learning Disabilities (2020). [Significant Disproportionality in Special Education](#).
- Be Antiracist (podcast). Ibram X. Kendi (Host). (June 2021). [Ableism & Racism: Roots of The Same Tree](#).
- Blackwell, Angela Glover (2017). [The Curb-Cut Effect](#). *Stanford Social Innovation Review*, 5(1), 28–33.
- Center for Evaluation Innovation (2022). [Toward a Trust-Based Framework for Learning and Evaluation](#).

Closing & Discussion

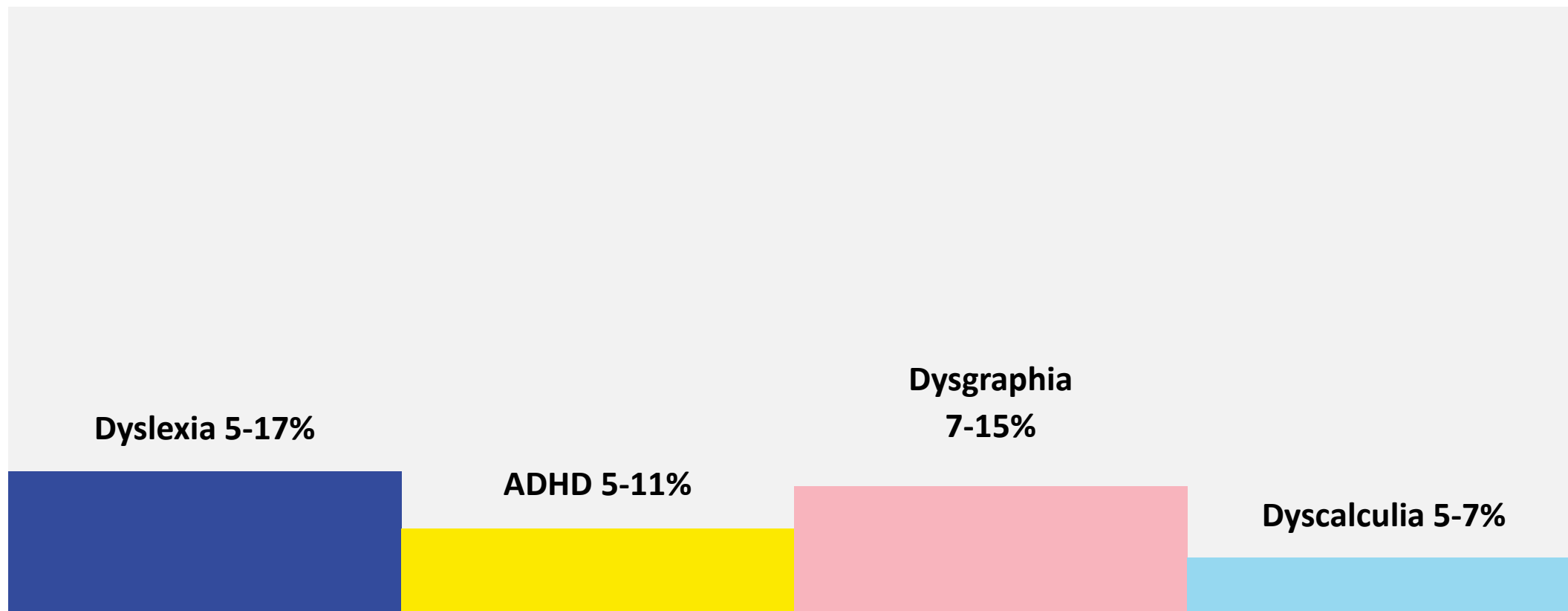
Thank you!



Appendix



Learning Differences



The Role of Philanthropy

Objective

- Improve the lives of young people by strengthening [Organization's] structure, programs, and resources

Activities

- Continue to deliver programs and fundraising activities
- Recruit a Program Manager
- Recruit strategic plan consultant

Outcomes

- Program Manager hired, with annual plan for program delivery developed
- Implementation of strategic plan, with associated improvements in brand recognition and fundraising

Objective

- Advance policy and funding priorities to increase equality and diversity in the housing sector

Activities

- Host 2 Conversation for Change events per year
- Secure >100 stakeholder endorsements of Draft Bill
- Discuss policy priorities with CEOs of all local housing authorities

Outcomes

- State legislature commits to enshrining the right to housing within 18 months with clear timescales
- Legislature adopts a wheelchair accessibility standard

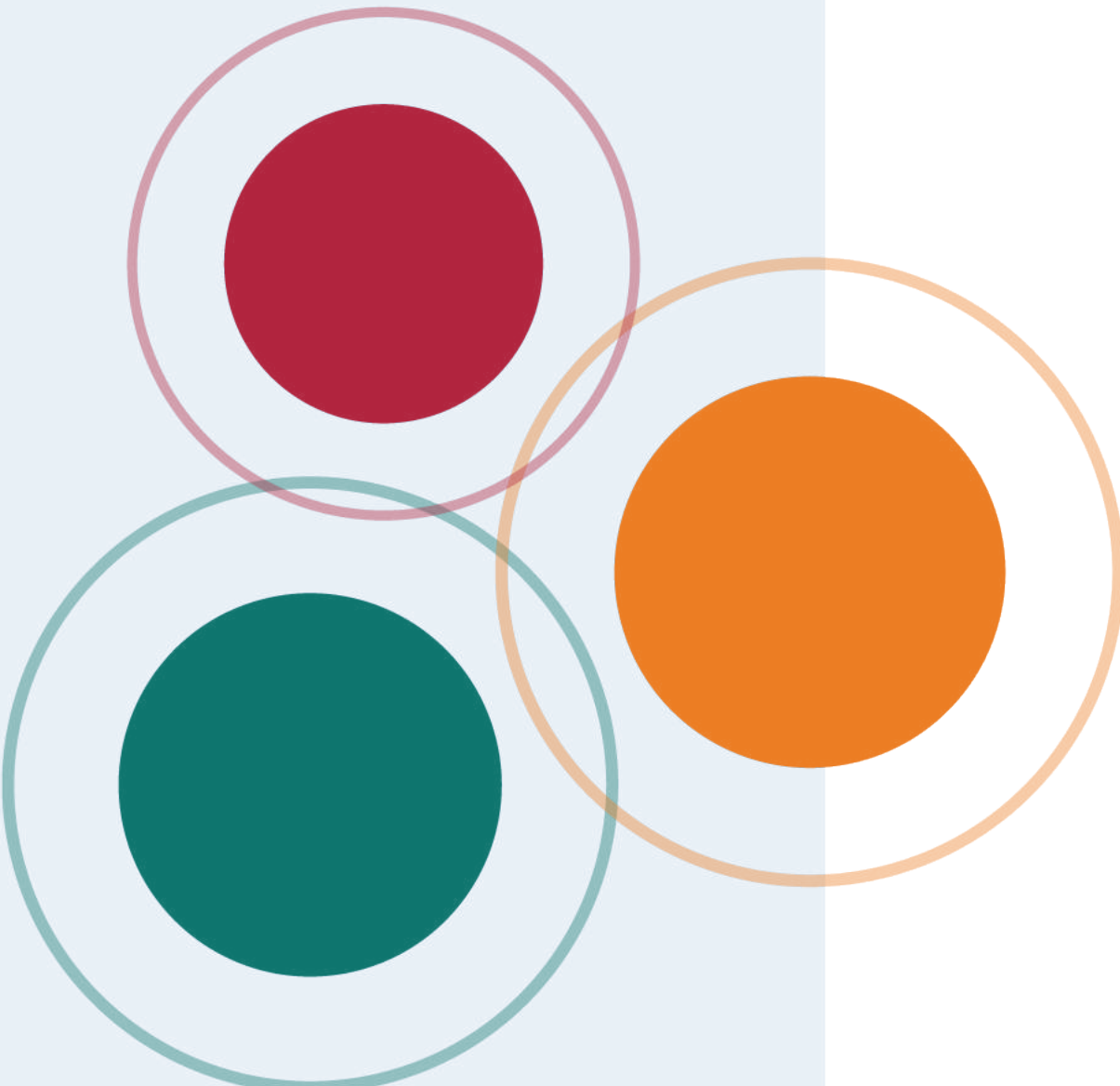


Questions & Discussion



Networking Lunch





Team Connection and Collaboration Session #2: Filling Gaps in the Workplan

Access Your Team Time Workbook by going to this link:

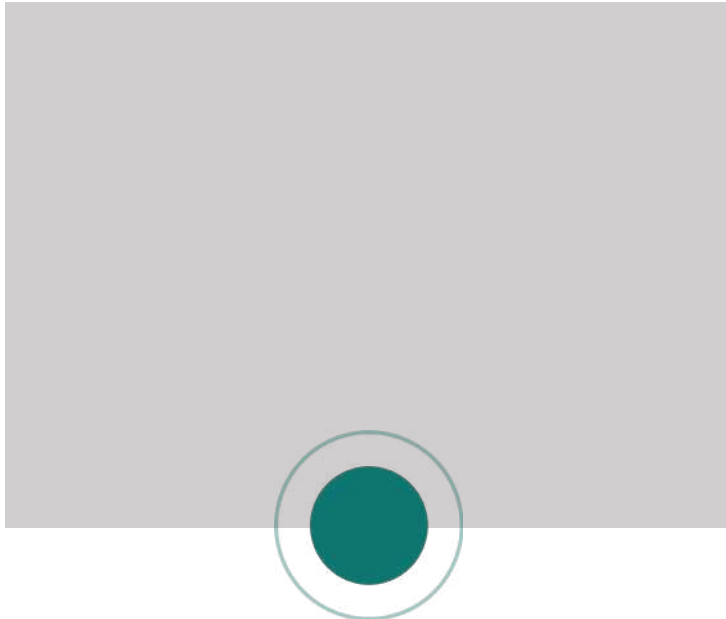
bit.ly/44Muzhx

THEN:

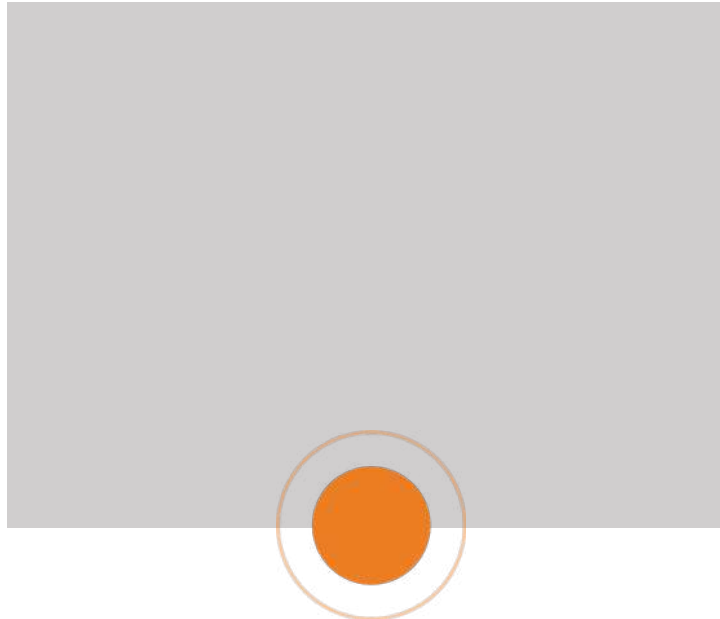
1. Select your community's folder "[Community Name]"
2. Go to "Community Goals & Data" subfolder
3. Open "Team Time Workbook" power point file

How will we sustain this work?

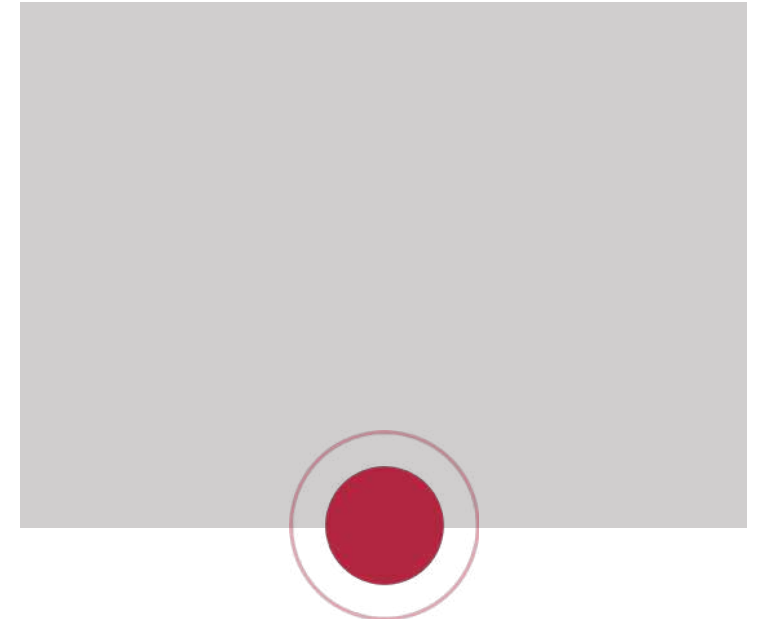
What funding sources currently support our Success Planning efforts?



What additional supports do we need to fund to achieve our dream scale for Success Planning?



What restrictions or challenges have we faced with our current funding (or lack thereof) for Success Planning?



Year 2: Taking Stock and Right Sizing Expectations

Session #2: Filling the Gaps

<i>Deliverables we have committed to our funders, community members etc. for Success Planning</i>	<i>Component this deliverable supports (Navigator, supports, plan, data platform)</i>	<i>Is it funded for this fiscal year?</i>	<i>Metrics to track progress (if any?)</i>	<i>Scope (people, structures, training, locations etc.)</i>	<i>What adjustments, if any, do we need to make to our scope given what we have learned so far about sustainability?</i>



Understanding Successful Scaling Strategies and Planning for Cross-Sector Sustainability

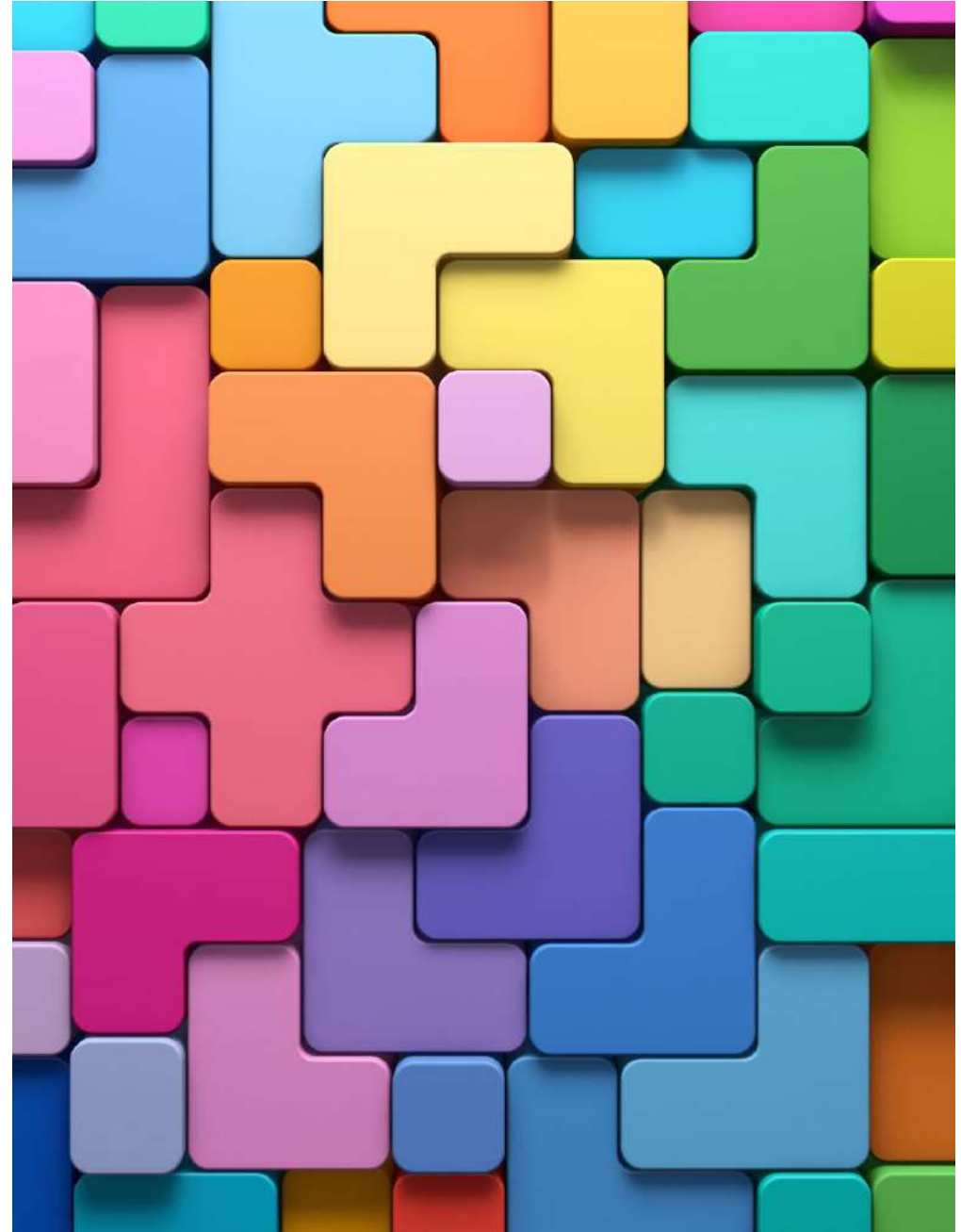
Understanding Successful Scaling Strategies and Planning for Cross-Sector Sustainability

James P. Honan

Harvard Graduate School of
Education

Harvard Kennedy School

Advanced Leadership Initiative



Framing Questions

What problem/need are you trying to address?

What is the intended scope and scale of your work and what does a cross-sector approach make sense?

What is your theory of action/strategy?

What is the potential audience/market/target population/need for your project/initiative/enterprise?

Is your project/initiative/enterprise scalable and sustainable?

Why would partners join your effort, why would they stay, and why might they leave?

Financial Questions

What financial resources will be needed to address the problem/need?

What is your current business/funding model and what does it need to look like when you scale?

What do the current budget (revenue and expense), cash flow, and multi-year financial plan look like for your project/initiative/enterprise and what does it need to look like in the future?

What are the potential future funding sources for your work that would support scaling and/or sustainability?

Outcome Metrics Questions

What does “success” look like for your project/initiative/enterprise and how will you measure it?

What is the time horizon for your work as you move from outputs, outcomes to impact?

How do you think about the return on investment (ROI) for your work and how will you communicate this to funders/investors and other key stakeholders?

What are the challenges and opportunities associated with shared/collective metrics in your work?

Some Money/Mission Alignment Puzzles/Dilemmas

How do you think about the balance of unrestricted and restricted resources in your business/funding model?

What capacities, knowledge, and skills will you and your team need to launch and engage in your planned work?

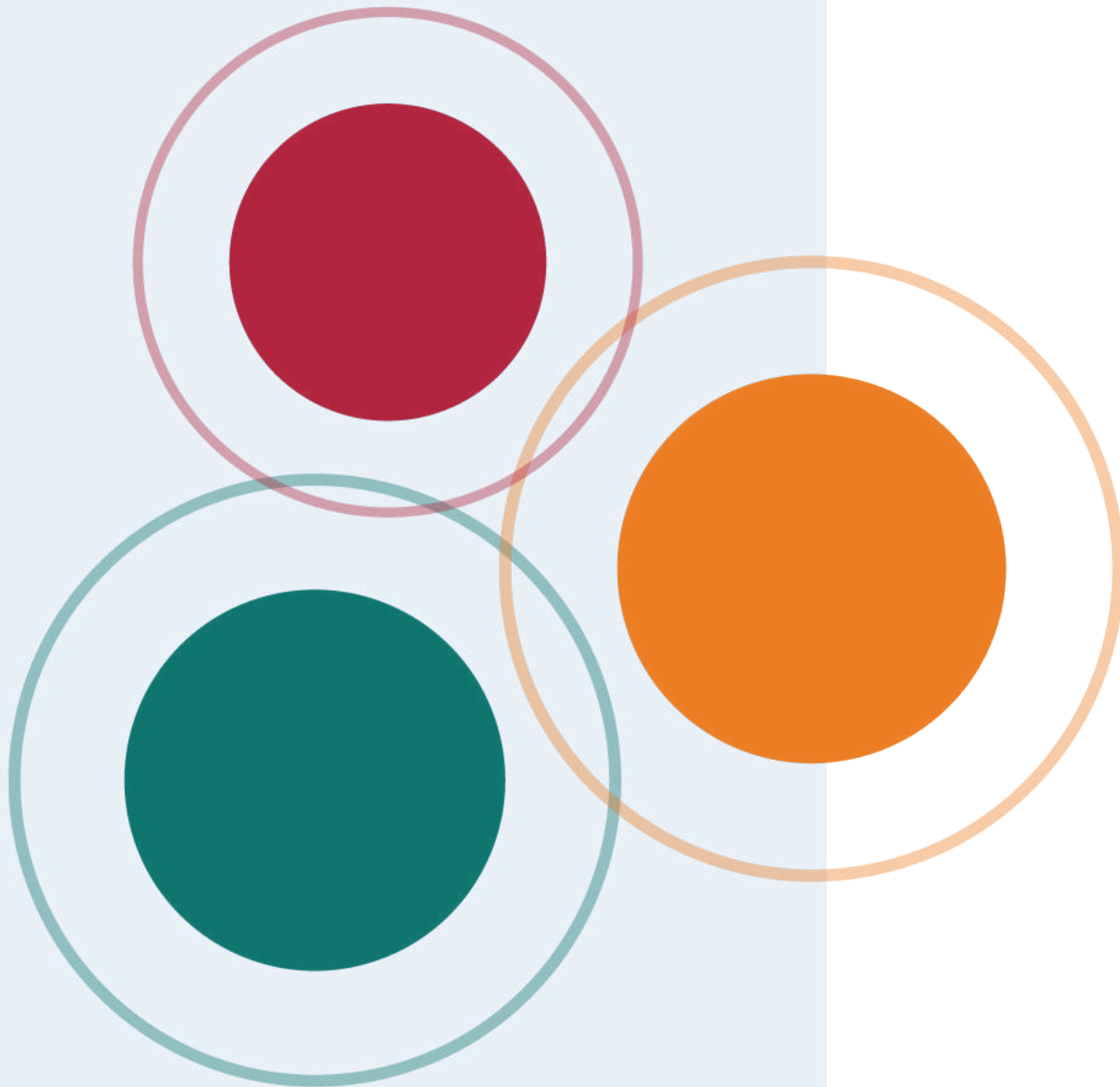
How do you move beyond seed funding/resources to a sustainable/viable business/funding model? How do you move from the 1.0 to 2.0 (and later 3.0) versions of your collective work?

What is the current organizational form/platform/vehicle for your project/initiative/enterprise and how might it change as you scale?

What does the sequence of steps for growth/scale look like and what are the resource requirements for that process? Do these steps lead to sustainability?

Stretch Break





Innovative Solutions to Complex Challenges

Innovative Solutions to Complex Challenges: Creatively Thinking About Finance and Sustainability

Team Assignments

New York	Nashville
Minneapolis	Baltimore
Chattanooga	Albuquerque
Poughkeepsie	Long Beach
Carbondale	Unity Point



Consider what you learned throughout the day about finance and sustainability. In your assigned groups, discuss the following questions

- What promising practices exist that your community can continue to build on?
- What are some of the growth opportunities? What would you have to do differently?
- What strategies or solutions did you learn today that may be applicable to your local context?
- What will it take for your community scale and sustain your Success Planning efforts?
- Are there additional voices who need to be at the table?
- What else should you consider to facilitate progress?

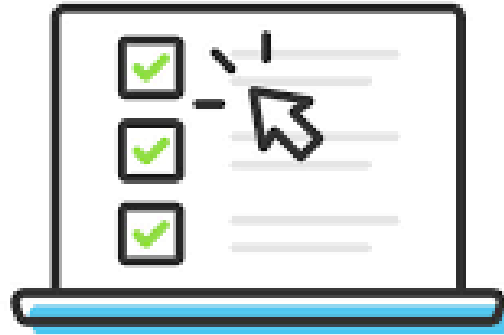


Closing Remarks

Success Planning Community Journey Line Presentations



- Each community will have 15 minutes to present
- Participant aha's, contributions, thoughts
 - Gallery walk



End of Day Reminders for Thursday, July 20

This Evening

- Guests have a free night with dinner on your own.
- *Hotel Guests:* Meet Claire Reid outside of Gutman Library at 4:50pm if you would like to go back to the hotel. The shuttle will depart at 5:00pm.

Tomorrow Morning

- Arrival and Networking is from 8:45am – 9:15am, programming will begin promptly at 9:15am
- *Hotel Guests:*
 - Complimentary breakfast is available from 7:00am – 8:10am in the hotel lobby area
 - Guests gather outside and begin boarding the shuttle at 8:10am, shuttles will depart at 8:15am
 - Claire Reid will be in the hotel lobby to help with the shuttle service
 - **IMPORTANT: Check-out of the hotel** before boarding the shuttle and be sure to ***bring your luggage with you***. There is a secure room onsite where guests can store their luggage.
- Community Journey Line Presentations

➤ let the
adventure
begin ➡

**Dinner on Your
Own
&
Choose Your Own
Adventure**