

High School/High Tech Funding Bulletin, March 2002

Volume 2, Issue 4

In this issue:

1. High School/High Tech Program News and Announcements
 - New Funders added to Funding Database
 - Feedback

2. Public and Private Funding Sources with an interest in Disability
 - Mitsubishi Electric America Foundation
 - Ethel Louise Armstrong Foundation
 - Helen Brach Foundation
 - Otto Bremer Foundation
 - Abell-Hanger Foundation
 - F.M. Kirby Foundation, Inc.

3. Tips on Fundraising
 - Developing a Funding Plan

4. Successful and Innovative Funding
 - Community Connections Pay Off in Florida

1. High School/High Tech Program News and Announcements

New Funders added to Funding Database

Check out the new additions to the private funders section of the funding database. Three new entries have been added: Maytag, 3 Com, and The Foss Foundation.

Feedback

Your input and ideas will help support of all the sites' fundraising efforts. Please contact Monica Slater of InfoUse to share your funding news and announcements. She can be reached at (510) 549-6520 or via email at m Slater@info use.com. Your comments, contributions and suggestions for useful topics and bulletin content are welcomed.

2. Public and Private Funding Sources and Grant Announcements

This month highlights private funding sources that have an interest in disability. All of the foundations listed below are also in the High School/High Tech funding database located on the HS/HT web site, www.info use.com/high school-high tech. After you log in as a coordinator, go to "funding" and search on the name of the foundation. The profile that comes up highlights pertinent information about the foundation and offers a link to the foundation's web site.

Mitsubishi Electric America Foundation

"The mission of the MEA Foundation is to contribute to a better world for us all by helping young people with disabilities, through technology, to maximize their potential and participation in society." Source: www.meaf.org/about.html, June 2001.

Mitsubishi supports programs that train youth with and without disabilities in multimedia and digital storytelling technology, support internships for blind or visually impaired students, train volunteers to adapt toys for children with disabilities, expand "Virtual Volunteering", and that enable people with and without disabilities to volunteer online.

The Mitsubishi Electric America Foundation has sponsored High School/High Tech through the TECH-LINK project from 1992 through 1996. Another sponsored project is Biotechnology Works, a program that supports students with disabilities in the study of immunology and genetics at the University of Southern Maine. Another two-year grant will provide year-round ongoing electronic mentoring and networking and offers an online virtual resource center that will host student participant reunions. Source: www.meaf.org, September 2001. While Mitsubishi considers requests from all areas of the United States, priority is given to those in communities where Mitsubishi Electric U.S. companies are located.

Ethel Louise Armstrong Foundation

The Ethel Louise Armstrong Foundation's (ELA) mission is to "promote, through grants and scholarships, the inclusion of people with disabilities in the areas of arts, advocacy and education." This foundation was established in 1994 by Margaret Staton, the granddaughter of Ethel Louise Armstrong. About the benefactor, it is said, "Ethel Louise Armstrong epitomized the values of independence, self-reliance, perseverance, dignity, and caring with a sense of humor as she forged new territory for herself and her family. It is with these same values that the ELA Foundation serves people with disabilities while honoring her memory." Source: www.ela.org , June, 2001.

ELA has funded a wide variety of projects and programs related to disability. In 2001, the Ethel Louise Armstrong foundation provided financial assistance so that parents could attend the International Conference on Parents with Disabilities, produced the Resourceful Woman Newsletter for women with disabilities and funded a disability mural project. Another funding recipient was the Mexican American Community Services Agency in San Jose, California, that used the grant to train youth working in the agency about people with disabilities. There are no stated geographic requirements for funding.

Helen Brach Foundation

From its base in Chicago, the Helen Brach Foundation carries out its mission on a national level. The purpose of the foundation is to provide "Support for the prevention of cruelty to animals; programs that test public safety; social and family services, including programs for the prevention of cruelty to children, youth and child welfare, the homeless and housing, the disabled, and the disadvantaged; conservation of the environment; secondary, higher, and other education; and general health." Source:

<http://gbgmumc.org/units/cim/nmi/grantinfo/3601-10.htm#top>, September 2001. The wide range of interests listed by the foundation is not reflected in the grantees listed on the foundation web site.

Most of the grant recipients listed on the web site are high schools and other educational institutions in the mid western U.S. Although the board of directors meets quarterly, the foundation accepts grant proposals only once per year, with a deadline of December 31. A \$5,000 minimum is specified in the grant guidelines and most of the grantees have qualified for the \$50,000 level.

Otto Bremer Foundation

Otto Bremer was chairman of American National Bank, the city treasurer of St. Paul, Minnesota, and an advisor to Presidents Woodrow Wilson and Franklin D. Roosevelt. Established in 1944, "The mission of the Otto Bremer Foundation is to promote human rights and create opportunities for economic and social justice in Minnesota, Montana, North Dakota, and Wisconsin." Source:

<http://fdncenter.org/grantmaker/bremer/>, January 2001.

The Foundation funds a number of different disability-related grants each year. \$100,000 went to Dakota Communities, Inc., in Eagan, MN, to build community

residences for people with disabilities. \$10,000 went to the Disability Institute in Hopkins, Minnesota to share effective ways of employing people with disabilities, and \$ 12,254 was donated to Clay County Residence, Inc. to assist in the community integration of clients who have developmental and physical disabilities. Beneficiaries of this foundation's grants must be in the states of Minnesota, North Dakota, Wisconsin, or Montana.

Abell-Hanger Foundation

Many of the foundations that fund disability-related projects have a very wide range of interests and the Abell-Hanger Foundation is no exception. The mission of this Texas-based foundation is, "...to support 'any benevolent, charitable, educational, or missionary undertaking,' the foundation makes grants to non-profit organizations, which are involved in such undertakings for public welfare, including, but not limited to, education, health services, human services, arts and cultural activities and community or societal benefit." Source: www.abell-hanger.org, June, 2001.

Many of the Abell-Hanger Foundation grantees have similar goals to those of High School/High Tech. One example grant went to Banana Tree of El Paso to provide competitive training and employment for the disabled and disadvantaged. \$75,000 went to Communities in Schools of the Permian Basin Inc. in Midland, Texas to help young people of the Permian Basin stay in school, successfully learn and prepare for life by coordinating the connection of community resources in the school setting. Disability Resources, Inc. in Abilene, TX received a grant to assist developmentally disabled individuals achieve their full potential by providing residential care, vocational training and meaningful work, and Junior Achievement of Midland, Inc. received \$10,000 to provide youth with economic education by establishing a partnership between business and education. Source: www.abell-hanger.org/, June, 2001.

F.M. Kirby Foundation, Inc.

A Family Foundation, the F.M. Kirby Foundation also has a very wide range of interests. According to the funding guidelines outlined on their web site, "Foundation grants are made to a wide range of nonprofit organizations in education, health and medicine, the arts and humanities, civic and public affairs, as well as religious, welfare and youth organizations." Source: www.fdncenter.org/grantmaker/kirby/index.html, September, 2001.

Although the foundation does not list example grants, the Foundation Center profile specifies an interest in funding disability-related programs. Questions about procedures, applications, or guidelines may be addressed to: S. Dillard Kirby, Executive Director at 17 DeHart Street, PO Box 151, Morristown, NJ 07963-0151, via phone (973) 538-4800.

3. Tips on Fundraising: Developing a Funding Plan

Where are we now? Where are we going? How are we going to get there?

The answers to these questions are the foundation of a plan. Solid, well-researched answers to each of these questions will help focus your efforts when there are more things to accomplish than the amount of time available. It is commonly said that one hour of planning can save three hours of work.

According to the Fundraising School at Indiana University, to have a successful plan:

- Consider the goals and objectives derived from the mission statement of the organization.
- Analyze ways to reach the goals and objectives.
- Develop reasonable programs and procedures to reach these goals.
- Allocate resources to reach desired goals.
- Define procedures for evaluation of results.
- Involve the people who will participate in carrying out the plan.
- Get agreement and acceptance among the people who will carry out the plan.

With these principles in mind, assemble your funding plan by fleshing out the answers to these questions.

Where are we now?

In order to find the answer to this question it is necessary to have a budget. Take a look at the expenses your site incurs as compared to the income that is supporting them. One way to organize a budget is to compare the expenses vs. income by project. Some organizations arrange their budget this way to help show funders the value of a certain project. which can be helpful when managing several projects. Perhaps the most common way to organize a budget is to compare the expenses vs. income for a given year or other designated time-period. Using either method, develop a clear picture of your organization's current funding status before trying to project future funding.

Where are we going?

When setting financial goals for your program, make sure they follow the S.M.A.R.T. guidelines. They should be Specific, Measurable, Attainable, Realistic and Time-sensitive. For example: By the end of October, we will have applied to 15 corporate foundations to earn \$10,000 in additional funding. Set individual income goals from each type of funding source currently listed in your budget and include possible sources not yet affiliated your program. Consider private foundations, corporations, government, as well as individuals as funding sources. It may be helpful to include three sets of figures for your projected expenses: bare bones, reasonable and ideal. For income: worst, likely and best-case scenarios.

How are we going to get there?

Make a step by step list of tasks for each goal and then assess the amount of time, human resources, and financial resources that can be assigned to each goal. Match the tasks with an established timeline and determine who will carry out each task.

Use your plan as a tool. Although it may appear to be a daunting task, having even the most basic plan will help organize your fundraising efforts and will keep you on track to meet your goals. A plan works best when it is reviewed and adjusted regularly (weekly or monthly) to allow for unforeseen circumstances and changes in program goals.

4. Successful and Innovative Funding

Community Connections Pay Off in Florida

As part of a public-private partnership, Florida High School/High Tech, Delaware North Parks Services of Spaceport (operator of Kennedy Space Center Visitor Complex), and Johnson Controls Worldwide applied for and were awarded a \$259,000 grant from Workforce Florida Inc., the state's Agency for Workforce Innovation. Called Project Interact, this initiative will bring more than 200 students from throughout Florida to the Kennedy Space Center for job shadowing, workshops, mentoring activities and paid summer internships. Florida High School/High Tech initiated the partnership. One of the most exciting aspects of this grant was that the request for proposal did not specifically target youth with disabilities. Donna Mundy, Florida High School/High Tech State Coordinator, has developed a systematic community-based funding strategy to build support for the Florida sites. Winning the grant for Project Interact is one example of how this funding strategy has proven to be successful.

When asked how other sites might develop such a strategy, Donna said, "The first thing you should do is get involved with your local Chamber of Commerce, local agencies, etc. It is important to consistently attend meetings and build awareness for High School/High Tech. You should be prepared to talk to people about your successes and goals for the future. Also, it is essential to have key players in the administration of the Community Colleges, Technical Schools and Universities involved in HS/HT. Since many grant opportunities require a post secondary education connection, it's important to have these relationships established before they are needed. Finally, keep a good relationship with your local Workforce Development Board. By maintaining and developing these home town connections, you build a base for a solid funding strategy."

According to Donna, one of the key elements to help sustain funding is for each site to have an in-depth knowledge of their local programs and to be willing to talk about High School/High Tech with anyone and everyone. Prepare a clear and concise explanation of your local program to use when meeting with various community leaders. While it is important to research and be aware of grants on a national basis, it is essential to develop a network of contacts with key businesses, educators and organizations in your community and state that are aware of the financial needs of HS/HT. This will allow you to more efficiently take advantage of funding opportunities when they arise.

High School/High Tech in Florida is a special program of The Able Trust/
Florida Governor's Alliance for the Employment of Citizens with Disabilities.
The Able Trust provided \$500,000 in grants to assist in the startup of HS/HT,
and the 14 Florida sites will serve over 250 students this year.

This publication was prepared under Department of Labor, Office of Disability
Employment Policy cooperative agreement E-9-4-1-0070 by the National
Collaborative for Workforce and Disability for Youth (NCWD/Youth).

National Collaborative for Workforce and Disability for Youth

1001 Connecticut Avenue, NW
Suite 310

Washington, D.C. 20036

Telephone: 877-871-4748 (Toll Free)

Fax: 202-872-4050

E-mail: collaborative@iel.org

Website: www.infouse.com/highschool-hightech

The National Collaborative for Workforce and Disability for Youth is working to ensure that youth with disabilities can access high quality services that will result in future employment and independent living. The Collaborative will help to build the capacity of the nation's workforce development system and its workers to assist youth with disabilities. The Collaborative is part of President Bush's New Freedom Initiative goal to integrate Americans with disabilities into the workforce.

As part of the Collaborative, InfoUse will email a funding bulletin to the High School/High Tech sites periodically. The purpose of this bulletin is to provide the latest information on funding opportunities, offer tips on grant or foundation proposal writing, profile successes and innovations in fundraising, and inform sites about significant program news and announcements.
