WELCOME — Blueprint Conference

The Capacity to Endure
How to Embed Sustainability in Your Work

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Senior Consultant, CLP

Cheryl Clarke
Fundraising Consultant

Dione Washington, PhD.
Program Director, LA Trade Tech
Consultant, CLP

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Introductions

Carol Davies
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Framework for Sustainability

- Visionary
- Strategic
- Inclusive
- Decisive
- Inspirational
- Motivational
- Accountable

Sustainable organizations
Influencers

• Capacity to manage and deliver high-quality services supports sustainability

• Sustainable organizations are learning organizations (strategic planning and evaluation)
Peter York, "The Sustainability Formula," 2009
The Sustainability Formula - Leadership

• Clarity
• Motivate
• Decisive action
• Decisions and accountability
• Engagement
The Sustainability Formula – Financial Adaptability

• Garner resources for the organization
• Long-term relationships
• Clear leverage and cost-effectiveness strategies
• Informed data collection
The Sustainability Formula – Program Adaptability

• Capacity for own evaluation
• Leaders willing to take immediate and decisive action
The Sustainability Formula – Program Capacity

• Adequate program staff
• Proper facilities
The Sustainability Formula Plus One
Funding & Fundraising

• Fuel
• Planning & timing
• Available resources – leverage what’s there
• Skill set & capabilities – develop, borrow, buy
• Collateral materials – case for support, brochure, website, grant proposal
Resource: Campus Foundation

- Who’s in charge?
- What do they do?
- Manage expectations
- Win-win
FUNdraising 101

• Tell your story!
• Build relationships
• Form Advisory Board
• Develop corporate/business sponsors (in-kind)
• Cultivate & solicit individual donors
• Write grant proposals
FUNdraising 101

- Enable payroll deductions
- Jazz-up your website – donor-friendly?
- Design remit evp – designate program?
- Donor benefits and recognition
- Tiptoe cautiously into events
- Take a fundraising class (or two!); read book
Table Top Activity – Brainstorm

• Divide a piece of paper in half.
• Left side = list some of the factors that affect your ability to achieve sustainability.
• Right side = list what controls each factor and how it might be addressed.
• Do individually, and then use your own responses to contribute to a table top discussion about strategies to overcome identified barriers sustainability.
The Sustainability Journey….. A Journey to Excellence

Dancing with the Foster Care Stars!

Come out and enjoy an evening under the stars, great food, entertainment and philanthropy!

Semi Formal Gala
Thursday, March 7, 2013
6:00pm
$50.00

CCP - Community College Partnership for Former Foster Youth
Key Lessons Learned

• Data
• Student leadership
• Campus and community leadership
• Leverage campus relationships
• Keep it moving
• Parallel process
Readiness Review

- Mission & Strategy
- Innovative Leadership
- Right People Driving the Bus
- Understand Student
- Quality
- Marketing/Your Story!

- Financial Savvy
- Flexibility
- Balance
- Cost Containment
- Generate New Revenue
- Joint Ventures
- Cross Campus Alignment
Wrap-Up
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**TABLE TOP ACTIVITY**

<table>
<thead>
<tr>
<th>factors that affect ability to achieve sustainability</th>
<th>how it might be addressed</th>
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