

WELCOME — Blueprint Conference

The Capacity to Endure *How to Embed Sustainability in Your Work*

Carol Davies

Senior Consultant, CLP

Cheryl Clarke

Fundraising Consultant

Dione Washington, PhD.

Program Director, LA Trade Tech
Consultant, CLP



October 23, 2013



Introductions

Carol Davies

Senior Consultant,
Career Ladders Project

Cheryl Clarke

Fundraising Consultant

Dione Washington, PhD.

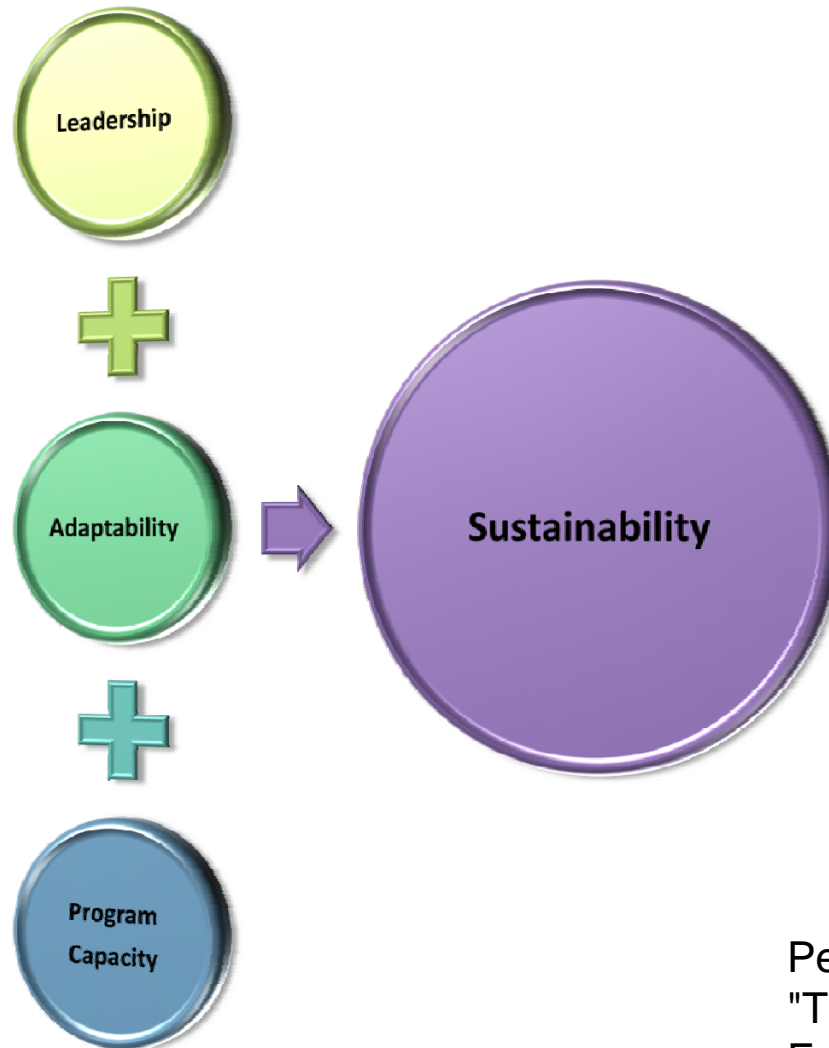
Program Director, LA Trade Tech
Consultant, Career Ladders Project

Framework for Sustainability



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

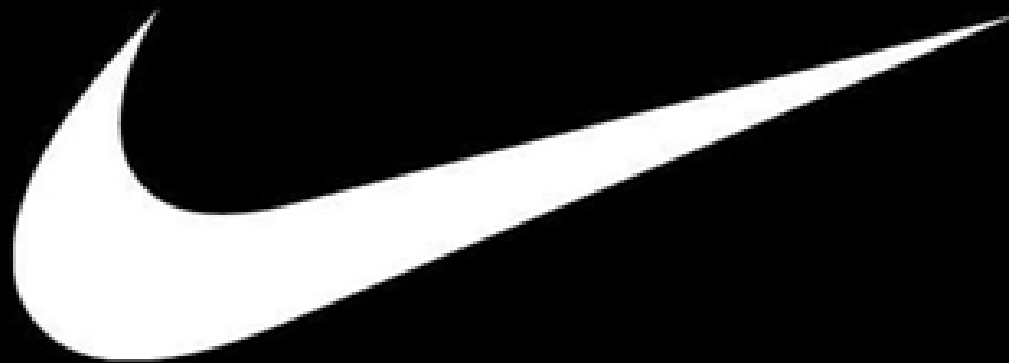


Table Top Activity – Brainstorm

- 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



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



FOR MORE INFORMATION:

Carol Davies

CDavies@careerladdersproject.org

Cheryl Clarke

cclarke478@gmail.com

Dione Washington, PhD.

WashinDK@lattc.edu



TABLE TOP ACTIVITY

**factors that affect ability to achieve
sustainability**

how it might be addressed

factors that affect ability to achieve sustainability	how it might be addressed