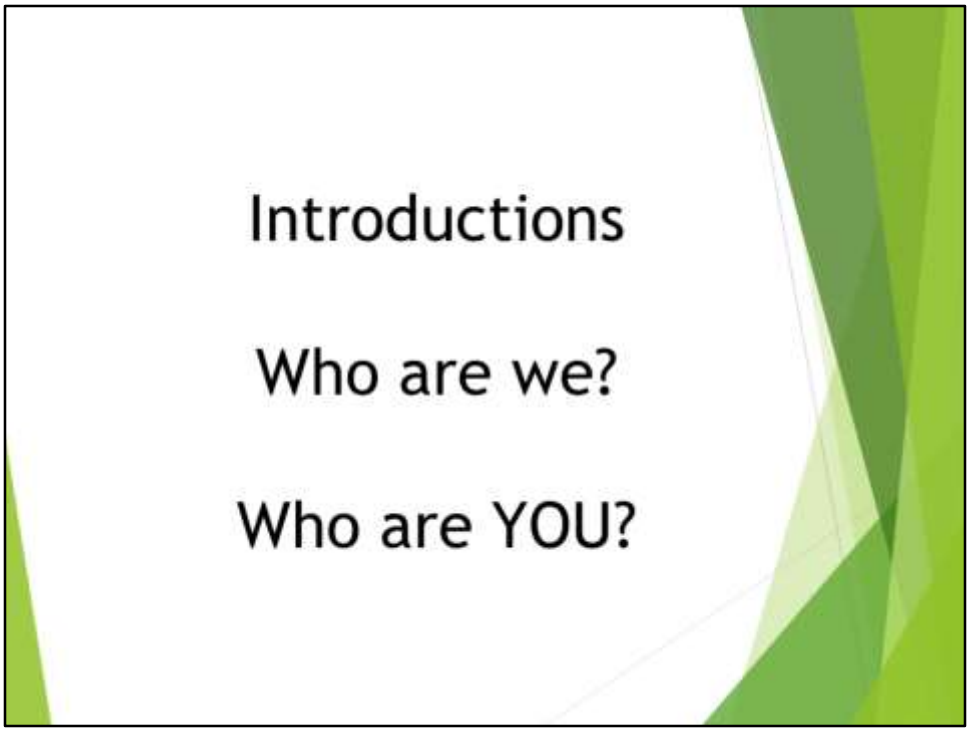
Olathe Public Schools
Foundation
meeting the need
Dreaming Big:
Grant Funds to Help You
Help Your Students

We have door prizes.

(Think Pampered Chef!)

- Everyone gets a ticket for writing down your name and building.
- Tickets for asking questions.
- Tickets for proving you are paying attention.
- Tickets for sitting on the front row.
- Tickets for whatever else we cook up as we go along.



How many are visual art teachers?
Early Childhood? K-5 Classroom? K-5 Specials? Middle School? High School? Administrators?
How many of you have written a grant before to the OPSF?
Have any of you written grants to other sources? Where you successful?

Agenda for today:

- OPSF Overview
- Review the 3 main types of grants offered by the OPSF
- Tips on how to write a grant that has a better opportunity to be funded.
- Other places to look for resources

Get out your iPads!

Make sure to note about Wimmer Student Care Fund and the ALL Fund

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3 Options for Grants

- **OPSF Grant Program** ($1,000-$5,000 per grant)
  - $100,000 available for general grants, $6,000 available specifically for visual arts grants
  - 3 cycles (September, November, February 25)
  - Requires application
- **Fund-A-Need** ($250-$1,500 per grant)
  - Crowd-funding initiative
  - Requires social media interaction for true success
- **Women's Giving Circle**
  - $10,000 to $15,000 available (deadline April 5)
  - Higher-level grants

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Doesn’t everyone look happy? You too could be this happy!

www.olathepublicschoolsfoundation.org

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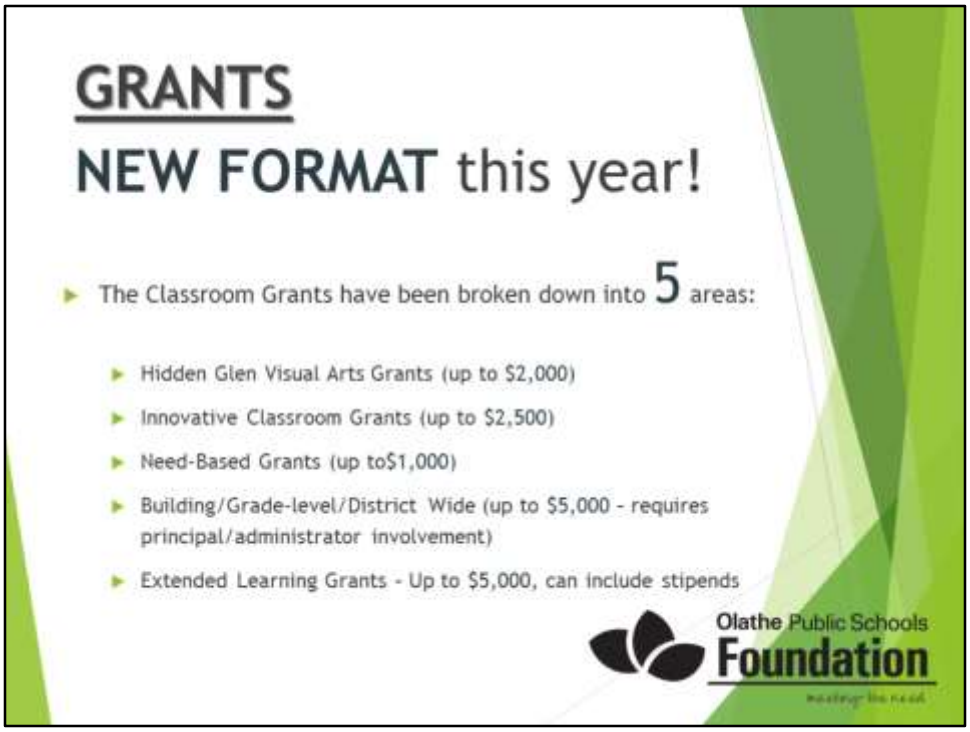

The Extended Learning Grant is of course still part of our program. That requires an additional addendum because of the stipends associated with the grant. That grant process remains unchanged.

Here are the 3 grant deadlines. We've got $100,000 budgeted for this year.

It doesn't mean we've got $33,333.33 per each cycle, could give out $50k during first cycle. Get grants in during first two deadlines!

Before you get started

- Read the entire grant application.
- Think about who needs to sign off on your project and run your idea by them first.
- Do you need a technology addendum? If so, finish your grant early and send it to Josh Anderson, Executive Director of Technology for approval.

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Grant Application

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Here's our grant application - It's not so scary!

For the Hidden Glen Grant - the Fine Arts Coordinator serves as a reviewer for all art applications, resource duplication, innovation, and ties to the curriculum – so you've got someone in your corner that knows what they are talking about as those tend to be pretty specified.

Think of a great name

Which grant sounds more interesting to you?

Blast off! Engineering for Kids or

STEM Tools for the Classroom

Touring the World through Art or

Building the Art Classroom Library

Tips for a successful grant narrative
Know your audience: For the most part, community representatives who are not educators are deciding whether or not you get funding.
Tell a story: Don't get too caught up in educational language. Just tell the story. Tell us why you need this grant to be funded so that you can change a life.
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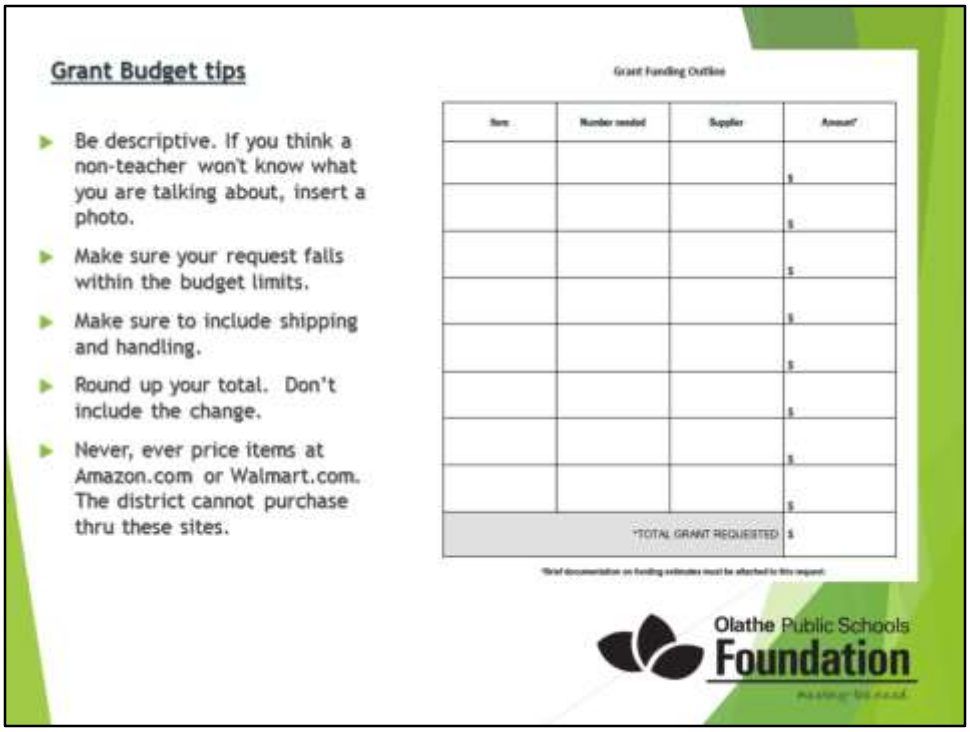
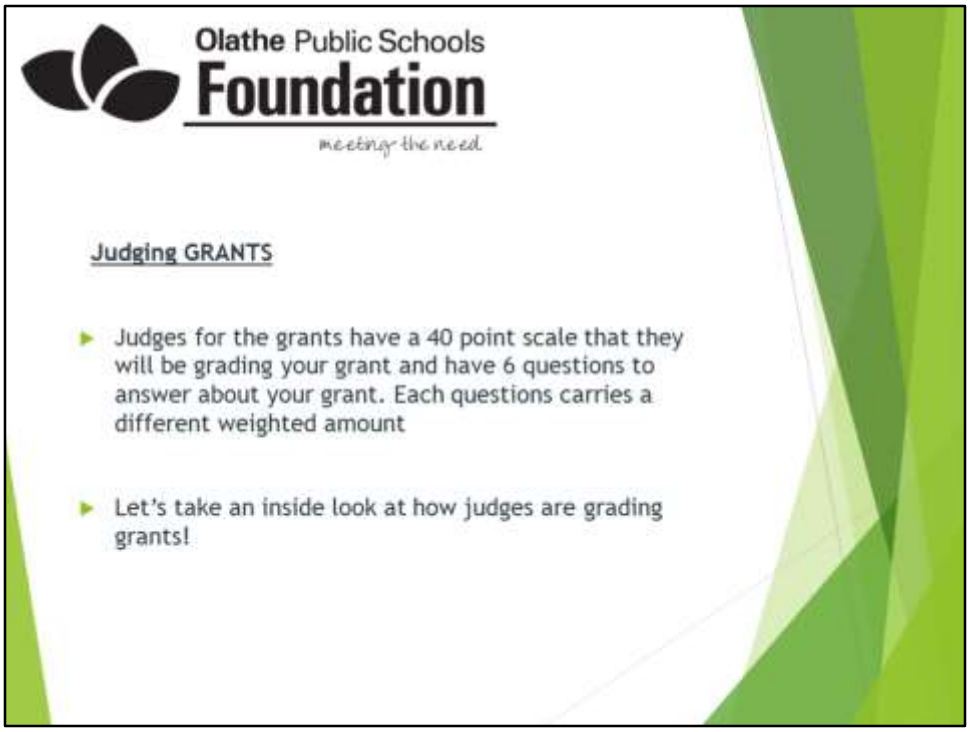


On the next page of the grant application, we have the itemized funding page. Many people will look the items/prices up online, print off the pages and attach them with the filled out itemization. People will do this will products that are hard to explain/explanation doesn't make sense – they 'set a scene' if you will – to the grant committee.



Let's go over these questions

Innovative Grant Evaluation Rubric: 40 Points Possible

1. Grant and needed materials are clearly described. Materials and budget are appropriate. Overall grant goals are clearly described. (5 pts.)
2. Program can be repeated without additional funds. (5 pts.)
3. What new strategy/new approach/new method makes this grant truly innovative? (10 pts.)
4. Grant clearly addresses potential academic impact on individual students. (5 pts.)
5. Grant demonstrates overall academic impact on the targeted population, including number of students/grade levels impacted and the academic areas impacted. (10 pts.)
6. Application provided info that demonstrates how student/program impact will be measured. (5 pts.)

Need-based Grant Evaluation Rubric: 40 Points Possible

1. Grant and needed materials are clearly described. Materials and budget are appropriate. Overall grant goals are clearly described. (5 pts.)
2. Program can be repeated without additional funds. (5 pts)
3. Rate overall need described in this grant. Was this previously funded from other sources? Have other funding options been exhausted? (10 pts.)
4. Grant clearly addresses potential academic impact on individual students. (5 pts.)
5. Grant demonstrates overall academic impact on the targeted population, including number of students/grade levels impacted and the academic areas impacted. (10 pts.)
6. Application provided info that demonstrates how student/program impact will be measured. (5 pts.)

Upon being awarded a grant, two very important pieces to the grant process are the Post Grant Assessment and documenting the grant

The Post Grant Assessment plays an important part in determining whether or not the committee funds grants similar to yours in the future for other teachers. It also helps determine re-awarding teachers for the same grant in future cycles (field trips, etc.).

The pictures are important because they help us market grant opportunities to donors. We have bi-weekly newsletters that go out to donors highlighting what we've done with grant money. Roughly 80% of our grants have been highlighted.

What questions do you have about our grant process?

Let's quick walk through a grant writing process…

OPSF introduced a new initiative in October, 2015!

Anyone familiar with GoFundMe or DonorsChoose?

This program is very similar to both of those initiatives but Fund-A-Need is exclusively for teachers in the Olathe School District.

100% of donations received go towards funding your program.

So what is Fund-A-Need exactly?

Classroom grant requests can be anywhere from $250 - $1,500.

Now who in this room could use $250 - $1,500 for their classroom next year?

While you're unable to request staff stipends or anything that would require district technology approval, this program is designed for teachers to ask for just about anything else.

We've had requests for everything from magazine subscriptions to drones to mascot costumes and snake food. No kidding. The first Fund-A-Need that was fully funded was set up by a Student Naturalist Instructor at ONW who needed $600.00 to help pay for food for the classroom's pet snakes.

The money wasn't in the budget last year so he set up a Fund-A-Need, marketed to the public and his friends and family and got them to supply the cost of food.

Since launching in October, 2015 at our Autumn Breakfast, the Foundation has seen:

Average gift size of $65

Over the last 7 months…

Last month, in celebration of our 20th year of meeting the need in the district, the Foundation offered a $20,000 match to all Fund-A-Need donations. More specifically, the Foundation offered a 1:1 match for every donation received.

This resulted in over $13,000 in donations with an average gift of about $80.00.

We still have nearly $5,000 in matching funds available so if you have a classroom need in mind for next year, now would be a good time to start proactively fundraising since a match is a wonderful incentive to donors to make a gift.

These stats tell us the NEED for this program is there. And we hear you!

Quick overview

Teachers can go on to our website, enter their needs ($250-$1,500). While the Foundation markets the Fund-A-Need program to our constituents, teachers can market their classroom needs through social media and email.

This tool is designed for you to tell your story.

We are aware that sometimes if small things aren't in the budget, you'll go and pay for these items out of your own pocket. This tool creates a window into your classroom to allow donors to see your needs and offers assistance so you have an alternative to spending your own money.

Fund-A-Need enables us to bring our donors directly into your classroom and keep YOUR money in YOUR pocket.

The average amount of time spent on an application was 13 minutes. But, this program may not be for everyone. You must actively advocate for yourself and your program. Some people aren't comfortable doing that.

The grant applications process has been purposefully made easy for both the writer and the reader.

You will first enter your contact information, school and grade level. This information is important because donors can go online and search for grants by school, grade level or subject area.

Catchy titles: “Rulers for Kids” vs. “Measure Our Success”

You have a 350 character limit to provide a description of your students and 500 characters to describe your project/program. Be brief. Be specific.

And remember your audience. Don’t assume your friends and family know teaching acronyms and/or what stability balls can do for students. Explain how these items or materials will enhance learning, if applicable.

And finally, simply explain the need. You have 175 characters, so basically a Tweet, to communicate this need. Use this area to state your case for support. This is where you might get specific about a specific student who could really benefit from the requested materials. What story can you tell to make the donor more inclined to give?

Can be as basic as “my students need pencils and pencils to complete their work in my classroom”, or more elaborate if needed.

I want to really focus on this last point for a minute. This online application cannot be saved once started. We suggest reviewing the application, writing your answers in Word and then cutting and pasting your information when you are ready to submit. Word also provides spellcheck, which is really important. While the Foundation reviews each grant and checks for spelling and punctuation, we can’t guarantee that it will go live error free unless it comes to us that way.

Any questions so far?

If you are requesting a specific item, a picture of this item would be a great choice so donors can see what they're helping to purchase.

We recently had an elementary school music teacher submit a Fund-A-Need for a $350 rug for her students to sit on during class. There were no chairs or risers in this classroom, which happened to be in one of our Title I schools, and this rug would be used so kids didn't have to sit on the floor. The teacher posted a picture of the rug she hoped to purchase and used social media and email to get her friends and family involved and with the match and the Fund-A-Need was funded within the week.

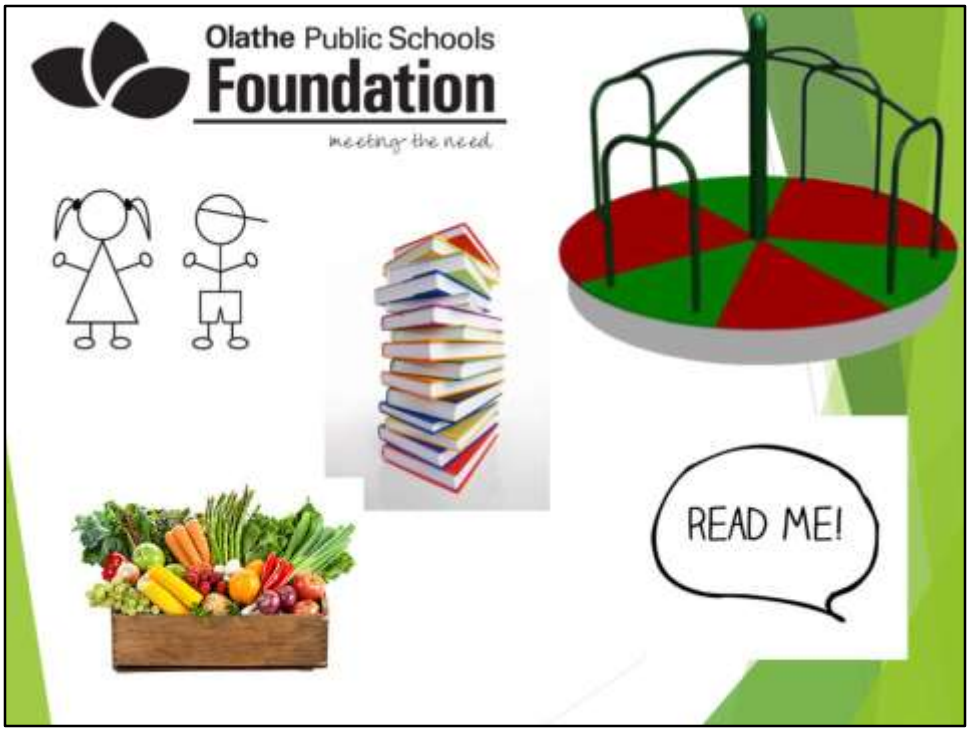
We've all heard the saying, "A picture says 1,000 words". This statement is very true when referring to your Fund-A-Need grant.

Because you have minimal space and text to convince donors to give, the picture you use needs to be very visually impactful.

These are examples of some wonderful pictures we've received along with Fund-A-Need submissions. They are engaging and enhance the grant request story. All of these programs were completely funded.

Rug picture

This picture on the lower left side, for example, was used to promote a grant for supplies in a Textile Design Class at ONW. Students would use the materials to sew dresses and those dresses were then sent to an organization called "Dresses for Africa" which helps clothe young girls in Africa who have no resources for clothing.

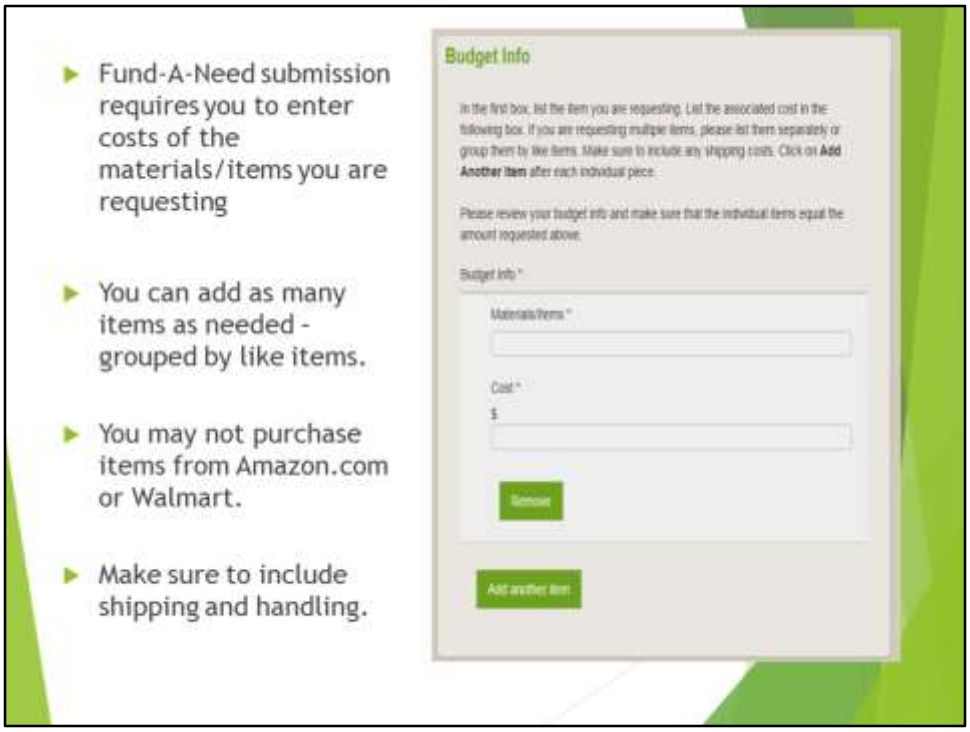


Donors LOVE pictures of kids. If you're not inclined to use an images from your classroom or of your kids, there are PLENTY of images available online that can be used.

Some images found online are better than others. Here are a few that miss the opportunity to tell the grant story.

Instead of this stack of books to request replacement books, show donors how haggard your old books. Maybe take it a step further and have your kids holding the old books that need replacements.

Instead of this box of veggies, show a picture of the indoor gardening boxes you hope to purchase with grant money. Instead of stick kids, use pictures of real kids. Instead of a read me bubble, show pictures of kids reading.



If you're asking donors for multiple items, it's best that you break out those costs for donors.

We recently funded a "Movement Motivated Classroom" grant for nearly $1,400 for a teacher to purchase stability balls, exercise peddlers, wobble seats, etc. to give students an energy outlet so they can keep focused on learning. This Fund-A-Need requested 31 total items that were grouped together into eight budget line items.

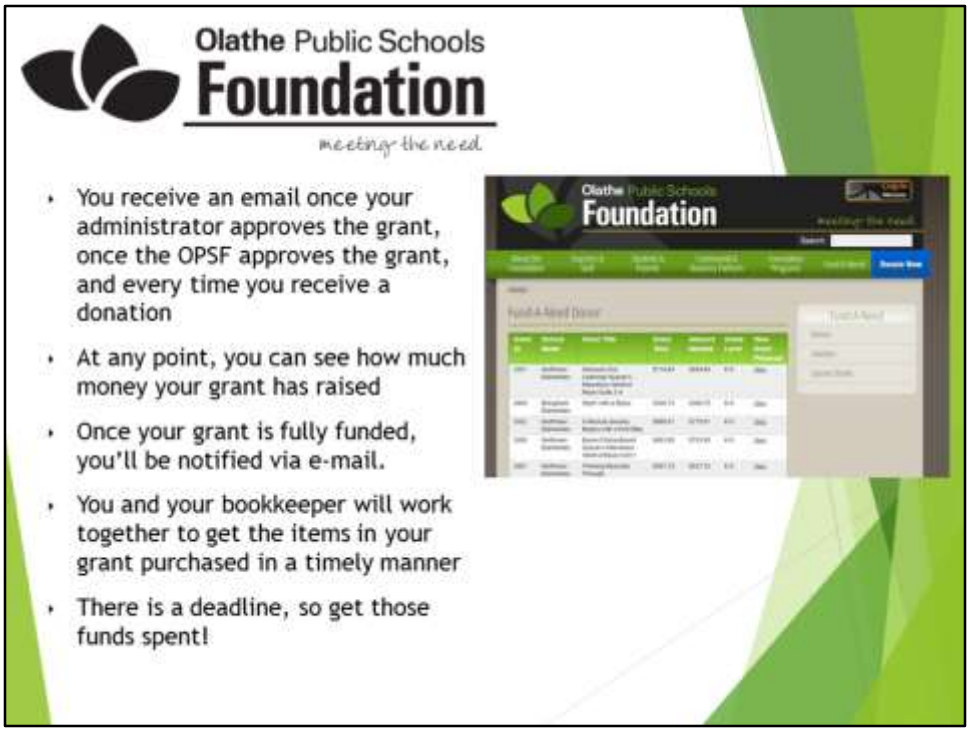
Donors saw exactly what their money was going to help purchased and it was funded within 10 days.

Most teachers search costs on the Internet. Don't spend a lot of time trying to find the cheapest option. And as Cindy mentioned earlier, don't shop on Amazon as we can't get around the sales tax issue so we can't purchase these.

Don't forget to include shipping costs! In several Fund-A-Need programs, shipping has been up to $50. The district will not cover this cost for you so if you under-ask, you may not be fully funded. We don't want you to have to come out-of-pocket so be sure to do your research on budget.

Feel free to break out the shipping cost as a separate budget item or include it within the cost of the item you're wanting to purchase.

Any questions about Fund-A-Need budgets?



As soon as you hit “Submit Grant” your grant will be sent to your schools administrator for review.

Administrator approval is required before your grant can go live.

With the email you provided, uou are in THE KNOW every step of the way

If you don’t get an email that your grant has been approved by your administrator, contact them directly. Have them check the “clutter” file in Outlook.

Once the grant is funded it will be moved to the “Success Stories” portion of our website.

I encourage you to visit the Success Stories portion of the site to see what grants have been funded and the language they used to properly communicate their classroom need.

Don't wait! Once your grant goes live, start informing your friends and family about the opportunity to get involved and help! Let them know what your goal is, when you hope to reach it and how you hope to reach it. Teachers that passionately engage their friends and family through social media and email are far more successful than those that do not.

While we do our due diligence to inform Foundation supporters about the Fund-A-Need program and some faithful Foundation donors do come to the site to search Fund-A-Need grants to support, MOST donors are DRIVEN to the site. Don't expect your grant to get funded by donors who stop by the site. We often have over 40 grants available for funding at all times…that's a lot of competition.

Some grants will be funded in two days. Others can take up to a year. Plan to post on social media more than once. Two weeks after your initial post, post an update and ask for continued support. Tell them how much you've raised so far. If you choose to make a donation to get things started, TELL your friends and family you've done so and ask them to join you in supporting your grant. Let them know their donation is tax deductible.

Let them know when you've been successful so donors can share in that success. A donor who feels appropriately thanked is much more likely to make additional donations in the future. Should you have additional classroom needs in the future, you'll likely be going back to the same people so it's important they feel properly thanked.

Your donors will receive thank you letters from our office.

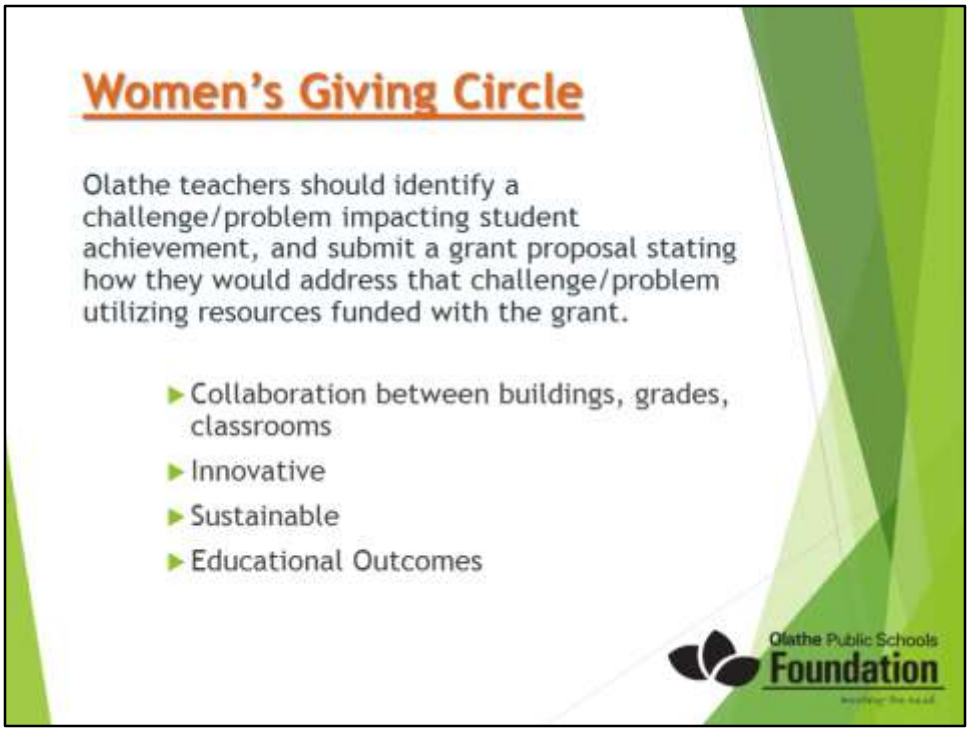
Questions?

Olathe Public Schools Foundation Women's Giving Circle

Amazing things happen when women come together for an important purpose.

OPSF Women's Giving Circle

100 Women donate $100 twice a year to grant out $10,000 grants.


Women's Giving Circle
Olathe teachers should identify a challenge/problem impacting student achievement, and submit a grant proposal stating how they would address that challenge/problem utilizing resources funded with the grant.
Collaboration between buildings, grades, classrooms
Innovative
Sustainable
Educational Outcomes
Olathe Public Schools
Foundation

Fall, 2016 Cycle
Focus was on Student Need
$10,000
Spring, 2016 Cycle
Focus is on Innovation
$15,000

Where else can I find $$$ for my classroom?

- Parent Teacher Organization
- Your School's Business Partners
- Your School's Community Partners
- Your School's Faith-based Partners
- Walmart Stores
- Private Foundations

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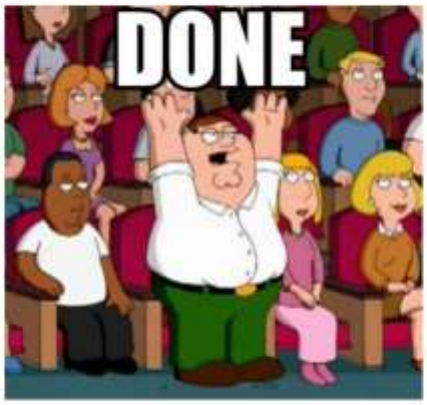
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