



LESSON 10A1: SAMPLE MENU OF PROJECTS TO BE FUNDED

The below is adapted from an actual foundation fundraising outreach plan, and is an example of what a “menu” of possible programs for which to seek funding might look like.

TO: XXXXXXXX XXXXXXXX, Executive Director, ORG XYZ

FROM: XXXXXXXXXXXX XXXXXXXXXXXX, Development Consultant

DATE: February XX, 2018

RE: Menu of projects for which to seek funding

This outreach plan for foundation fundraising concentrates primarily on the programs and enhancements described below. Future iterations of the plan may include requests for general operating expenses. (One request for general operating expenses in the amount of \$X is currently pending before FUNDER A.) For now, proposals will concentrate on one or more of the programs/enhancements listed below, with the first four programs/enhancements being the highest priority:

1

Permanency Roundtables

ORG XYZ seeks to transfer its expertise in guiding and implementing the PROGRAM ABC to the separate but in some ways similar concept of permanency roundtables. The permanency roundtables will be operated in conjunction with PARTNER and participating case management agencies. Roundtables will focus on youth who are likely to age out of the system and would be specific to the issue of permanency. During the two-hour process, five or six structured questions will be used to guide parties and participants in generating ideas for how to connect the young person in question to supportive adults and crucial resources. ORG XYZ will act as facilitator.

Timeline: Priority as ORG XYZ will be conducting PRTs beginning in March.

Anticipated budget: \$XX,XXX, for one FTE position, and part-time equivalent.

Current/past/pending funders: N/A – new project. An application for \$XX,XXX to cover salaries is currently pending before FUNDER B. On the basis of a pre-proposal submitted by ORG XYZ in January 2014, the FUNDER C Foundation also invited ORG XYZ to submit a

full proposal for \$XX,XXX, due April 1, 2018. Likewise, FUNDER D Foundation granted ORG XYZ's request, via letter of inquiry, to submit a full application, which is due on April

4, 2018 (postmarked). Lastly, FUNDER E Foundation accepted ORG XYZ's pre-proposal to its FUNDING OPP PROGRAM with a request for \$XX,XXX; the full application is now due on April 17, 2018.

KEY PARTNER ORG is providing training and technical support for the Permanency Roundtables, which are run by the lead agencies in each area. In GEOGRAPHIC AREA A, the lead agency is AGENCY EDF. The case management agencies that AGENCY EDF oversees have permanency staffings, but they're not enough. The model calls for a facilitator who is not involved in the case, which is a role that ORG XYZ is well-equipped to play.

2

Peer Resolution Panel

The Peer Resolution Panel – developed by ORG XYZ in partnership with AGENCY EDF – is an alternative dispute resolution process through which young adults participating in PROGRAM Y can address disputes over financial benefits and program services. In addition to resolving disputes, the Peer Resolution Panel Program is designed to empower, teach and support young adults to be their own advocates in getting the support they need to achieve their personal goals. The Peer Resolution Panel is based on concepts that have been tested and evaluated in Teen Courts and Youth Courts and that demonstrated positive outcomes for both the peer panelists and the youth bringing disputes. Positive outcomes include increased self-esteem, the ability to make more thoughtful decisions, and improved attitudes towards authority.

Timeline: TBD. The goal is to secure up to three years of committed funding from individuals, corporations, and private foundations before fully operationalizing the program. The Peer Resolution Panel idea, while high priority, is currently on hold pending more direction from STATE ENTITY how STATE ENTITY disbursements will operate.

Anticipated budget: \$XXX,XXX annually, which includes 1.5 FTE salaries.

Current/past/pending funders: ORG XYZ expects that PARTNER A will contribute seed money.

3

Independent Living Project

This project would enhance ORG XYZ's existing programming in two ways: 1) by building into the existing process questions and assessments to help youth access necessary resources, and 2) by providing youth with a peer advocate who will encourage that youth's participation in the review process. The goal is to respond to the unique needs of foster youth while gathering information that will enable ORG XYZ to effectively advocate for system-wide changes when necessary.

Timeline: NEW STATE LAW goes into effect on January 1, 2014. Ideally, this enhancement would be operational by that time or as soon as possible thereafter.

Anticipated budget: \$XX,XXX, which includes \$XX,XXX for a part-time peer advocate, plus funds to pay for the time of existing staff in developing new protocols. Some funds would also go toward new staff and volunteer trainings specific to this age group.

Current/past/pending funders: The XXXX Foundation provided \$XX,XXX for the similar MNO enhancement. MNO covered a different age group, but was also designed to ensure the participation and support of youth aging out of the system. The FUNDING PROGRAM of the FOUNDATION YYY also provided \$XX,XXX in 2011 for the prior independent living reviews. ORG XYZ was invited to submit a proposal to ABC Foundation; the proposal for \$XX,XXX was submitted on March 10, 2020 and is currently pending.

4

Teen Health Initiative

Unplanned pregnancy and STIs among foster youth are a critical national and community problem. Recognizing this crisis among foster youth, the COUNCIL EFG and CAMPAIGN HJK developed an infocard containing specific questions to be asked during the case review process. ORG XYZ's program uses portions of this infocard to determine whether effective health education is being provided to each youth. The goal is to ensure that youth have access to necessary health care, and that they receive appropriate tools to make good health decisions.

Timeline: This enhancement to the ORG XYZ's program is already underway, but additional funds are needed to ensure continuation of the peer advocate component (to encourage youth participation in the reviews) and the volunteer advocacy component (to communicate directly with the case management agencies to ensure timely implementation of the program recommendations).

Anticipated budget: Approximately \$XX,XXX, including \$XX,XXX for a part-time peer advocate, along with funds to support the Program Director's work in training and supervising the peer advocate and volunteers.

Current/past/pending funders: No current funders. An application for \$XX,XXX to go toward the peer advocate and Program Director salaries is currently pending with SMALL FOUNDATION. We anticipate submitting a letter of inquiry (LOI) by April 15, 2021 to the MEDIUM FOUNDATION for an amount yet to be determined; funding from that foundation may be a long shot but is worth an LOI. Last year, a pre-application was submitted for this to the COMMUNITY FOUNDATION PROGRAM, but ORG XYZ was not invited to submit a full application.

5

Third Party Quality Assurance Reviews of Family Preservation Services (FPS)

ORG XYZ proposes to conduct Third Party Quality Assurance Reviews of the practices and outcomes for families and children served by the AGENCY ABC's FPS program. The proposed multi-phase project is intended to determine the level of fidelity to the intervention by the subcontracted providers, the use of safety and risk tools by the providers, the level of oversight provided by AGENCY ABC, the front-end work of the STATE OVERSIGHT WORKERS, the experience of families served by the program, and the long-term outcomes for a sample of families served by the program. The goal is to ensure the best possible outcomes for children in the approximately 150 families served by the program each month.

Timeline: One year, with dates TBD pending contract execution.

Anticipated budget: \$XX,XXX

Current/past/pending funders: A contract with AGENCY ABC is currently being negotiated.

6

Policy Advocacy Initiative

This initiative will harness the power of the ORG XYZ's program by engaging and training volunteers to take the lessons they have learned "in the trenches" to reach out to policymakers in the state legislature. ORG XYZ will collaborate with INDIVIDUAL A to develop and implement this Initiative. INDIVIDUAL A is the founder of FGH Institute and a seasoned policy expert and advocate who served as President of ADVOCACY ORG for 25 years. Under INDIVIDUAL A's guidance, ORG XYZ will educate its volunteers concerning their power to effect change, and then recruit and train volunteers for

advocacy. ORG XYZ will develop legislative talking points, issue action alerts, and engage in other strategies to communicate more – and more effectively – with legislators. Along with ORG XYZ’s staff, volunteers will meet with legislators in-district and at the state capitol. Project goals are to increase citizen advocacy and achieve progress on key policy changes and budget investments that benefit maltreated children and youth.

Timeline: Now through May 2018

Anticipated budget: \$XX,XXX

Current/past/pending funders: ORG XYZ sought \$XX,XXX from FAMILY FOUNDATION, though that amount will not cover full project costs. ORG XYZ received \$XX,XXX from ANOTHER FAMILY FOUNDATION. EXECUTIVE DIRECTOR met with them in January to determine whether they would be willing to extend their support to the full \$XX,XXX and they were not inclined to do so at that point. Further funding sources will be sought.

The following are additional funding opportunities for which support is not actively being sought, but which should be kept in mind should a good fit arise. This section, like the above, is subject to frequent change given that this is a working document.

- **Improving Experiences for Youth in Foster Care** – \$XX,XXX by COMMUNITY FOUNDATION for [GRANT PERIOD]..
- **Transitioning Youth with Disabilities** – \$XX,XXX by COMMUNITY FOUNDATION PROGRAM; \$XX,XXX by anonymous donor; and another \$XX,XXX by that same donor for TIME PERIOD.