



Preliminary Outline:

I. Welcome & Warm-Up: “Where Are You Starting From?” (1:00–1:15)

- Quick poll/mentimeter: “What is your experience with grants?”
- Pair-share: “What brought you here today?”
- Overview of workshop goals and what foundation funders care most about

II. Foundation Funding 101 for Colleges of Education (1:15–1:35)

- Why foundations are different from federal agencies
- Types of foundations: family, corporate, community, national
- How funding priorities are shifting for educator preparation programs
- Red flags and green flags in funder alignment (interactive)

III. Where to Look: Finding Opportunities & Building Relationships (1:35–2:00)

- How to find funders
- “Unusual places to look”:
 - Local/regional community foundations
 - Corporate CSR programs in healthcare, tech, and regional employers
 - Faith-based funders
 - Family foundations in donors’ hometowns
 - Alumni-connected family philanthropy
- How to warm up a cold lead: scripts, email templates, and conversation starters
- Break into triads: Brainstorm a list of allies to engage potential funders for your idea

IV. Mini Case Study: What Makes a Strong Foundation Proposal? (2:00–2:20)

- Walk through a real (anonymized) foundation proposal excerpt:
 - What works?
 - What weakens it?
- Pair work: Rewrite a paragraph

Break (2:20–2:30)

V. Turning Ideas Into Fundable Proposals (2:30–3:00)

- Bring your “homework” idea → shape it using a simple template
- Live coaching: 2–3 volunteers share their concept for rapid feedback

VI. Budgets, Sustainability & Institutional Reality (3:00–3:20)

- How to build a simple, realistic foundation budget
- What foundations want to see in sustainability (it’s not what people think)
- What to do when your institution is thinly staffed or unsupported
- Guidance for faculty with minimal release time

VII. Practical Next Steps & Q&A (3:20–4:00)

- “Your First 90 Days” grants action plan
- How to keep momentum post-conference
- Tools, databases, and relationship-building routines that fit busy schedules
- Open Q&A