Housekeeping

This webinar is being recorded and will be sent out to all registrants. We'll also upload it to YouTube.

Have questions? Post them in chat and we'll address them during the Q&A portion of the webinar!

Please ensure that your chat is set to "everyone."

We're here to learn together. Please do not use the chat function to promote products or services for purchase.

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Speakers

Sindy Dawkins-Schade Executive Director
SHADES of Development

Nikki Gillani
School Partnerships Manager
Afterschool for Children and Teens Coalition

Tiyana Glenn
Project Manager
Afterschool Alliance

Erik Peterson
Senior VP of Policy
Afterschool Alliance

Securing Funding and Long-Term Sustainability

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Sustainable Afterschool

Braided funding is a viable sustainability solution to increasing afterschool access for all students in the current climate of high costs and limited workforce barriers.

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Who We Are

SHADES of Development provides afterschool and summer programming for students in PreK-8th grade. Our mission is to empower kids with skills for life through an adventure learning approach that embeds academic skills in creative arts, STEM, and healthy lifestyle experiences.

Safe
Healthy
Adventures
Developing
Essential
Skills

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We Serve

SHADES of Development provides students with academic support and durable skills embedded in real-world applications, while supporting parents' ability to be gainfully employed.

1,093	**712**	**246**	**90**
Students per year	Students per day	21st CCLC students	LEAP students

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Our Staff

Site Directors work directly with staff, parents, and students during program hours each day. Assistant Directors and 3rd In Command staff work directly with students and parents daily and are typically counted in ratios. All of our locations are DHS or DOE child care licensed/certified.

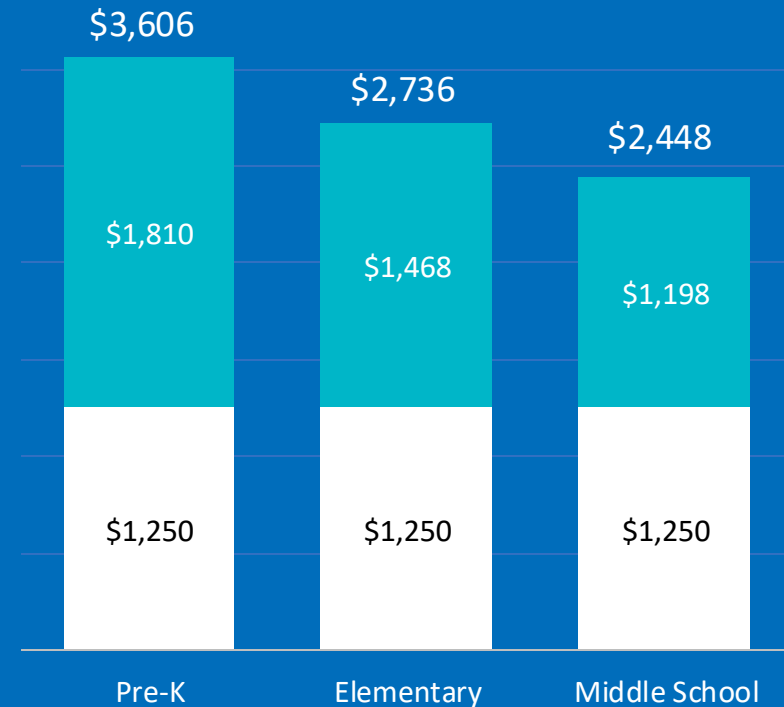| **5**	**13**	**13**	**13**	**65**
Full-time Central Office Team Members	Full-time Site Directors -- Bachelor's Degree or Higher	Part-time Assistant Directors – Bachelor's Degree or Higher	Part-time 3rd in Command -- Associate Degree or Higher	Part-time direct service staff - High School Diploma thru Master's Degree

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Cost of Afterschool

The graph illustrates the true cost of afterschool services for SHADES of Development per child per year based on age served. Summer services are not included in this graph.

21st CCLC and LEAPS afterschool funding in Tennessee is a reimbursement model. Per student allocation reduced from $1,500 per child to $1,250 per child in 2024.

$3,606
$1,810
$1,250
Pre-K

$2,736
$1,468
$1,250
Elementary

$2,448
$1,198
$1,250
Middle School

■ Federal & State Allocation per child per year   ■ Gap in Funding

Securing Funding and Long-Term Sustainability

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Community-Based Organizations Deliver

Not all afterschool program delivery costs are equal

Facility Related Costs
- Rent
- Building maintenance
- Security
- Insurance
- Internet/Phone
- Photocopies

Staff Related Costs
- Recruiting
- Drug testing
- On-boarding
- Pre-employment and ongoing training benefits

The LEA Advantage

Many LEAs provide cost relief for afterschool programs such as rent, insurance, technology, staff benefits, training and onboarding of school day staff working in the afterschool program. LEAs may also have more buying power and budget variance flexibility than local non-profit community based agencies.

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The Opportunity

1 Federal, State, Local, and Foundation Grants and Funding

2 Child Care Development Block Grant Funding

3 Tuition-based programs based on the fair market value of services provided paired with a sliding scale

3rd

2nd

1st

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How It Works

Braided Funding

Parent Fee w/Sliding Scale

21st CCLC & Other Grants

CCDBG Funding

Sustainability

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How It Works

General Ledger Set Up

GL Codes are set up to track revenue and expenses for each funding source.

Meticulous Tracking and Recording

Revenue and expenses must be assigned to specific staff, materials, and other costs.

Monitoring and Compliance

Regular financial reports and data reviews must occur to ensure goals are met within the framework and expectations outlined.

CCDBG Voucher and CACFP Revenue			Non-Grant Funded Expenses			21st Century Funded Expenses		
Government Revenue			Operational Expenses (Continued)			21st Century Expenses		
4000.30	Tuition - Agency		5015.00	Phone (Continued)		5700.00	21st Century Salaries Paid (116)	
	New Hopewell	0002		Fair Garden	0003		Fair Garden	0003
	Fair Garden	0003		Powell	0004		Karns	0007
	Powell	0004		Brickey	0005		Sunnyview Primary	0008
	Brickey	0005		Mount Olive	0006		Cedar Bluff PreK - FKA SEH	0009
	Mount Olive	0006		Karns	0007		Ft. Sanders Developmental Center	0010
	Karns	0007						

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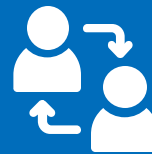
Sustainability Themes in Illinois

Challenges

- Inconsistent funding (21st CCLC, ASP, Teen REACH, RPSA)

- SEA and state agency priorities (ECE vs School Age)

- Staff turnover

- LEA support

- Landscape in urban vs. rural areas

Funding Models (current)

- Mixed funding
  - Highly grant dependent

- Fee for service–limited

- State investment directed at LEAs

Policy Changes

- RFP language changes (21st CCLC; ASP)

- Transparency and communication

- State funding for OST

- Timelines

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Sustainability Themes in Illinois

Opportunities

- Collaboration/p artnerships
- Leveraging State Network

Innovative Strategies

- Collaborative grant applications
- Local business sponsors
- Integrate OST into school day budget

Advocacy Strategies

- Advisory councils
  - Coalition members
- Public Comment (SEA and local board meetings)
- Family/comm. engagement
- Town Hall meetings
- Meetings with elected officials

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ACT Now SPEAR

Funding Profiles

This site features pages dedicated to various funding opportunities. Select a area of interest to learn more about these opportunities, funding eligibility, and how to apply!

Community and Economic Development

Education and School-Based Funding

Environmental and Technological Advances

Health and Well-Being

Social and Cultural Engagement

Special Populations Support

After selecting a content area, a summary page will appear with a description of the content area and links to each funding profile within that interest area.

Securing Funding and Long-Term Sustainability

Funding profiles are categorized by content area for easy navigation and quick identification.

COMMUNITY AND ECONOMIC DEVELOPMENT

Community and economic development funding plays a pivotal role in revitalizing neighborhoods, fostering economic growth, and enhancing the quality of life for residents. This funding is sourced from federal, state, local governments, and private sectors and supports a variety of projects, including infrastructure improvements, affordable housing, job creation, small business support, and community services.

Manufacturing, Engineering, Technology and Trades Grant

TANF Community Resource Development Program

Workforce Pathways for Youth

Name of Funding Opportunity

Administrating Entity

Brief Description of Project

Eligibility Requirements

Tips for a Strong Application

Link to Funding Page

Application Activity Status

Workforce Pathways for Youth

The Workforce Pathways for Youth program is a **three-year** grant opportunity that provides funding to organizations that develop and implement career development programs for underserved and at-risk youth. This initiative aims to equip young people with the necessary skills and experiences to successfully enter and navigate the workforce. The focus is on creating opportunities in high-demand industries, providing mentorship, and facilitating hands-on training experiences that can lead to sustainable employment. By integrating educational achievements with practical job skills training, the program seeks to bridge the gap between youth and emerging job markets, fostering economic independence and long-term career success for participants. This funding opportunity is essential for organizations dedicated to improving the employment prospects of young individuals who face significant barriers to job entry.

GRANT ELIGIBILITY

Applicants must be a national OST non-profit (501(c)(3)) organization, that proposes to serve youth that have been historically underserved and marginalized, and that has affiliates operating in at least three states.

Learn More >

WHAT DOES A STRONG APPLICATION LOOK LIKE?

Applications should describe approaches to integrate curricula for long-term, sustainable implementation for age-appropriate workforce readiness programming. Emphasize organizational history with external partners, including organizations involved in administering the workforce development system, employer partners, industry/trade associations, labor union/labor-management organizations, and State or Local Education Agency (including high schools and school districts) or an alternative education program.

STATUS

Applications for this grant opportunity are currently **closed**. However, those interested should check for updates on future funding opportunities.

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SPEAR is intended to be a comprehensive sustainability tool for providers. It's not just about finding funding!
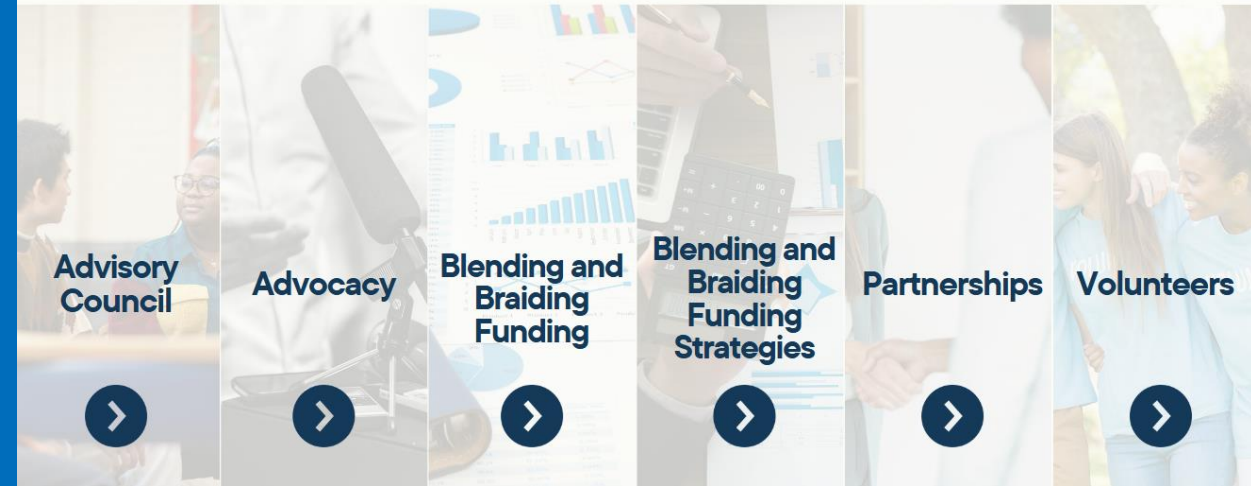
Programmatic sustainability mechanisms

- Ways to build capacity and infrastructure
- Engaging community partners
- Creative spending

Grant writing resources

- Grant writing professional development workshop
- Templates and resources

Sustainability Practices

Advisory Council

Advocacy

Blending and Braiding Funding

Blending and Braiding Funding Strategies

Partnerships

Volunteers

Grant Writing Resources

Having strong grant writing skills is crucial for securing funding by aligning your organization's goals with funder's objectives and effectively communicating your ideas. Mastering grant writing increases your chances of receiving financial support to advance your mission. Our resources, including an asynchronous workshop, templates, and capacity0building materials, equip you to craft compelling proposals that stand out in the competitive funding landscape, outlining your needs and demonstrating the impact of funding on your projects persuasively.

Asset Mapping →

Capacity Building Website →

Grant Writing Series →

Memorandum of Understanding →

Needs Assessment →

Logic Model →

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Securing Funding and Long-Term Sustainability

Preparing an Advocacy Action Plan

- Develop your goals
- Determine your targets
- Think through potential partners
- Identify your tactics
- Craft your messaging
- Implement your plan!

Develop Goals

As goals, this could look like:

"By the end of this campaign, we'll have raised $5,000 to go toward our field trip."

OR...

"By the end of this campaign, 5 community partners will have donated school supplies for our program."

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Determine Targets

Who holds the power to make the change you seek?

Federal

- U.S. Representatives
- U.S. Senators
  - Get in touch with Congress: 3to6.co/congress

Local

- City Councilmembers
- Mayors
- Local Education Agencies (LEAs)
- State Education Agencies (SEAs)
  - State Education Department
  - State Board of Education
- School Leaders

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Partnerships

Many voices are louder than one! Who else in your community supports kids, working parents, and afterschool?

Consider

- Your Afterschool State Network
- Other afterschool programs
- Parent Organizations/Parent Teacher Organizations

- School leaders/principals
- Local businesses
- Students/Student advocate groups

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