



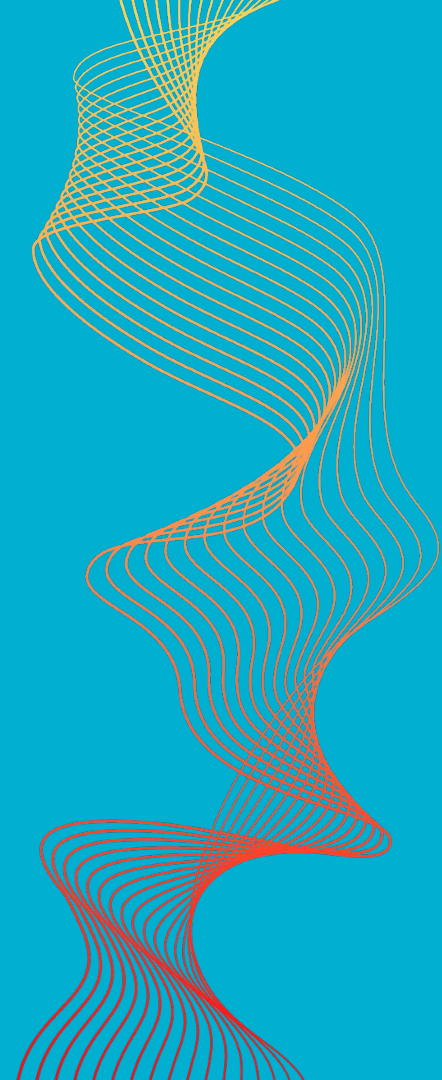
**Development Report
11/15/2023 to
CSCE Board of Directors**



Effective School Engagement

This presentation and report is about the Development work at CSCE. This work involves re-engaging the strong relationships CSCE had with private foundations, engaging current families in the school community and reviews our ongoing efforts to raise funds.

Development work at schools raises resources, financial and other resources, and contributes to overall mission driven Advancement efforts.





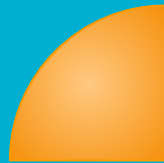
Relationships with Private Foundations

01

Shared vision with private foundations is essential for success. Private foundation relationships are interpersonal and based on trust. They become partners invested emotionally and financially with the mission of the school.

02

My ongoing work has been to find the broken relationships by emailing, filling in online website forms, making phone calls and setting up meetings. I have started the reconnection process with three of our major donors/partners.



CSCE's Major Donors- In Process

Quest

Foundation

\$25,000 Last Gift
1/1/2022

\$35,000 Largest Gift

\$178,351 Lifetime

7 Number of Gifts

Kenneth Rainin
Foundation

\$5,000 Last Gift
6/9/2021

\$25,000 Largest Gift

\$77,788 Lifetime

4 Number of Gifts

Irene Scully
Foundation

\$35,000 Last Gift
1/1/2022

\$35,000 Largest Gift

\$275,000 Lifetime

10 Number of Gifts

The Good News:

Read-a-Thon = Community Involvement and initiating fundraising efforts - \$1,797.00
100% Board Giving

Giving Tuesday happening now:
Teacher newsletters, FB and IG,

Texts to Community to support fundraising

Re-establishing connections with previous funders and creating new connections.

Applying for large state grants
\$750,000 paid out over 2 or 3 years.



Grant Management Tool: Instrumentl

- 01** Finds relevant grants, secures more funding, effortlessly manages calendars, and saves time by targeting funders.
- 02** Instrumentl automatically sends reminder of upcoming deadlines, and makes managing documents, statuses, awards, and payments easy to track. Putting this system in place means not being dependant on an employee and makes the work an ongoing system of CSCE.

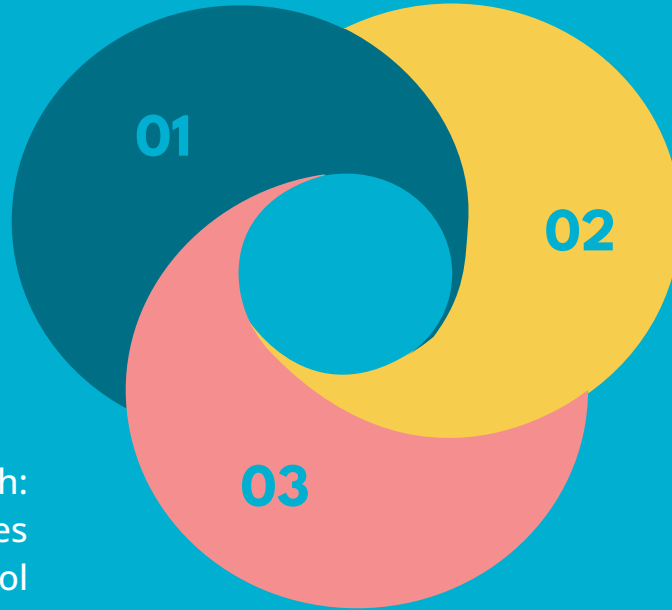
▶ Admission Process as a Learning Opportunity in Supporting Advancement

- Helping families find their place in our school
- Volunteer culture, community values, school festivals and traditions
- Serving on the board and financial commitment
- Meaning and Belonging



Enrollment & Family Decision-Making

What do families see when they go on a CSCE tour?



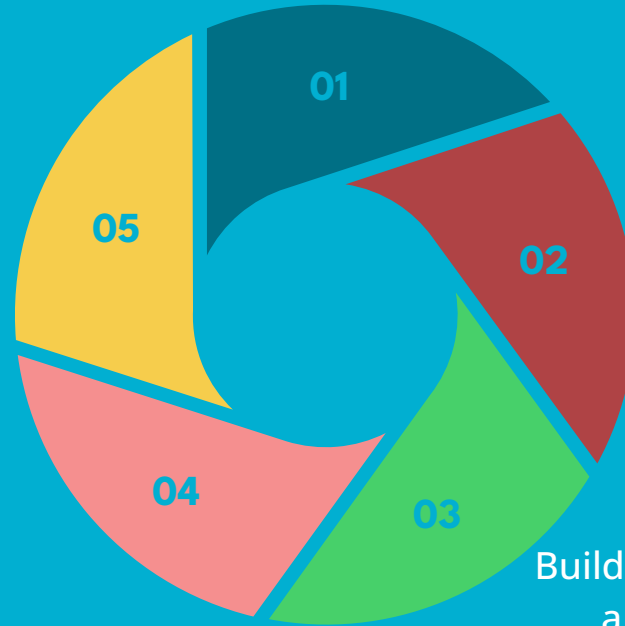
What choices do families make when deciding on a school?

The power of word-of-mouth: families bringing other families to our school

Lifecycle of School Engagement

Arrival into Alumni
Association:
maintaining
connections with
CSCE

Departure:
Graduating or
moving from
CSCE



Attraction (Stage 1): the first time someone hears about our school

Admissions (Stage 2): applying to join the community

Building friendships and progressing through subsequent grades and stages