



## Navigator Schools

### Development Committee Meeting

---

#### Date and Time

Thursday April 24, 2025 at 4:00 PM PDT

#### Location

Laura Marco is inviting you to a scheduled Zoom meeting.

Topic: Development Committee Meeting

Time: Apr 24, 2025 04:00 PM Pacific Time (US and Canada)

Join Zoom Meeting

<https://navigatorschools.zoom.us/j/96123797331?pwd=SdiaXPuAi4NeHio4fD2PRqtMXOrYUw.1>

Meeting ID: 961 2379 7331

Passcode: 099013

---

This meeting will be held in compliance with modified Brown Act requirements as outlined in Executive Order [N-25-20](#).

Individuals in need of a disability-related accommodation, modification, or auxiliary aid/service, should direct requests [via e-mail](#) to Ami Ortiz, Director of Compliance & Operations.

Join Zoom Meeting

<https://navigatorschools.zoom.us/j/96123797331?pwd=SdiaXPuAi4NeHio4fD2PRqtMXOrYUw.1>

---



	Purpose	Presenter	Time
<b>E.</b>	Recap of Goals & Assignments	Shun Dorsey	5 m
	Shun Dorsey, Staff Lead and Development Officer of Navigator Schools, will review action items from the last committee meeting.		
<b>F.</b>	Public Comments	Chuck Daggs	1 m
	The Committee Chair will review requests for public comments (if any).		
<b>II.</b>	<b>Development</b>		<b>4:14 PM</b>
<b>A.</b>	Dashboard and Metrics Update	Discuss Shun Dorsey	10 m
	The Committee will review the Dashboard Metrics and provide input.		
<b>B.</b>	Committee Review and Approval of the 2025-26 Fundraising Goals	Vote Shun Dorsey	25 m
	The Committee will vote on the approval of the fundraising goals for the 2025-26 school year.		
<b>C.</b>	Board Engagement	Discuss Shun Dorsey	10 m
	The Committee will review and comment on the Fundraising Playbook.		
<b>D.</b>	Navigator Scholars Enrichment Fund (NSEF) Development Update	Discuss Shun Dorsey	30 m
	Shun Dorsey, Staff Lead and Development Officer of Navigator Schools, will provide an update on the NSEF development work and engage the Committee in a discussion of the development of an NSEF Advisory Board.		
<b>III.</b>	<b>Closing Items</b>		<b>5:29 PM</b>
<b>A.</b>	Adjourn Meeting	Vote Chuck Daggs	1 m
	Members will vote on the approval of meeting adjournment.		

# Coversheet

## Approve Minutes from Prior Meeting

<b>Section:</b>	I. Opening Items
<b>Item:</b>	C. Approve Minutes from Prior Meeting
<b>Purpose:</b>	Approve Minutes
<b>Submitted by:</b>	
<b>Related Material:</b>	Minutes for Development Committee Meeting on January 17, 2025



DRAFT



## Navigator Schools

### Minutes

#### Development Committee Meeting

---

##### Date and Time

Friday January 17, 2025 at 11:00 AM

##### Location

Laura Marco is inviting you to a scheduled Zoom meeting.

Topic: Development Committee Meeting

Time: Jan 17, 2025 11:00 AM Pacific Time (US and Canada)

Join Zoom Meeting

[https://navigatorschools.zoom.us/j/99963431244?](https://navigatorschools.zoom.us/j/99963431244?pwd=lcJQnUralmxamcNbGZgoagC6WA0jDU.1)

[pwd=lcJQnUralmxamcNbGZgoagC6WA0jDU.1](https://navigatorschools.zoom.us/j/99963431244?pwd=lcJQnUralmxamcNbGZgoagC6WA0jDU.1)

Meeting ID: 999 6343 1244

Passcode: 446882

---

One tap mobile

+13017158592,,99963431244#,,,,\*446882# US (Washington DC)

+13052241968,,99963431244#,,,,\*446882# US

---

Dial by your location

• +1 301 715 8592 US (Washington DC)

• +1 312 626 6799 US (Chicago)

• +1 646 876 9923 US (New York)

• +1 669 900 6833 US (San Jose)

---

- +1 253 215 8782 US (Tacoma)
- +1 346 248 7799 US (Houston)

Meeting ID: 999 6343 1244

Passcode: 446882

Find your local number: <https://navigatorschools.zoom.us/j/abQ7j7BrvF>

---

This meeting will be held in compliance with modified Brown Act requirements as outlined in Executive Order [N-25-20](#).

Individuals in need of a disability-related accommodation, modification, or auxiliary aid/service, should direct requests [via e-mail](#) to Ami Ortiz, Director of Compliance & Operations.

Laura Marco is inviting you to a scheduled Zoom meeting.

Topic: Development Committee Meeting

Time: Jan 17, 2025 11:00 AM Pacific Time (US and Canada)

Join Zoom Meeting

[https://navigatorschools.zoom.us/j/99963431244?](https://navigatorschools.zoom.us/j/99963431244?pwd=lcJQnUralmxamcNbGZgoagC6WA0jDU.1)  
[pwd=lcJQnUralmxamcNbGZgoagC6WA0jDU.1](https://navigatorschools.zoom.us/j/99963431244?pwd=lcJQnUralmxamcNbGZgoagC6WA0jDU.1)

Meeting ID: 999 6343 1244

Passcode: 446882

---

One tap mobile

+13017158592,,99963431244#,,,,\*446882# US (Washington DC)

+13052241968,,99963431244#,,,,\*446882# US

---

Dial by your location

• +1 301 715 8592 US (Washington DC)

• +1 312 626 6799 US (Chicago)

• +1 646 876 9923 US (New York)

• +1 669 900 6833 US (San Jose)

• +1 253 215 8782 US (Tacoma)

• +1 346 248 7799 US (Houston)

Meeting ID: 999 6343 1244

Passcode: 446882

Find your local number: <https://navigatorschools.zoom.us/j/abQ7j7BrvF>

---

**Committee Members Present**

Chuck Daggs (remote), Jaime Quiroga (remote), Niña Rosete (remote)

**Committee Members Absent**

*None*

**Guests Present**

Caprice Young (remote), Kirsten Carr (remote), Shun Dorsey (remote), Tom Peraic (remote)

---

**I. Opening Items****A. Call the Meeting to Order**

Chuck Daggs called a meeting of the Development Committee of Navigator Schools to order on Sunday Oct 1, 2023 at 11:01 AM.

**B. Record Attendance & Guests****C. Committee Chair Update**

The Committee Chair made brief introductory comments.

**D. Public Comments**

There were no public comments.

**II. Development****A. Fundraising Development Strategy**

Shun Dorsey, Development Officer. presented Navigator's Fundraising Development Strategy for the next three years.

**III. Closing Items****A. Schedule Next Committee Meeting**

The Committee discussed the scheduling for the next Committee meeting.

**B. Adjourn Meeting**

There being no further business to be transacted, and upon motion duly made, seconded and approved, the meeting was adjourned at 1:04 PM.

Respectfully Submitted,  
Tom Peraic

---

### Documents used during the meeting

- Fund Development Strategy 2025.pdf

# Coversheet

## Recap of Goals & Assignments

<b>Section:</b>	I. Opening Items
<b>Item:</b>	E. Recap of Goals & Assignments
<b>Purpose:</b>	FYI
<b>Submitted by:</b>	
<b>Related Material:</b>	Dev Committee_2025 Year in Review.pdf Navigator Schools Impact Report 2024.pdf

# Development 2025 State of the Union

Development Committee Meeting April 24, 2025

# The Development Committee has created a strategic vision for the philanthropic activity for the remainder of 2024-25 and all of 2025-26.

- The overall strategy includes key learnings, pillars which drive our work, and the overall importance of board engagement
- The Committee will have access to a live dashboard which reflects the approved fundraising goals, including metrics to ensure we are heading in the right direction
- The Board Development Playbook will play a significant role in the planning of a Board Development Engagement Workshop to equip all board members with the tools and materials needed to be strong advocates for Navigator Schools and its programming
- The primary focus of staff for the remainder of 2024-25 is a strong launch of the Navigator Scholars Enrichment Fund



# The overall strategy includes key learnings, pillars which drive our work, and the overall importance of board engagement

## Recap of Goals and Assignments

Goal Area	Q1 Accomplishments	
<b>Operational Processes</b>	<ul style="list-style-type: none"> <li>Hubspot CRM implemented-data entry standardized-Automation campaign April</li> <li>Fundraising Policy</li> <li>Donor communication templates standardized</li> <li>Benevity launch</li> </ul>	<ul style="list-style-type: none"> <li>Fundraising dashboard built and piloting for board reporting</li> <li>Annual Report Card created</li> <li>Donor Website launch &amp; backend donation system (Classy) active/ April</li> <li>Principal Strategy sessions</li> <li>Grant submission request and process</li> </ul>
<b>Collaborations (Corporate, Foundations, Local Business)</b>	<ul style="list-style-type: none"> <li>12 foundation contacts initiated (e.g., Irvine, McCarthy, Saxena)</li> <li>2 funder site visits conducted (e.g. Walter J., Sobrato) 2 proposed ( Walton, Laurel)</li> <li>6 proposals submitted</li> <li>2 grants awarded: \$168K Elevate (Silicon Schools), \$25K Inventionland</li> </ul>	<ul style="list-style-type: none"> <li>\$1.95M in active funding pipeline</li> <li>Benevity corporate giving platform launched</li> <li>Americorps Concept Paper Submitted</li> <li>Corporate Sponsorship Support Packet</li> <li>Site specific business/ HNWI outreach/ Municipalities</li> </ul>
<b>Annual Signature Event</b>	<ul style="list-style-type: none"> <li>Shifted focus on community engagement and donor cultivation</li> </ul>	<ul style="list-style-type: none"> <li>Plan for a 2026 launch</li> </ul>
<b>Navigator Scholars Enrichment Fund (NSEF)</b>	<ul style="list-style-type: none"> <li>Fund concept launched; governance through NSSC</li> <li>\$25K secured; \$1.95M aligned prospects</li> <li>Advisory Board recruitment strategy in development</li> </ul>	<ul style="list-style-type: none"> <li>STEM Enrichment steering committee/ AgTech Pathways/ Calibunga/ Young Eagles</li> <li>Wellness Hub</li> <li>Monthly Newsletter- Donor Facing</li> </ul>
<b>Board-Level Leadership</b>	<ul style="list-style-type: none"> <li>Board Advocate Playbook completed for Committee vote</li> </ul>	<ul style="list-style-type: none"> <li>Workshop planning underway for June 2025</li> <li>Board advocacy monthly newsletter</li> </ul>



# The staff is requesting that the board approve a 2025-26 Budgeted Fundraising Commitment of \$5,275,051, of which nearly 74% has already been secured

## 2025-26 Budget Commitments

Metric	Amount
Total Fundraising Goal (2025–26)	\$6,324,851
Total Budgeted Fundraising commitment	\$5,275,051
Total Committed to Date (4/21/2025)*	\$3,954,851
% of Budget Goal Secured	74.97%
Remaining to Raise for Budget	\$1,320,200

\* This includes funding from grants awarded prior to 2025-26 that will fund 2025-26 and grants with a high likelihood of being awarded that will fund 2025-26.

## 2025-26 Funding Goals (New 2025-26 Commitments)

Funding Source	Target	% of Total Goal	Budget
Government	\$720,000	30.38%	\$475,200
Foundations	\$600,000	25.32%	\$450,000
Corporate Partners	\$300,000	12.66%	\$150,000
Individuals	\$550,000	23.21%	\$165,000
Small Grants	\$50,000	2.11%	\$25,000
Local Businesses	\$100,000	4.22%	\$30,000
Events / Other	\$50,000	2.11%	\$25,000
Total	\$2,370,000	100%	\$1,320,200

We have established an initial pipeline of local, regional, and national foundations and corporations.

Early Outreach	Cultivation
McCarthy Saxena Community Foundation Monterey Co. Community Foundation of Santa Cruz Chick-Fil-A True Inspiration Award Seneca Foundation Chamberlin Family Foundation Harry Chapin Foundation United Way of Santa Cruz Harry Singer Foundation K&L Baxter Family Foundation Stuart Foundation Stupski Foundation Change Happens Foundation Gilroy Community Foundation	American Academy of Dermatology (AAD) GUSTO Dollar General Literacy Foundation Watsonville Rotary Club City of Watsonville Big Creek Lumber Royal Oak Farms Rancho Royal Oaks



Scheduled in May



# Government and foundation grants have already been committed to fund 2025-26 work

Commitments for 2025-26	Amount	Efforts in progress	Stage	Request for 2025-26	Likelihood
US ED Expansion Grant	\$2,447,372	Walter Johnson (Visited HPS)	LOI In	\$150,000	Medium
SSF Elevate (verbal approval)	\$168,000	CCSPP addition of HPS, GPS, & HC	Application In	\$825,000	Medium
CSGF ABC Year 2	\$979,404	James Irvine	Due 4/30/2025	\$325,000	Medium
CCSPP (WP) Year 2	\$240,000	Laurel Foundation	LOI In	\$10,000	Medium
Children and Youth Behavioral Initiative (CYBHI) - GPS	\$21,954	Americorps	Concept Paper Submitted	\$600,000	Medium
Children and Youth Behavioral Initiative (CYBHI) - HC	\$32,368	POMS & Associates	Proposal Submitted	\$25,000	Medium
Children and Youth Behavioral Initiative (CYBHI) - HPS	\$45,065	RICOH	Proposal Submitted	\$250,000	Medium
Children and Youth Behavioral Initiative (CYBHI) - WPS	\$20,688	CSGF New Schools \$	Due Diligence	\$1,000,000	High
		SSF Elevate	Verbal Commitment	\$168,000	High
		Schwab	Renewal in progress	\$250,000	High
Total	\$3,954,851	<b>Total Med/High Pipeline</b>		\$3,185,000	

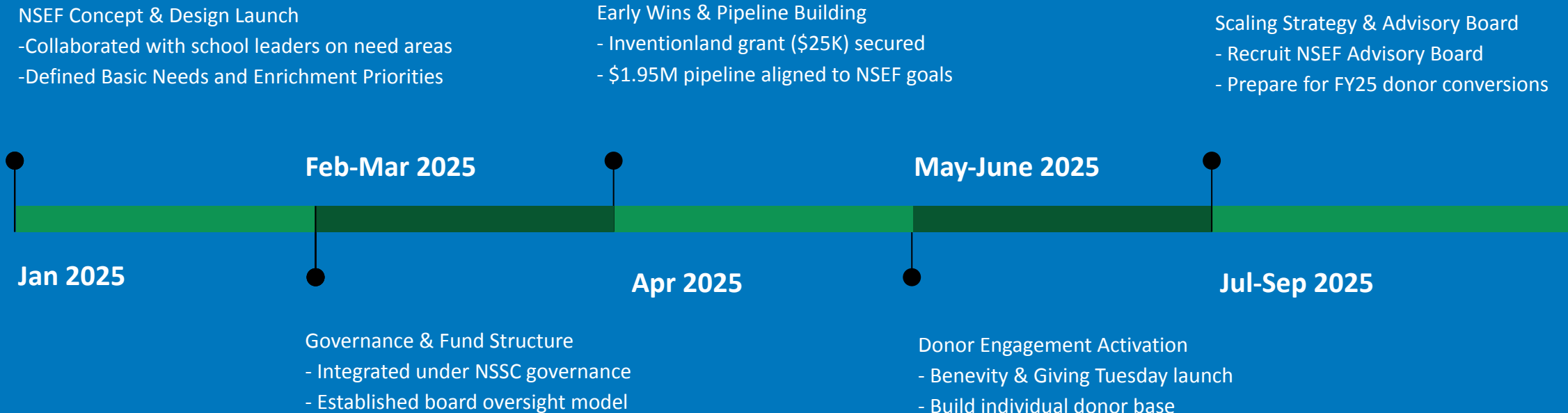
Navigator Schools - Development Committee Meeting - Agenda - Thursday April 24, 2025 at 4:00 PM

# The Board Development Playbook will play a significant role in the planning of a Board Development Engagement Workshop to equip all board members with the tools and materials needed to be strong advocates for Navigator Schools and its programming

Pre-Workshop Board Advocacy Playbook Review and Vote	Ways to Lead – Where Will You Plug In?
<p><b>Key Tools You'll Receive</b></p> <ul style="list-style-type: none"><li>• Craft your personal pitch (Elevator Pitch Builder)</li><li>• Use NSEF talking points to explain our core fundraising mission</li><li>• Learn how to lead or join a school tour</li><li>• Get a script for making warm donor introductions</li><li>• Review FAQs for donor conversations</li></ul>	<p><i>“We don’t need everyone doing everything—we need everyone doing something.”</i></p> <ul style="list-style-type: none"><li>• <b>Make introductions</b> – Connect us to your network (we’ll help with the ask)</li><li>• <b>Pitch practice</b> – Join a storytelling session or share your “why”</li><li>• <b>Host a site visit</b> – Bring donors or prospects to see the work firsthand</li><li>• <b>Follow up</b> – Help steward a prospect we helped bring in</li></ul>

# The primary focus of staff for the remainder of 2024-25 is a strong launch of the Navigator Scholars Enrichment Fund

## Progress Since Launch



# Thank You!



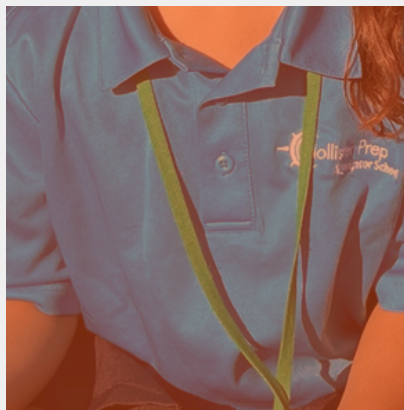
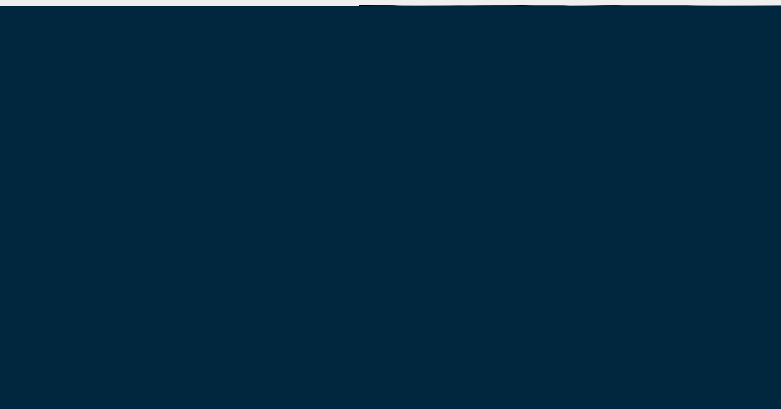
Shun Dorsey  
Development Officer  
(404) 416-1826  
[Shun.Dorsey@navigatorschools.org](mailto:Shun.Dorsey@navigatorschools.org)



# Navigator Schools

# IMPACT

# REPORT



# OVERVIEW OF NAVIGATOR SCHOOLS

Since 2011, Navigator Schools has been a transformative force in public education, serving hundreds of TK-8 students, primarily from agricultural communities. Our network of four high-performing public charter schools has helped more than 700 graduates reach new heights, preparing them for high school, college, and beyond. We are committed to developing future-ready learners and leaders who will make lasting impacts in their communities.

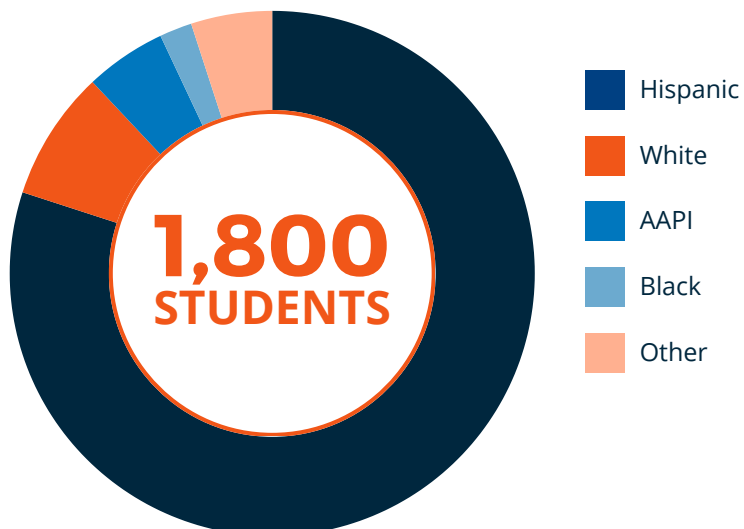
By focusing on academic excellence and leadership, Navigator Schools continues to drive change and equity in education, exceeding expectations and helping students achieve their dreams.

**"WE ARE NAVIGATORS, YES WE ARE! WE ARE NAVIGATORS GOING FAR!"**

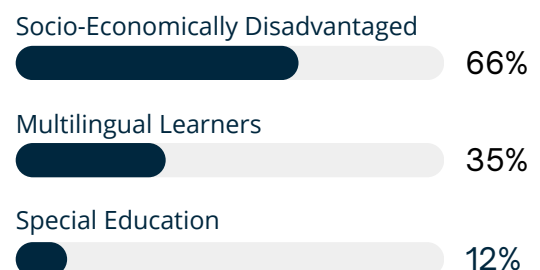


## OUR SCHOOL COMMUNITY

Navigator Schools proudly serves a vibrant and diverse community of over 1,800 scholars across our network.



## 700+ GRADUATES





# A NOTE FROM OUR CEO

## DR. CAPRICE YOUNG

CEO/Superintendent, Navigator Schools

All Navigators are inspired to succeed for one simple reason: the world needs our scholars. No matter the circumstances of our lives, our community strives to make a positive difference in the world. Our scholars dream of becoming scientists, teachers, doctors, and leaders who cure diseases, invent life-changing technology, care for the vulnerable, and feed the world. Our scholars outperform the state of California in reading and math despite facing more challenges than most children. They bring motivation and optimism to a world in turmoil. Their upward mobility doesn't just lift our community; it heals and fuels the world. Navigator is defined by the impact our students will have. The world needs our scholars!

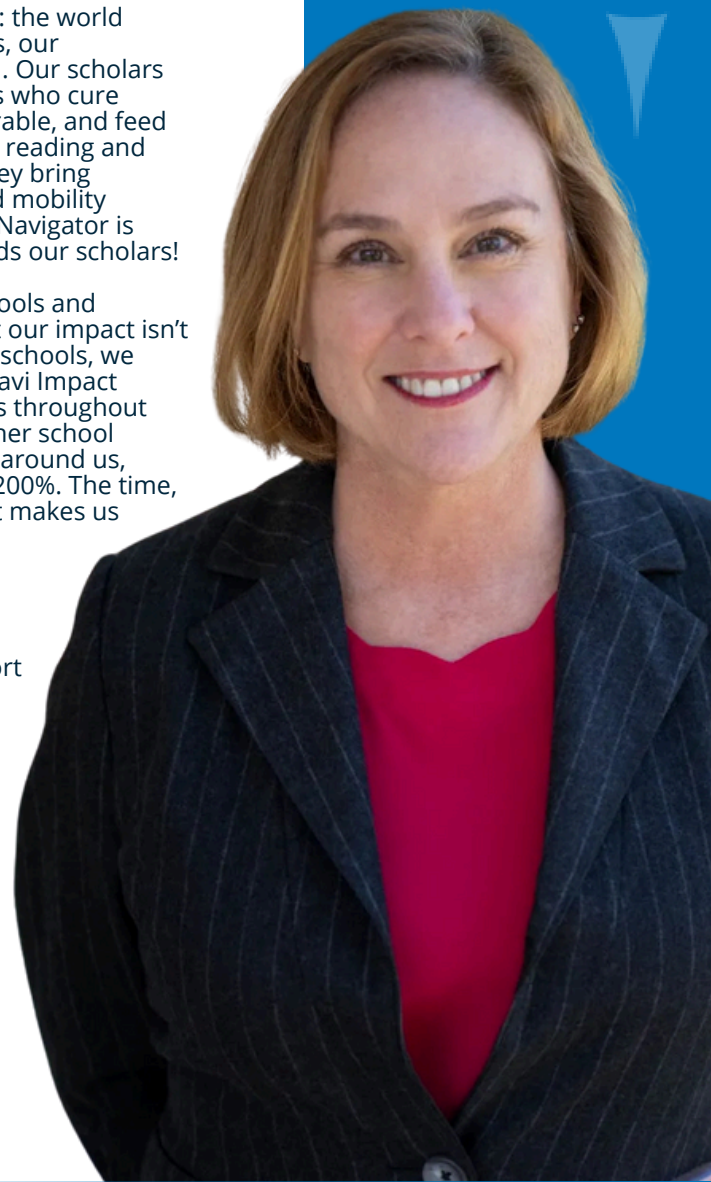
Over the last five years, we have doubled the number of schools and students in the Navigator family; nevertheless, we know that our impact isn't confined just to our scholars. Because we are public charter schools, we have the responsibility to share what we know works. Our Navi Impact program brings our coaching and Squads model into schools throughout California, and our best practices are readily available for other school communities to learn from. We raise the bar for the schools around us, outperforming similar neighborhood schools by more than 200%. The time, talent, and resources we invest have an outsized impact that makes us proud.

Navigator schools succeed because we value and cultivate talent. We develop world-class educators who love their students' learning and their own professional development. We invest in their constant coaching, enrichment, and support on a daily basis. They consistently report that they teach at Navigator because they grow personally and professionally. Being a valued member of a mission-driven team full of joy, purpose, and success feels good. Our educators can see their impact through student progress, soaring test scores, and happy families. With families as partners, our educators wrap our scholars in learning both in and out of school. Their professional learning leads to our scholars and their families thriving—this is a culture of excellence where they know they belong.

We are inspired to make a difference because the world needs our scholars. We believe all students must be successful regardless of their circumstances, and we are making that happen. Thank you for your partnership and commitment to our scholars and our mission!

Sincerely,

Caprice Young, Ed.D.



# NAVIGATOR'S MISSION

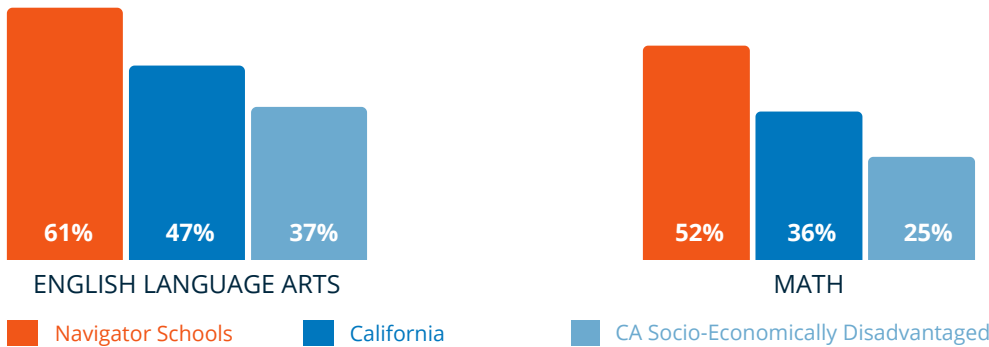
Navigator's mission is to equip students to be learners and leaders in high school, college, and beyond. We develop top-tier teams of educators who continuously improve and innovate schools that deliver phenomenal outcomes for all students, regardless of their circumstances.

## RIGOR & RESULTS

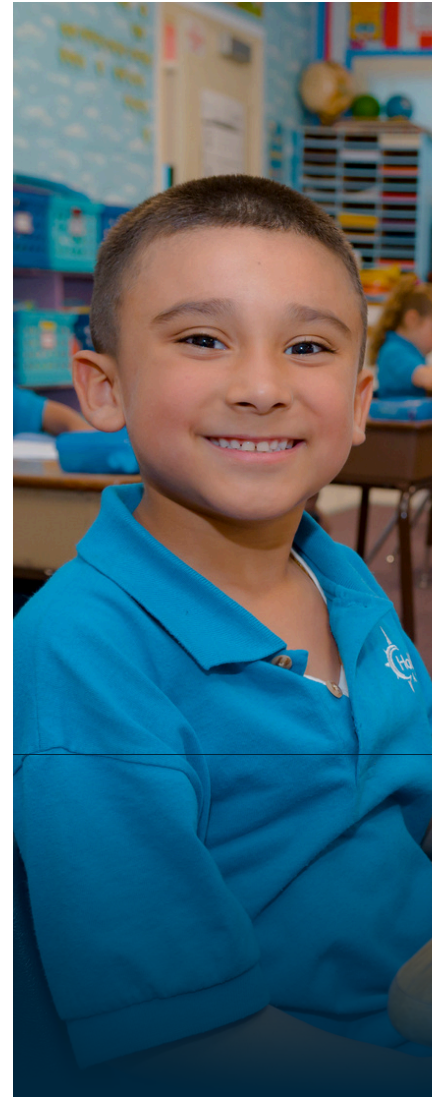
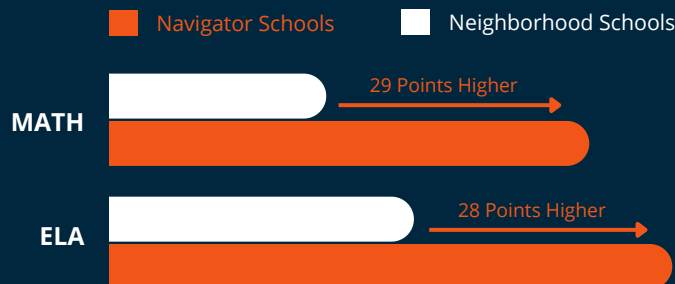
The Smarter Balanced Assessment Consortium (SBAC) is California's statewide evaluation designed to measure student proficiency in national academic standards. While many schools across the state are still working to recover pre-pandemic achievement levels, we are incredibly proud of the progress our scholars are making. Navigator Schools is outperforming the state average in both Math and English Language Arts (ELA), demonstrating the strength of our mission and the hard work of our students, educators, and families.

This growth is a testament to our data-driven instruction, personalized learning, and unwavering commitment to meeting the needs of every student, including multilingual learners, low-income students, students with disabilities, and foster or homeless youth. While we celebrate these achievements, we remain dedicated to ensuring even greater growth in the future, continuously improving our approach to empower every scholar to thrive academically and beyond.

### PERCENTAGE OF STUDENTS WHO MEET OR EXCEED CALIFORNIA STATE ACADEMIC STANDARDS



ON AVERAGE, NAVIGATOR SCHOOLS OUTPERFORM THEIR NEIGHBORHOOD SCHOOLS IN MATH BY 29 PERCENTAGE POINTS AND 28 IN ELA.



# STUDENT ATTENDANCE

At Navigator Schools, we know that consistent attendance is key to student success, and we're proud to share that our students' attendance has significantly improved across our network. With focused efforts and a strong partnership between staff, families, and students, more scholars are in the classroom, ready to learn and grow. The lyrics from our school song, "We work hard during the day, so at night we rest and play . . ." remind us that showing up and doing the work today sets the stage for tomorrow's growth.

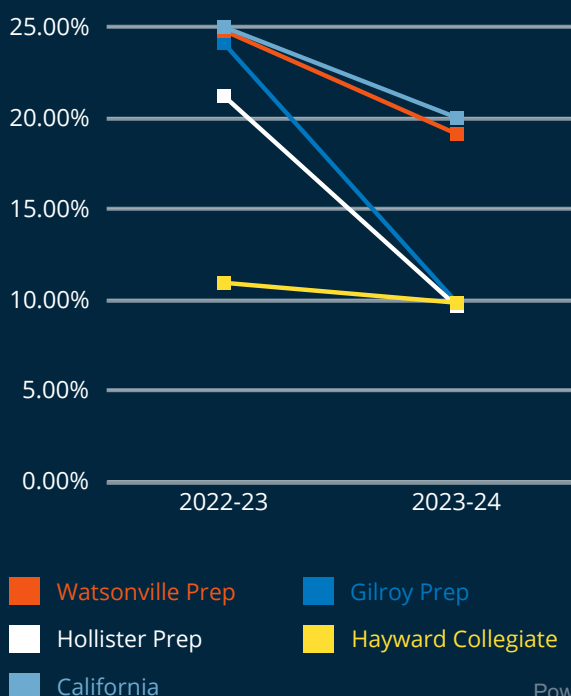
**"WE WORK HARD DURING THE DAY, SO AT NIGHT WE REST AND PLAY . . ."**



Watsonville Prep families participate in Parent University, a series of workshops on how to support their scholars' success.

**Navigator's chronic absenteeism (CA) rates decreased by 8 percentage points year over year (from 2022-23 to 2023-24).**

## NAVIGATOR CHRONIC ABSENTEEISM RATES BY CAMPUS AND YEAR



A big driver of this success has been the addition of attendance specialists at three of our four campuses. These specialists work closely with families to identify and address barriers to regular attendance, providing personalized support and resources to help students get to school. We also hosted "Parent University" events to teach families about the critical role school attendance plays in student outcomes. Additionally, school leaders have prioritized building positive relationships with families, creating a culture where every scholar feels welcomed and supported.

While we celebrate these achievements, we know there's more work to be done. We remain committed to building on this progress, ensuring even more students experience the transformative power of education, one school day at a time!



**The launch of Valor Student Circles has led to stronger & more united Navigator communities!**



# ALUMNI

## 700+ GRADUATES & COUNTING

At Navigator Schools, we are incredibly proud of our alumni and the paths they are forging, both in high school and beyond. As our scholars transition to high school, they carry with them the skills and values they developed during their time at Navigator. From excelling in academics to leading with courage and creativity, our graduates continue to embody the qualities we instill in them—being continual improvers, academic scholars, creative problem-solvers, courageous change-makers, and collaborative teammates.

We are committed to staying connected with our alumni, supporting them as they pursue their dreams. Their success reflects the power of our mission to prepare students to be learners and leaders in all that they do. We look forward to celebrating their continued achievements.

"My name is Arpinder Kaur and I am a proud Navi graduate! I was in the second ever graduating class from GPS, and I am a second year Political Science major at UCLA."



"Participating in Navi Squads taught me teamwork, leadership, and problem-solving skills, which became essential for collaborative projects in high school and now, college. It also instilled a sense of responsibility and empathy, helping me thrive in diverse academic and social settings."



**117 8TH GRADE NAVIGATORS PROMOTED TO HIGH SCHOOL IN 2024**



Hollister Prep School (HPS) held an alumni celebration night for their first graduating class of 8th graders who are now high school graduates.

# HIGH SCHOOL, COLLEGE, & BEYOND



Marisol Ocampo & Jackie Duarte, Navigator Schools alumni, presenting to current Navigator families in Spanish about our Navi Squads middle school model at an information night for Watsonville Prep School.

## Marisol Ocampo, Sophomore in high school

"Personally I feel like being a Navigator impacted me in many different ways, mainly being able to work and communicate with others when it comes to doing projects. There have been many moments where my teachers assign group projects and because of the skills I have learned from being a Navigator I know how to communicate with my group members."

## ON SQUADS:

"Squads really helped me learn how to work with others and how to teach others. I had the opportunity of being a team leader for math class and that helped me build the skill of being able to explain to someone else what to do. Now that I am in high school, if my classmates ever have questions that I know I can answer and explain to them I feel confident in myself to be able to help them. For English class, I was a squad leader and because of this I was able to work and interact with my group members. I slowly started to feel comfortable in asking them for help which really helped build my communication skills. With that, now in high school I feel comfortable asking others for help and being able to just socialize with others."

## NAVIGATOR ALUMNI TO GECA

The Dr. TJ Owens Gilroy Early College Academy (GECA) is an educational partnership between the Gilroy Unified School District and Gavilan College.

Students graduate from GECA, in four years, with not only a high school degree, but also an associate of arts or associate of science degree or 60 transferable college units from Gavilan College.



**GECA RECEIVED A TOTAL OF 94 APPLICANTS LAST SPRING FOR THIS FALL AND OVER 20 SCHOLARS ACCEPTED WERE NAVIGATOR STUDENTS.**





# NAVIGATOR IN THE NEWS

*Navi was in over 50 different publications last year.*

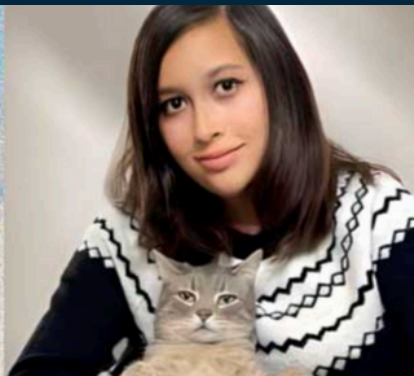
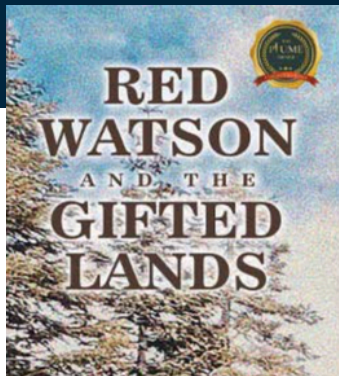
## Spotlight on Navigator Schools: Innovation in Action

This year, we were proud to see Navigator Schools and our innovative instructional models featured in various news outlets, highlighting the transformative work happening in our classrooms. A key focus was our unique Navi Squads model, which is reshaping the way middle school students learn and collaborate.

The Navi Squads model marks a departure from traditional education, placing students at the center of their learning journey. This student-led approach emphasizes leadership, critical thinking, and collaboration—skills that are vital for success in high school, college, and beyond. By creating student teams with defined roles, we encourage autonomy and teamwork, allowing students to engage deeply with the material while developing essential 21st-century skills.

## FEATURED NAVI NEWS

- [!\[\]\(e40bb48ad1470e3a14017c64c5673877\_img.jpg\) KTVU News Feature, post San Jose Mercury News Model, highlights Squads and interview GPS 8th grader \(now graduated\).](#)
- [!\[\]\(de28875f44a359ca6d30bbb1d9f6cdbd\_img.jpg\) Navigator Schools employ innovative teaching techniques \(BenitoLink\)](#)
- [!\[\]\(2d84cfc19096ca16fe323c530253896b\_img.jpg\) CharterFolk Contributors Kirsten Carr and James Dent – Innovative Blended Learning at Work \(CharterFolk\)](#)
- [!\[\]\(6b933a0050dc38b6c79d63f70c853f8d\_img.jpg\) CharterFolk Contributor Gabriela Roldan – Scholars' Perspectives: The Navigator Squads Model](#)



L.J. Hardwicke, a GPS alum, published her first book, held a book-signing at Barnes & Noble, and had a live, in-studio interview with KTVU.

Her parents share: “We are also excited to share this [article](#) with you and the GPS team, acknowledging your crucial role in Lolita “LJ” Hardwicke’s life. Your contribution in nurturing her has undoubtedly helped shape her into the best version of herself. Thank you for being a significant part of her journey.”



### GILROY PREP SCHOOL & NAVI SQUADS MAKE THE FRONT PAGE OF THE MERCURY NEWS

We are proud to have our Navi Squads middle school model highlighted in The Mercury News.

[Read More →](#)



### WATSONVILLE PREP SCHOOL & NAVI SQUADS FEATURED IN THE SANTA CRUZ SENTINEL

Our WPS scholars & Navi Squads middle school model was highlighted in the Santa Cruz Sentinel.

[Read More →](#)



### GILROY PREP SCHOOL & NAVI SQUADS HIGHLIGHTED ON KTVU!

Our middle school model (Navi Squads) continues to gain recognition as an innovative instructional model.

[Read More →](#)



### WATSONVILLE PREP SCHOOL ON KSBW!

WPS's mental health resource fair is highlighted on KSBW Action News 8!

[Read More →](#)



# LAUNCH AND EXPANSION OF NAVI IMPACT

In 2023-2024, our model-providing team launched the Navi IMPACT website. The team hosted the first-ever Navi Impact summit at GPS. There were 25 educators from five schools across California who participated in the leadership summit and observed our GPS teachers and scholars in action! Our Navi IMPACT team has also made progress in our model-providing content using short video modules— with the first version shared with our principals in March 2024. Through our Navi impact work, we were able to collaborate with educators across the state.



## March 20, 2024 | CCSA Presentation

20 Point Gain on SBAC? This will make a difference!



## March 26, 2024 | Navi Summit

Prep for SBAC & next year



## March 27, 2024 | Virtual Best Practices Workshop

Strategies to Engage & Educate all Students: Increasing the Rigor of Instruction

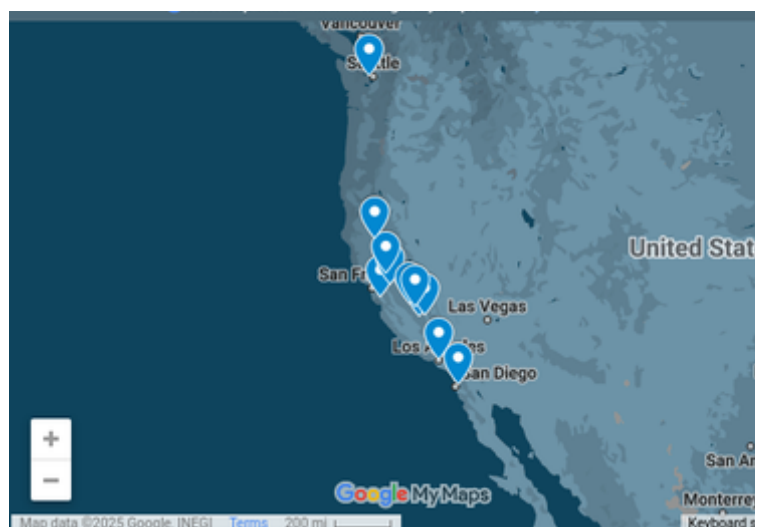
## NAVIGATOR POSITIVELY IMPACTED SCHOOLS ACROSS THE WESTERN UNITED STATES

*Through our Navi impact work, we were able to share best practices with a dozen schools last year.*

Downtown College Prep - San Jose, CA  
 College Prep Middle School - Spring Valley, CA  
 TEAM Charter - Stockton, CA  
 Sol Aureus - Sacramento, CA  
 Sycamore Valley Charter School - Visalia, CA  
 Woodlake Unified School District - Woodlake, CA  
 Sherman Thomas Charter School - Madera, CA  
 Catalyst Public Schools - Seattle, WA  
 Kiddinu Academy - El Cajon, CA  
 Tehama E-Learning Academy - Red Bluff, CA  
 Los Angeles Leadership Academy - Los Angeles, CA  
 Clovis Global Academy - Clovis, CA



[Watch Navi Impact at Work in Classrooms](#)



# THE HEART OF NAVIGATOR SCHOOLS

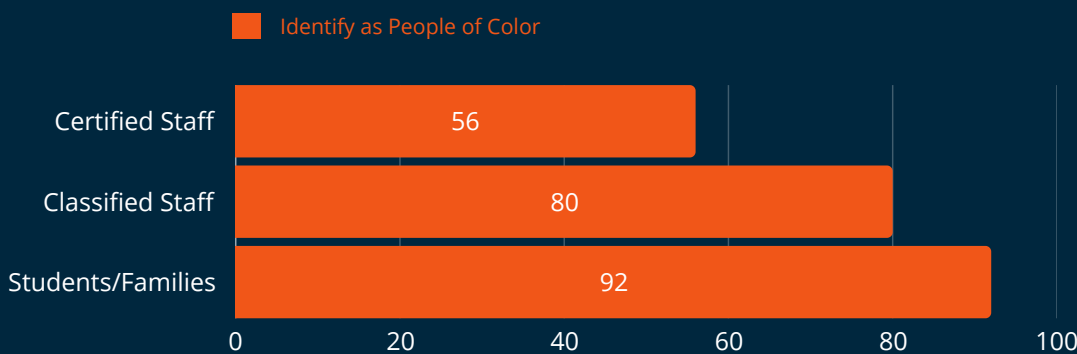
At Navigator Schools, we believe that exceptional educators are at the core of our success. Our teachers are not only highly skilled but also deeply committed to their professional growth. To support their development, we provide extensive coaching and collaborative opportunities to ensure they continuously evolve and refine their teaching practices. Teachers at Navigator receive ongoing support to develop a deep understanding of the academic standards for their grade level and content area. At least four times a year, our educators collaborate with colleagues across the network, as well as with Navigator's data analyst and curriculum specialist, to refine and update instructional materials, ensuring the highest quality of learning.

In addition to these collaborative planning sessions, our staff receive weekly coaching and professional development, empowering them to implement the best practices in the classroom. This robust support system is key to the continued growth of both our staff and students.

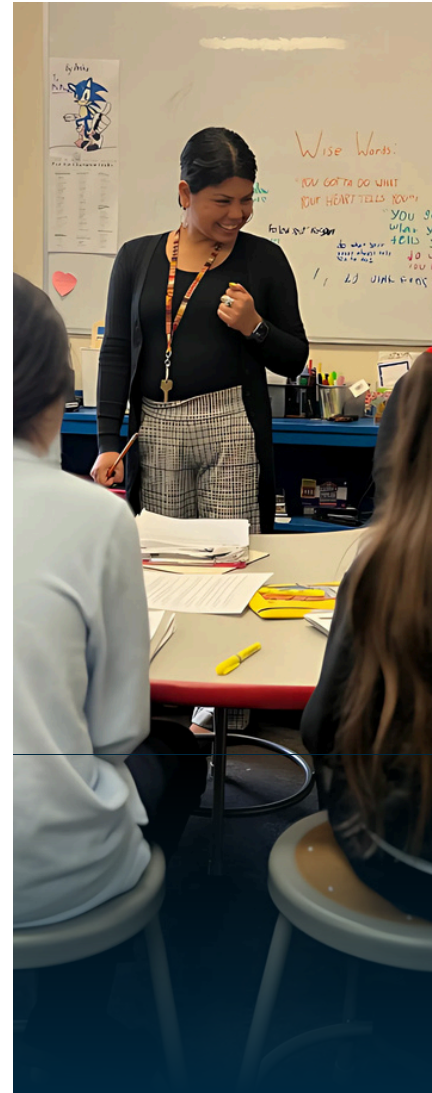


We are proud to share that our commitment to supporting our educators has resulted in an impressive 90.5% retention rate. This speaks to the strong community we have built at Navigator, where teachers are valued, equipped, and inspired to bring their best to every student, every day.

## WE HAVE STRONG RACIAL DIVERSITY ACROSS STAKEHOLDERS:



WE ARE ALSO PROUD TO NOTE THAT OF OUR 16 SCHOOL LEADERS ACROSS THE NETWORK, 14 HAVE BEEN PREVIOUS NAVIGATOR TEACHERS OR INSTRUCTORS.





# NAVIGATORS WERE ASKED TO PARTICIPATE IN SEVERAL INDUSTRY EVENTS

*Including ASU's Strategic Staffing Summit where our Navigator presenters shared on "Improving Student Outcomes through Investments in Educators."*

We've shared our impact to educators across the country at the following organizations this year:

- California Charter Schools Association
- National Alliance of Public Charter Schools
- Arizona State University
- Charter Schools Development Center

## SCHOOL PRINCIPALS



Kamille Geneva  
Hayward Collegiate TK-6



Norma Knox  
Hollister Prep School K-8



Missy Corral  
Gilroy Prep School TK-8



Nancy Salazar  
Watsonville Prep School TK-8

## LEADERSHIP

### Senior Leadership

**Melissa Alatorre Alnas** | Director of People Support  
**Kirsten Carr** | Director of Engagement & Partnerships  
**Andrea Hernandez** | Director of Schools  
**Tina Hill** | Director of Student Services & Special Education  
**Crystal O'Rourke** | Interim Chief Academic Officer  
**Ami Ortiz** | Director of Compliance & Operations  
**Noël Russell-Unterburger** | Chief Finance & Operations Officer  
**Caprice Young, Ed.D.** | Chief Executive Officer & Superintendent

### Board of Directors


**JP Anderson**  
**Ian Connell** | Vice Chair  
**Nora Crivello** | Board Chair  
**Chuck Daggs**  
**Anthony Di Vittorio**  
**Claire Grissom**  
**Shara Hegde**  
**Jan Mazyck**  
**Jaime Quiroga**  
**Niña Rosete**





# THANK YOU

Your support makes it possible for Navigator Schools to truly live out our vision: giving every child the chance at an exceptional education that unlocks endless possibilities. As we continue to reach more communities, we stay focused on creating permanent, welcoming campuses where learners of all backgrounds can flourish. Thank you for joining us in transforming what's possible in public education, one student at a time.

 (831) 217-4880

 650 San Benito St., Suite 230, Hollister, CA 95023

 [www.navigatorschools.org](http://www.navigatorschools.org)

[Donate](#)

# Coversheet

## Dashboard and Metrics Update

<b>Section:</b>	II. Development
<b>Item:</b>	A. Dashboard and Metrics Update
<b>Purpose:</b>	Discuss
<b>Submitted by:</b>	
<b>Related Material:</b>	Board Fundraising Dashboard.pdf

Projections for FY 2025- 26																		
Donor Funder Name	Type of Donor	Donation/Fundin g Amount 2025- 26	Donation/Fun ding Total Grant	Engagement Type	Grant/ Donation Name	Allowable Uses	Committed?	Likelihood	Budget Estimate	Contingency Plan	Assigned To	Status	Year of Award	Year of Completion	Notes	Priority	Catagory	Reporting Due Date
Schwab Foundation	Foundation	\$250,000		Grant	Schwab- General Operating	Operations	Not Yet	60.00%	\$150,000	Budget reduction from reserve	<a href="#">Shun Dorsey</a>	Open				High	Recurring Donor	11/1/2024
California Community Schools Partnership Program	Government CA	\$240,000		Grant	Community Schools Partnership Program		7/1/2024	100.00%	\$240,000	Sliding scale, etc...	<a href="#">Shun Dorsey</a>	In Progress						
California Community Schools Partnership Program	Government CA	\$240,000	Five years at this level	Grant	SPARK Grant		Applied	20.00%	\$48,000		<a href="#">Kirsten Carr</a>	In Progress	2025-2026			High	Recurring Donor	
California Community Schools Partnership Program	Government CA	\$240,000	Five years at this level	Grant			Applied	20.00%	\$48,000		<a href="#">Kirsten Carr</a>	In Progress						
California Community Schools Partnership Program	Government CA	\$240,000	Five years at this level	Grant			Applied	20.00%	\$48,000		<a href="#">Kirsten Carr</a>	In Progress						
Charter School Growth Fund	Foundation	\$453,422	(Includes carry over)	Grant	ABC Year 2- Crushing It	ELA	Confirmed	100.00%	\$453,422		<a href="#">Caprice Young</a>	In Progress						
Charter School Growth Fund	Foundation	\$525,982	(Includes carry over)	Grant	ABC Year 2- ABC Accelerate	Growth	Confirmed	100.00%	\$525,982		<a href="#">Caprice Young</a>	In Progress						
Charter School Growth Fund	Foundation	\$1,100,000	\$1,100 per new seat plus \$1m capacity	Grant	Growth	Growth	Invited	60.00%	\$660,000		<a href="#">Caprice Young</a>	In Progress						
Silicon Schools Fund	Foundation	\$168,000	1 Year	Grant	Elevate Instructional Improvement Grant Award Modification	ELA/Literacy	Confirmed	80.00%	\$134,400		<a href="#">Crystal O'Rourke</a>	In Progress	2025-2026		(for 3 schools) to partner with Lit during the 2025- 26 school year with the intent to	High	Recurring Donor	
Silicon Schools Fund	Foundation	\$280,000	TBD, Caprice	Grant	Principal Manager Coaching	Growth	Invited	60.00%	\$168,000			In Progress						
US Dept of Ed	Government US	\$2,447,372	\$15.9m	Grant	HQ CMO Growth	Growth	Developing	100.00%	\$2,447,372	Do not budget expenses until grant		In Progress				High		
<a href="#">Individuals Giving Tuesday, Benevity.com</a>	Individual, Corp	\$240,000		General Donation		NSEF	Developing	10.00%	\$24,000		<a href="#">Shun Dorsey</a>	In Progress	Open	N/A				N/A
Sobrato	Foundation	\$100,000		Grant		NSEF	Developing	10.00%	\$10,000	5 smaller 20K funds	<a href="#">Shun Dorsey</a>	In Progress						
Omidyar	Foundation, Corp	\$0	do not accept unsolicited funding proposals.				Speculative		\$0						unsolicited funding proposals. Caprice contact?			
Americorp	Corporation, Foundation, Government US	\$600,000		Grant	Americorp VISTA Program	Onset SAT, FI, and afterschool program staffing costs	Developing	20.00%	\$120,000			In Progress						
Children and Youth Behavioral Initiative	Government CA	\$21,954	2nd of 3 years	Grant		Mental Wellness	Confirmed	100.00%	\$21,954		<a href="#">Tina Hill</a>	Open	2025-2026					
Children and Youth Behavioral Initiative	Government CA	\$32,368	2nd of 3 years	Grant		Mental Wellness	Confirmed	100.00%	\$32,368		<a href="#">Tina Hill</a>	Open	2025-2026					
Children and Youth Behavioral Initiative	Government CA	\$45,065	2nd of 3 years	Grant		Mental Wellness	Confirmed	100.00%	\$45,065		<a href="#">Tina Hill</a>	Open	2025-2026					
Children and Youth Behavioral Initiative	Government CA	\$20,688	2nd of 3 years	Grant		Mental Wellness	Confirmed	100.00%	\$20,688		<a href="#">Tina Hill</a>	Open	2025-2026					

Walter S. Johnson	Foundation	\$75,000	\$150,000	Grant		Mental Wellness/ Family Care Case Management	Developing	60.00%	\$45,000		Shun Dorsey	In Progress				High	Recurring Donor	
James Irvine Nomination	Foundation	\$325,000					Applied	20.00%	\$65,000			In Progress						
McCarthy Dressman Education Fund	Foundation	\$20,000				Enrichment/ STEM	Developing	20.00%	\$4,000									
Saxena Foundation	Foundation	\$25,000				STEM		20.00%	\$5,000									
Dollar General Literacy Foundation	Foundation	\$5,000				ELA			\$0									
Inventionland	Foundation	\$50,000		Grant	Inventionland Makerspace	NSEF/ STEM	In-Progress		\$0		Shun Dorsey	In Progress	2025		Submitted/	High	Recurring Donor	
Community Foundation of Santa Cruz	Foundation								\$0.00									
Chick-Fil-A True Inspiration Award	Corporation	\$50,000				NSEF/ Caring through Food			\$0						Caring through Food (four winners): Programs or			
Monterey Community Foundation	Foundation	\$20,000	Impact Grant	Grant		Salinas	In-Progress		\$0									
Emerson Collective Foundation	Corporation	\$0	General Operating-	Grant					\$0						Anne Marie Burgoyne-managing director			
POMS & Associates	Corporation	\$25,000	Annual/ recurring	General Donation		NSEF	Developing	70.00%	\$17,500			In Progress						
Sugita	Corporation	\$50,000	Annual/ recurring	General Donation		NSEF	Developing	20.00%	\$10,000			In Progress						
Ricoh	Corporation	\$50,000		Grant	Request/Partnership Specific	Request/Partnership Specific	Developing	20.00%	\$10,000			In Progress						
Newschools	Foundation			Grant	NewSchools GenAI Math Tutoring	AI Math Tutor	Not Yet	20%			Daniel Whitlock	In Progress	2025		number is R-009789-2025 .			
Laurel Foundation	Foundation	10000		General Donation		Wellness Hub	Not Yet	20	10000		Shun Dorsey	In Progress	2025	2026	Applicants will received 4/11-Submit by 4/16-Awards made in May			
TOTAL		\$20,783,419						Total Estimate/ Goal	\$5,203,751									
								confirmed	\$886,057									

# Coversheet

## Board Engagement

<b>Section:</b>	II. Development
<b>Item:</b>	C. Board Engagement
<b>Purpose:</b>	Discuss
<b>Submitted by:</b>	
<b>Related Material:</b>	Board Elevator Pitch Worksheet.pdf Board Advocacy Playbook.pdf

## Navigator Schools Board Elevator Pitch Worksheet

### Purpose:

This worksheet will help you build a short, authentic, and powerful elevator pitch that you can use when introducing Navigator Schools to potential supporters, community members, or partners.

---

### Step 1: Your "Why"

Reflect on your personal connection to Navigator Schools.

**Prompt 1:** Why did you join the Navigator Schools board? *Example: "I've always believed in the power of public education to change lives, and Navigator's mission really spoke to me."*

**Your Answer:**

---

---

**Prompt 2:** What inspires you most about Navigator's impact? *Example: "I'm inspired by how Navigator's students consistently outperform despite significant challenges—and the community is truly invested in their success."*

**Your Answer:**

---

---

**Prompt 3:** What story, program, or student moment stands out to you? *Example: "I recently heard a graduate talk about how the Squads model helped her gain confidence—and now she's thriving at GECA."*

**Your Answer:**

---

---

---



## Step 2: Build Your Pitch

Use the space below to put it all together into a 30–60 second pitch. Structure:

- I serve on the board of Navigator Schools because...
- What stands out to me about Navigator is...
- One story that really stayed with me is...
- I'd love to connect you with our team if you're interested in learning more.

### Draft Your Pitch:

---

---

---

---

---

---

### Final Tips:

- Be conversational and natural—this isn't a script.
- Speak from the heart and keep it brief.
- You don't have to say everything. Just spark curiosity!

Bring this worksheet with you to the **Board Advocacy Workshop**—we'll use it to practice and refine together!



## Navigator Schools Board Advocacy Playbook

---

### Quick Start Guide: What You Need to Know

**Your Role:** Advocate, Not Fundraiser

**Three Ways to Help:**

- Share your story (your "why")
- Make warm introductions
- Attend or host an event

**Your Tools:**

- Elevator pitch builder
- NSEF talking points
- Warm intro email script
- School tour guidance

**What's Coming:**

- Hands-on Advocacy Workshop with live coaching and practice
  - Peer feedback and commitment setting
- 

### 1. Understanding Your Role as a Board Advocate

As a board member, you are:

- A **storyteller** who can speak to the heart of Navigator's mission and share its impact.
- A **connector** who introduces new potential supporters to the development team.
- A **partner** in strategy—providing insights, feedback, and community visibility.
- A **steward** who helps nurture and recognize relationships with current and prospective supporters.

**Advocacy vs. Fundraising: Know the Difference**

Advocacy	Fundraising
Share your personal story	Ask for donations
Make warm introductions	Close a financial gift

Host/attend a school visit	Steward and cultivate donors
Promote Navigator's mission	Manage donation logistics

---

## 2. Key Messages: How to Talk About Navigator

### Mission Statement

Navigator Schools equips students to be learners and leaders in high school, college, and beyond by developing top-tier educators and delivering phenomenal academic outcomes for all students.

### Elevator Pitch Builder

Use the following prompts to build your personal pitch:

- "I serve on the board of Navigator because..."
- "Navigator matters to me because..."
- "One story that stuck with me is..."
- "I'd love to connect you with..."

### Impact Points

- Serving 1,900+ students across four public charter schools
  - 700+ graduates since founding in 2011
  - Students outperform the state by 28–29% in Math and ELA
  - 90%+ teacher retention rate
  - Launch of NSEF to bridge opportunity gaps and fuel equity in learning
- 

## 3. Personalizing Your Navigator Story

Reflect on your personal connection:

- Why did you join the board?
- What inspires you about Navigator's mission or impact?
- What student, program, or moment has stuck with you?

**Pre-Workshop Activity:** Draft your personal elevator pitch and bring it with you to the workshop for practice and feedback.

**Need help getting started?** Use the Board [Elevator Pitch Worksheet](#) to guide your thinking. Bring it to the workshop to practice and refine your pitch.

## 4. Making Warm Introductions

You don't need to make the ask—you just need to help us get in the room. Here's how:

- Listen for cues in conversation ("I care about education," "I want to give back," etc.)
- Offer: "You should meet our Development Team. They can share more about what we're working on."
- Send a warm email or schedule a quick coffee or Zoom intro
- Loop us in early—we'll handle the follow-up and the ask if it's appropriate

**Workshop Preview:** We'll role-play common donor interactions and walk through sample introduction scripts.

---

## 5. Talking Points: Navigator Schools Enrichment Fund (NSEF)

- NSEF supports academic enrichment, afterschool STEM programs, and basic needs like food and transportation
- Focuses on multilingual learners and economically disadvantaged students
- Designed to close the opportunity gap and increase equity in learning
- Donor investment fuels both classroom impact and broader community stability

**Workshop Segment:** Practicing how to connect NSEF priorities to potential donor interests

---

## 6. Easy Wins for Board Engagement

- Share Navigator content on social media
- Invite friends or colleagues to school tours or events
- Write 2–3 thank-you notes to donors per year
- Join a Development Team call or meeting with a prospective funder
- Attend at least one donor cultivation or NSEF-focused event annually

**Pre-Workshop Reflection:** Which of these actions feels most natural to you? Be ready to share at the workshop.

---

### 6a. Leading or Attending a School Visit

- Be present and observant—listen more than you speak.
- Focus on stories: highlight what you've seen, not just the numbers.

- Invite people who care about education or youth development.
- Debrief with the Development Team so we can follow up.
- Your presence shows commitment and builds trust.

---

## 7. Choose Your Engagement Style

If You Like...	Then You Can...
Talking to people	Host or attend a school tour
Writing	Send thank-you notes to donors
Strategy or big-picture	Help identify potential donors
Social media	Promote campaigns and impact stories

---

## 8. FAQs & Handling Donor Conversations

### **Q: Is my donation tax-deductible?**

A: Yes, Navigator Schools is a 501(c)(3) nonprofit. Donations are tax-deductible to the extent allowed by law.

### **Q: How do donations get used?**

A: Donations support scholarships, enrichment, student support programs, and educator development.

### **Q: Can I designate where my donation goes?**

A: Absolutely. Donors can choose to support specific programs like NSEF, teacher training, or site-based initiatives.

### **Q: How do I introduce someone to Navigator?**

A: Just loop in the Development Team—we'll take it from there. We're happy to schedule tours, one-on-one meetings, or Zooms.

**Workshop Prep:** Think of a common question you've received about Navigator or fundraising—we'll share and answer them together.

---

## 9. Preparing for the Board Advocacy Workshop

### What to Bring:

- Your draft elevator pitch
- A short list of 1–2 people in your network you think could be a good connection for Navigator
- One success story or student experience that inspires you

### What to Expect:

- A fast-paced, interactive session with breakout discussions, live coaching, and real-life practice
- Feedback from peers and the development team
- A clear roadmap for how you can continue to support fundraising efforts as an advocate

### Workshop Agenda Preview:

- Introductions & Goals
  - Elevator Pitch Practice
  - Donor Scenario Roleplay
  - NSEF Message Matching
  - Commitment Exercise: “What’s One Way I’ll Step In?”
- 

## 10. Closing Thoughts

You don’t have to ask for money to be a powerful fundraising advocate. Your voice, presence, and introductions open the door for others to engage with Navigator Schools’ mission. This playbook is your guide—refer back to it often, and come ready to grow at our upcoming workshop.

Together, we can grow our community of support and ensure every student has the opportunities they deserve.