



## GRANT WRITING SERVICES



# PROPOSAL

PRINT VERSION

presented to

CENTRAL UNIFIED  
SCHOOL DISTRICT

on

AUGUST 8, 2017

in response to a

REQUEST FOR PROPOSALS  
# 1718-7500-1





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August 8, 2017

Tatum Toste  
Purchasing / Warehouse Manager  
Central Unified School District  
4605 N. Polk Fresno, CA 93722

Dear Central Unified School District:

As company president of The Standards Company LLC, I am submitting this proposal to your district in response to RFP 1718-7500-1. The Standards Company LLC provides a wide range of services for K-12 public schools, with grant development a major company focus. We have reviewed your requirements in the RFP and we can meet or exceed each of them.

Sonia Hall, one of the top grant writers and grant project administrators in the Central Valley, Zepure Bedrossian, M.S. an experienced office manager, and I form our company's nucleus. Joining us is Carol Scroggins, Ed.D., a highly successful grant writer in her own right and Tim Evans, an experienced grant researcher and teacher-grant specialist. Combined, our team members have prepared over 500 successful grant awards for public agencies and nonprofit organizations. You will find our team ideal for helping your school district secure ample money for its future initiatives. Because we are local, we can customize our services to your needs.

We are especially excited about our new custom online/mobile grant database and grant activity monitor. These will provide your district personnel 24/7 access to grants pre-vetted to meet your needs and the ability to monitor the progress of each grant application. Your teachers will also find this tool indispensable for locating smaller grants for their classrooms. If they need any help, Tim Evans is at their disposal.

We are located at 575 W. Alluvial Avenue in Clovis, CA. I will serve as the main contact for this proposal and I am authorized to bind my company to all commitments made in this proposal.

If you have any questions, please email me at [jwalkup@standardsco.com](mailto:jwalkup@standardsco.com) or call me at 559-903-4014. We eagerly await your decision.

Sincerely,

John R. Walkup, Ph.D.  
Company President

## 2. PROPOSAL DESCRIPTION

### COMPANY HISTORY

John Walkup, Ph.D. formed The Standards Company in 2007. Within two months, we had secured two statewide curriculum analysis contracts with the Nevada State Legislature and Oklahoma State Department of Education. These studies encompassed over 200 public schools and over a quarter-million student assignments. They still represent the largest studies of classroom rigor ever performed. We soon extended our expertise to include classroom observations, coaching/feedback, and professional development.

In 2010, we shifted our focus toward grant writing. Our team members have since developed a wide range of successful grant proposals and managed numerous awarded grants for public agencies, especially school districts. We now provide an integrated suite of services devoted to the entire grant fund-seeking and post-award administration process. Our approach considers your current and future needs, goals, and resources to create long-term sustainability while still retaining your original objectives.

### WHAT'S NEW WITH THE STANDARDS COMPANY?

Since submitting our first proposal in August 2016, we have strengthened our offerings:

- Tim Evans joins the staff! With a degree in history and his experience studying graduate-level physics, Tim Evans provides our company a unique skill set. At The Standards Company, Tim specifically devotes his time to performing grant funding research, populating the company's new grant database, and helping teachers develop classroom-level grants.
- McFarland USD climbs aboard! In December 2016, McFarland USD signed a monthly contract with our company to receive its full suite of grant development services.



*Sonia Hall, John Walkup, and Zepure Bedrossian of The Standards Company.  
More recently, Tim Evans and Carol Scroggins have joined our efforts.*





- New grant database! In addition to our traditional grant notifications, our online grant database *MoneyBank* provides our clients a means of finding pre-vetted grants specifically targeting their needs. Users can view the listings online or on their mobile devices. They can even download a spreadsheet of the results.
- New grant activity monitor! *GrantGovernor* allows authorized administrators and board members to list all grants offered to the district along with detailed communication notes. They can also monitor the status of every grant that has been submitted or is under development. Users can download a spreadsheet of the results.
- New fee structure! We have adjusted our fee schedule to allow clients to become acquainted with our services at greatly reduced costs for the first six months of a contract.

### WHY CHOOSE THE STANDARDS COMPANY?

Our company will meet the entire scope of work specified in the Request for Proposals. We also offer Central Unified School District many advantages over competitors:

- We are a Fresno County company. Every member of our team has been a resident of your county for decades.
- We specialize in K-12 grants. Our grant writers are education specialists well-versed in the latest developments in public education.
- Your district knows who will write your grants. John Walkup will write and submit most of your grant applications. Sonia Hall will take the lead on large facilities and workforce grants. Small grant specialist Tim Evans will help schools win merit awards and help teachers with their classroom grants.

Menu

Main Grant 0 Client Grant 0 Grant Database 0

standardso.com

K-12 Grant Database Grant Database (De

THE STANDARDS COMPANY LLC

MAIN GRANT DATABASE

Grant ID ?

Funder ?

Grant Title ?

Purpose ?

Category Key Words ?

Eligibility

☐ LEAs

☐ Schools

☐ Teachers

☐ Cities

☐ Other

☐ All

My LEA/city is ?

Search

Menu

Main Grant 0 Client Grant 0 Grant Database 0

standardso.com

K-12 Grant Database Grant Database (De

THE STANDARDS COMPANY LLC

GRANT ACTIVITY

Client ?

Funder ?

Grant ?

Status ?

☐ Pending

☐ Successful

☐ Passed First Round

☐ Unsuccessful

☐ Other

☐ In Preparation

☐ Notified Client

☐ Reminded Client

☐ Declined to Pursue

☐ All

Ball is in Which Court? ?

☐ Client's Court

☐ Grant Company's Court

☐ Funding Agency's Court

☐ Inactive

☐ All

Search

- We will help your district pursue more than grants. Dr. Walkup has successfully helped school personnel apply for meritorious awards such as the California Department of Education's Gold Ribbon Award. Whenever the art of persuasion is required, our company will be on-call to help.
- We will dedicate our efforts to helping your students achieve success, no matter which organization is serving as the applicant. Therefore, we will write grants for any local nonprofits for which your students will significantly benefit from the grant proceeds.
- Our support extends down to the classroom level. Our *MoneyBank* grant database allows teachers to find grants specifically tailored to individual classrooms and for which they are eligible. If they need support, our own Tim Evans is at their service.
- Our *GrantGovernor* activity monitor allows authorized administrators and board members to remain well-informed of the grant-seeking process at any time of the day.
- Our Needs Assessment and Funding Analysis services reach far deeper into the issues affecting the school district than traditionally offered by competitors.
- We possess extensive experience in developing grant projects that interest schools the most such as professional development, after-school programming, youth development, and standards-based curriculum and instruction.

### QUALIFICATIONS OF THE FIRM

#### GRANT DEVELOPMENT

Our team members have provided grant development services for numerous other California-based grant writing companies, including

- Acquisition Partners of America,
- Al Solano Consulting,
- California Consulting,
- Del Sol Solutions,
- Granted Solutions, and
- Passantino Andersen.

For the clients of these companies, team members have been, and are currently, solely responsible for carrying out the complete scope of grant development, including:

- Needs assessing — through face-to-face meetings, reviewing of reports, and data analysis, team members established clear funding needs for clients that form the basis for all future grant development.





- Community outreach — whether through coordinating events or recruiting partnerships, members of The Standards Company have coalesced strong support for grant development from key community stakeholders.
- Grant research — relying on a steady stream of newsfeeds from major funders and grant databases, the company's personnel have kept their clients well informed of funding opportunities on the horizon.
- Grant authoring — as skilled technical writers, company personnel assumed all of the grant application authoring duties of their clients including the development of logic models, narratives, and budgets.

### **EXPERIENCE**

The Standards Company currently contracts with McFarland Unified School District to serve all of its fundraising needs. Our personnel have vast experience in working with various public agencies, developing over 600 grant proposals for such organizations as (to name just a few):

- Castle Air Museum,
- City of Arvin,
- City of Gonzales,
- City of Madera,
- City of Parlier,
- City of Sanger,
- Keppel Union School District,
- Lancaster Unified School District,
- Parlier Unified School District,
- Raisin City Elementary School District,
- West Park Elementary School District, and
- Youth Centers of America.

**"The Standards Company has been a great partner. Dr. Walkup and his team have been very proactive and successful in helping us reach our mission by obtaining hundreds of thousands of dollars for us. We are very pleased."**  
— Victor Hopper, Superintendent,  
McFarland Unified School District

Acting as a subcontractor to other grant writing companies, some of our team members are directly responsible for developing grant applications for

- Azusa Unified School District,
- Fontana Unified School District,
- Lennox Unified School District,
- Lynwood Unified School District, and
- Orange Unified School District

## PERSONNEL

The following comprise the team members of The Standards Company. We have included resumes for each member in this proposal.

### JOHN R. WALKUP, PH.D.

John Walkup, the President of The Standards Company LLC, earned his Doctor of Philosophy studying theoretical physics at the University of Oklahoma. He is an experienced educator at both the college and K-12 levels and still teaches occasionally at CSU Fresno as a Lecturer. Trained as a professional technical writer, he has helped cities and schools develop a wide range of successful grant proposals, focusing most of his efforts on youth-oriented projects. To date, he has authored well over 200 grant applications netting his clients over \$20 million in awards. Past examples of successful grants include a School Improvement Grant, a California Math Science Partnership grant, as well as multiple California Preschool Program Expansion grants, Specialized Secondary Programs grants, CalGRIP youth gang grants, California Gear-Up grants, and Prop 84 Public Parks grants.



John R. Walkup, Ph.D.  
Company President

John is also a pioneer in the classroom use of Cognitive Rigor, the superposition of Bloom's Revised Taxonomy and Depth of Knowledge. In 2007, he led our company to carry out the two largest studies of classroom rigor and standards alignment ever performed in the United States. He later teamed with Karin Hess to introduce the concept of Cognitive Rigor and the Cognitive Rigor Matrix (Hess Matrix). Both are now used in trainings throughout the country, from small rural school districts to state departments of education, and are cited as foundational tools by the California Department of Education in its Implementation Manual for the Next Generation Science Standards. His background in professional development is extensive and includes training public school teachers in the art and science

of direct instruction, English Learner strategies, cognitive strategies, STEM learning, curriculum development, Cognitive Rigor, and lesson planning.

John hails from Paso Robles, CA, and has lived in Clovis for over 20 years. *For Central Unified School District, John will be the primary grant writer for most grants. He will also be responsible for ensuring that all terms of the contract with Central Unified School District are carried out completely and to the District's satisfaction.*



## SONIA HALL

One of the most prolific grant writers in the state, Sonia Hall has helped numerous Central Valley agencies acquire funding for projects spanning a wide range of issues, including community development, facilities construction, transportation, youth crime, public safety, utilities, parks and recreation, and public school education. She is currently President of Granted Solutions, a grant writing company that specializes in municipal funding, and is the founder of California Communities That Care, a CalGRIP-funded nonprofit aimed at reducing gang violence. She is also a registered lobbyist with the State of California with immense experience in state politics.



Sonia Hall  
Grant Manager

Sonia has authored hundreds of grant proposals totaling over \$200 million, with most of her efforts benefitting Central Valley cities and school districts. Some of her successful projects include:

- Community centers and technology centers
- Job training, youth, and senior services
- Planning and community studies
- Charrette processes

For the purposes of this proposal, her history as a talented grant administrator will prove key. She has managed post-award grants for numerous clients in the Central Valley such as the City of Madera and the City

of Parlier. Much of her focus has targeted large, complex grants including Community Development Block Grants (CDBG), CalGRIP, and large-scale housing grants. Such projects involve substantial coordination of key agency staff, strict adherence to deadlines, clear and transparent reporting to key stakeholders and funding administrators, and the need to ensure fidelity to grant requirements.

*Sonia lives in Fresno, CA and is a Central Valley native. For Central Unified School District, she will play an important role in developing grants targeting facilities construction/renovation and workforce development. She will also serve as the Grant Administrator for the district should the need arise.*

## CAROL SCROGGINS, EdD

Carol earned her Bachelor of Arts in social work and a Master of Arts in counseling at the University of Arkansas. She earned her Doctor of Education at the University of San Francisco. She has over 25 years of experience in the nonprofit arena and has helped her clients secure over \$30 million in awards.

Carol has worked with numerous Central Valley community-based organizations as a grants writer, grant administrator, and project evaluator. She serves as a grant consultant for



Carol Scroggins, EdD  
Grant Consultant

several nonprofits, including the Economic Development Corporation, the United Way of Fresno County, and Promesa Behavioral Health. While working for the Economic Development Corporation, she performed grant writing clinics and workshops, helping recruit, train, mentor, and guide over 200 paraprofessional grant writers in the processes, procedures and research needed to fund youth programs, food drives, book donations, theater programs, civic projects, and anti-smoking campaigns. She is the former Vice President for Administrative Affairs and Grants Officer for the Agency for Nonprofit Development. Her specialties include applications that enhance youth development, socio-behavioral health, and human services. She is also an experienced community college English instructor.

*Carol is a long-time Fresno resident. For Central Unified School District, she will help develop grants targeting social services and youth development.*

#### TIM EVANS

Tim Evans is a graduate student in physics at California State University Fresno and working as a teaching associate in the physics department. He will graduate in Spring 2018 with a Master of Science degree. He graduated magna cum laude with a Bachelor of Arts degree in the field of history, which offers our company a unique synthesis of science and humanities for developing grant projects. Between 2008 and 2015, Tim managed an independent grocery store where he cultivated valuable business, managerial, and negotiating skills gained through brokering deals with companies such as Unified Grocers and Constellation Brands.



Tim Evans,  
Funding Research Specialist

With his degree in history, Tim is well-versed in methods of online research and rigorous cataloging. He relies on these skills to maintain both the *MoneyBank* grant database and the *GrantGovernor* client activity database, keeping all entries accurate and current.

Tim specializes in preparing applications for school merit awards (e.g., California Golden Bell Award, California Gold Ribbon Award) and small grants, especially those centered on history and STEM learning. With Tim on board, teachers have a specialist dedicated to helping them secure grants for their own classrooms. Tim was born in Fresno and has lived in this area his entire life.

*For Central Unified School District, he will research grant opportunities that meet your district's needs, help prepare applications for meritorious awards, and help your teachers develop classroom-level grants.*



**ZEPURE A. BEDROSSIAN, MPH**

Zepure Bedrossian's experience in human resources and business management has allowed her to maintain The Standards Company's contracts, and invoicing, and finances for the past 10 years, including a time when the company employed up to 16 curriculum specialists working on massive-scale projects for the Oklahoma Department of Education and the Nevada State Legislature.



Zepure A. Bedrossian, MPH  
Office Manager

In addition to her office management experience, she has an extensive background in health and medicine, especially health care administration. Starting out as a Registered Nurse at Valley Children's Hospital and Saint Agnes Hospital, she moved up to a Nurse Manager position for the State of Oklahoma. After moving back to Fresno in 2002, she served as the Director of Nursing for two Fresno County convalescent hospitals. With her strong background in nursing and the health management industry, she adds another dimension to our company's ability to help schools develop pathways toward rewarding careers.

A native of Aleppo, Syria, Zepure emigrated to Fresno, CA in 1983 from Beirut, Lebanon. She has lived in Fresno for 26 years. *She will serve as the point of contact between Central USD and The Standards Company for all contract-related tasks.*

### **SCOPE OF WORK**

Through its vast experience in K-12 education and its use of advanced Web technology, The Standards Company will meet and exceed all of the specifications expressed in the Request for Proposal.



### **NEEDS ASSESSMENT AND FUNDING ANALYSIS**

We will develop a full Needs Assessment and Funding Analysis for Central Unified School District compiled from information gathered from numerous sources. To complete this service, we will proceed through the following steps:

#### **1. Conduct interviews and surveys**

Dr. Walkup, President of The Standards Company, will conduct face to face interviews with the heads of every major department including the

- Assistant Superintendent – Chief Academic Officer,
- Assistant Superintendent – Chief Business Officer,
- Assistant Superintendent – Professional Development,
- Assistant Superintendent – Human Resources,
- Administrator – Special Education & Support Services, and
- Director of 7-12 & Adult Education.

In addition, he will interview the heads of any departments that the District thinks will express needs for funding such as the Departments of Assessment, Instructional Technology, Athletics, Facilities Planning, Library Services, State/Federal Funds, Child Nutritional Services, Curriculum & Instruction, and Student Services, as well as the Director of Technology.

#### **2. Review important district-level reports**

The Needs Analysis will also incorporate commentary expressed in various district reports such as the District's LCAP, LEA Plan, Title III Plan, Professional Development Plan, and Technology Plan.

#### **3. Analyze state-level data**

Large-scale data analysis is one of our company's specialties. As such, the Needs Analysis will state-level data compiled from a wide range of sources including

- CAASPP Mathematics, English Language Arts, and Science results
- Academic Proficiency Index (API)
- Redesignation-Fluent English Proficiency (R-FEP) assessment results,



- California English Language Development Test (CELDT) results,
- Annual Measurable Achievement Objectives (AMAOs),
- Demographic reports generated by American Community Survey,
- California Healthy Kids Surveys generated by WestEd, and
- FITNESSGRAM® results.

4. Prioritize funding foci

Once we have collected and compiled all the aforementioned information, we will host another meeting with the heads of all major departments exclusively to prioritize the funding targets, producing a list of top ten major grant funding foci.

5. Generate the final product

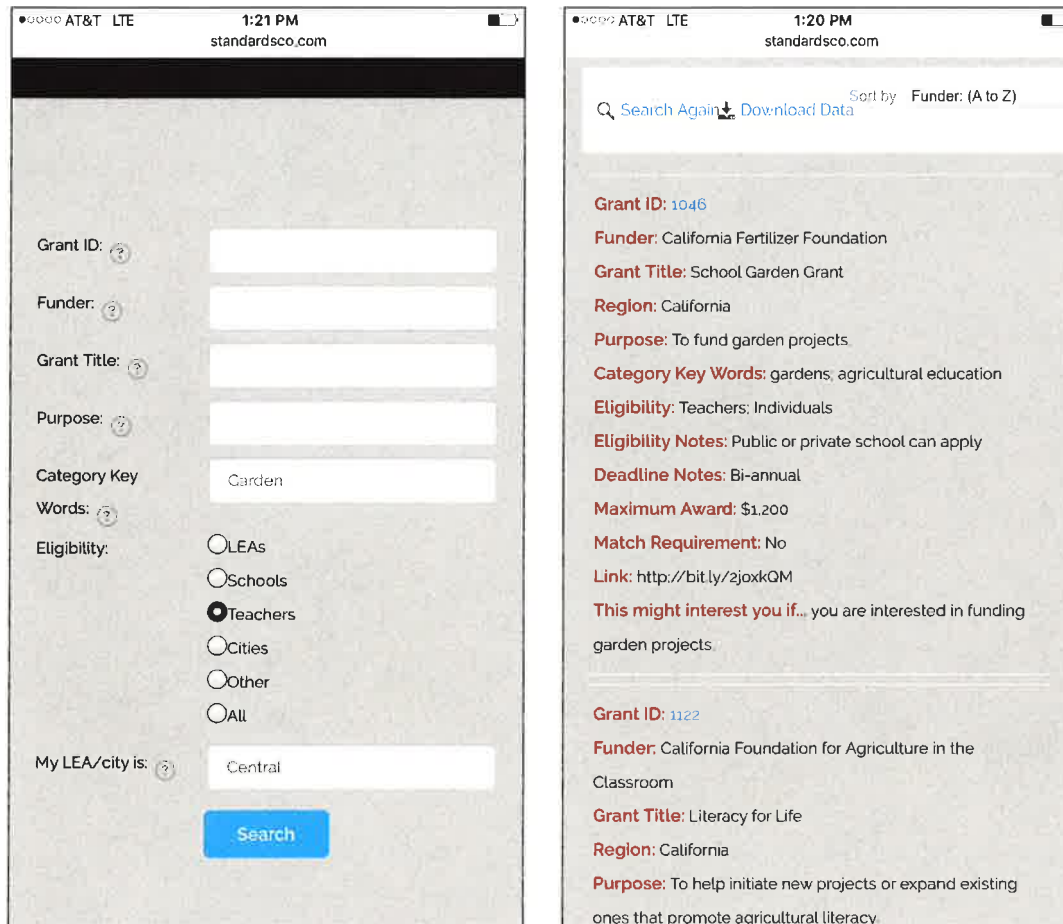
Once the District's funding needs have clarified, we will generate a comprehensive report. The publication generated by this service will be delivered in multiple formats:

- Eight wire-bound gray-scale copies for each Board member and the Superintendent.
- Digital file (PDF) with fully functioning bookmarks and hyperlinks.
- Online e-book (e-pub). (A sample e-pub version of this proposal can be downloaded here: <http://bit.ly/2aB6kwx>.)
- Online HTML manual with expandable folders. (For a sample manual generated by Adobe RoboHelp, see <http://bit.ly/2a3wXt6>)

#### GRANT FUNDING RESEARCH AND IDENTIFICATION

We will also offer ongoing funding analysis/research customized to the needs of Central Unified School District. Rather than simply sending your administrators a long hodge-podge of grant opportunities in an email or newsletter, our Funding Analysis is a four-step process:

1. Through automatic notifications and deliberate Internet searches, we receive regular notifications of potential funders such as the California Department of Education, the U.S. Department of Education, the Foundation Center Database, CaliforniaGrantWatch.com, the U.S. Department of Labor, and the National Science Foundation. The company will also tabulate foundations that have forged significant relationships with the District or who have expressed in the past an interest in funding your schools.
2. After vetting each opportunity for Central Unified School District's specific needs and eligibility, we email a list of grants that could potentially interest the District. (See the Appendix for a sample email listing.)
3. The selected grants are then loaded into *MoneyBank*, the company's online/mobile grant database, so that district personnel can access information about the grants at any time, 24-7. (A screen capture of the grant database is shown in the accompanying figure. Note that entering "Central" in the Client search field will retrieve grants specifically vetted for Central USD's eligibility.)
4. Once the District identifies grants of interest from the mailing list, the company generates a short (2-4 pages) synopsis of each grant opportunity, allowing District



*MoneyBank displayed on a mobile device (iPhone). On the left, the user has selected to search for teacher-level garden grants filtered for Central USD eligibility. Two of the resulting grants are shown on the right. Selecting the blue Grant ID text displays more detail about the grant.*

personal to assess the fit of the grant to their needs in more detail. (For a sample synopsis, see the Appendix.) As part of this step, the company will assess the matching funds requirement of the grant and offer strategies to meeting such requirements, such as through the use of in-kind contributions whenever permitted.

5. Dr. Walkup conducts meetings to discuss any grants that the District selects as solid opportunities.

#### STRENGTH OF COMPETITIVENESS AND GENERAL ADVISORY

Every grant synopsis we provide will include a section devoted to discussing the District's competitiveness for the grant. If the District thinks the grant poses as a likely target, we will then send the District a checklist of any documents, activities, partnerships, or cash matches needed to complete the application.

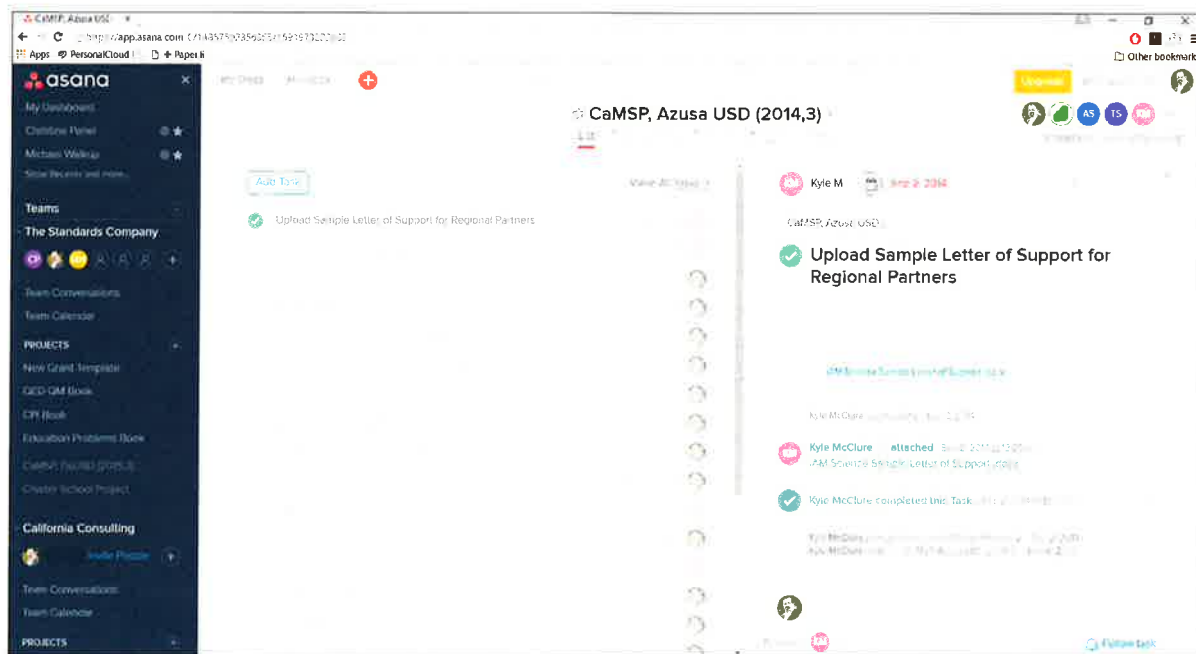
Our team is skilled in identifying in-kind matching contributions to meet the demands of most grant opportunities. In the exceptional case where cash matching funds are required,

we will conduct any activities the District feels will help secure these monies, such as providing letters of support templates or hosting meetings with prospective supporters.

### GRANT TIMELINE

We employ a professional project management tool called Asana to schedule each step of the application process, from the time that a grant listing is sent to the point where the submitted application is bundled and sent to the client. The accompanying figure shows how Dr. Walkup used Asana to manage the development of Azusa Unified School District's successful California Math Science Partnership grant. (Dr. Walkup served as a subcontractor to California Consulting for this project.)

Asana allows District personnel to log in and view the grant-seeking process and even edit any aspect of the project workflow to meet their own demands. It also provides a dynamic checklist of each step of the application process complete with assigned responsibilities, deadlines, a chat panel, and automatic notifications of deadlines and completions. Built into Asana is a Gantt Chart via Instagantt that visually maps the entire grant-seeking process, including milestones/deadlines and assigned responsibilities.



*Our company uses a professional project management tool called Asana to allow all stakeholders in grant development to monitor progress every step of the way. With Asana, Central USD personnel can view milestones, assigned responsibilities, and a Gantt chart, as well as receive automatic notifications.*

#### ON-CALL GRANT RESEARCH

We always provide quick turnaround on any needs that may arise during the course of the contract. When such a need manifests, we will peruse the associated databases to seek grants that may fill these needs. At that point, we will employ the four-step process outlined in the section “Grant funding research and identification.”

Thanks to the reporting features of *MoneyBank*, turnaround time for on-call grant research is short; District personnel can expect research results within four hours for most inquiries.

#### GRANT PROPOSAL DEVELOPMENT

We use a systematic, straightforward process that minimizes errors and allows District personnel complete oversight of proposal development.

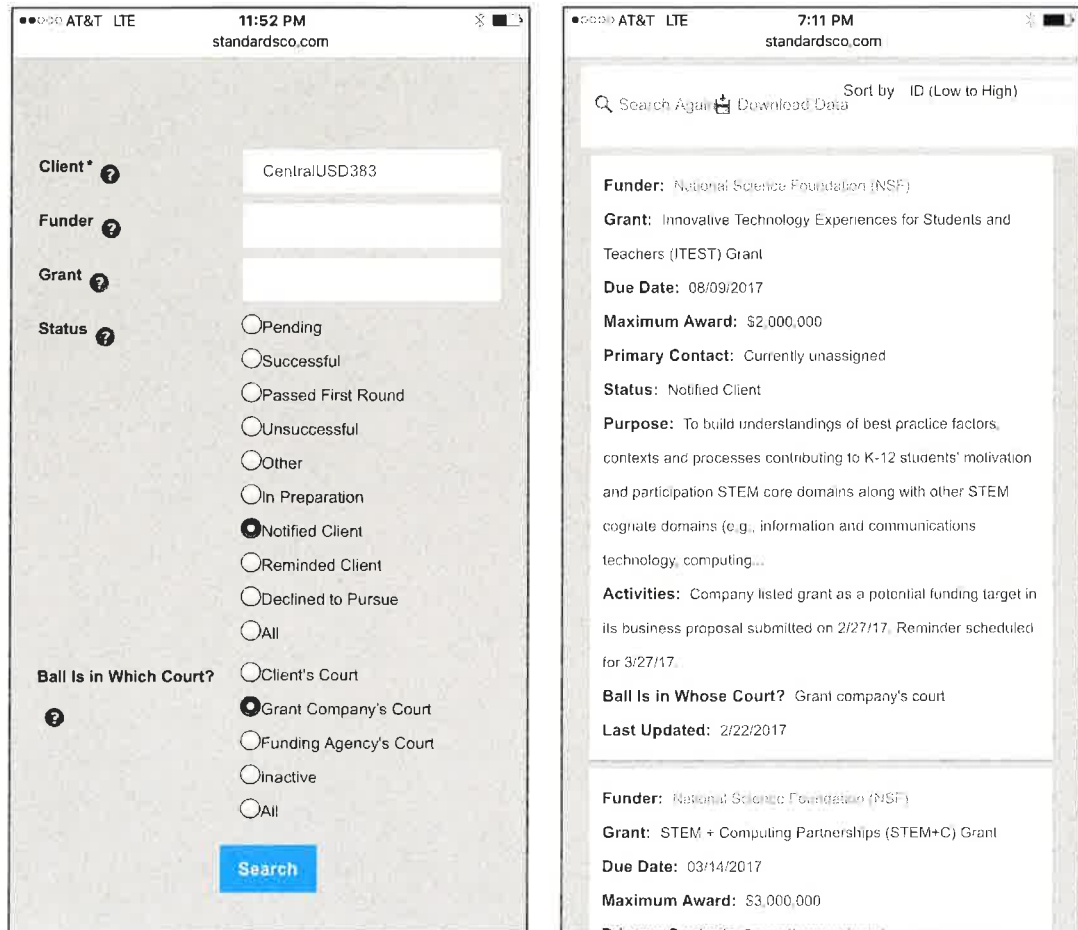
1. After discussing the District’s project ideas with District personnel, we develop a logic model that outlines the entire project in a one-sheet PowerPoint document. (See the Appendix for an example of a completed logic model.)
2. A link to a cloud-hosted narrative template is sent to the District, where the RFP requirements are outlined for each section along with suggestions for meeting the grant requirements and improving your chances of winning. This allows District personnel to view progress and input their own comments and edits.
3. Much like the narrative, a link to a cloud-based budget is also sent to District personnel, allowing them to adjust expenditures for each funding category. (A budget narrative formatted to the funder’s requirements is automatically generated from this spreadsheet.)
4. We will then submit the proposal, assuming the responsibility for all printing, binding, and mailing. We will meet all deadlines.
5. Finally, once a grant is submitted, the company will send the primary contacts at the District a complete zip file containing all files used to prepare the grant and set automatic notifications on its office calendar to check later for the status of the application.



## MONTHLY ACTIVITY REPORTS

Each month, we will generate a complete activity report that details (1) grants submitted and their status, (2) grants currently in development, (3) grants offered to the district, and (4) a list of meetings conducted by company personnel. Each report will be provided in PDF format and emailed to Superintendent Sutton and the head of the Central Unified School District Grant Team. (One such report is included in the Appendix, with the name of the district and personnel changed for confidentiality.)

In addition to these reports, District personnel and board members can log into *GrantGovernor*, The Standards Company's own grant activity database to check on "how things are going" at any time. As shown in the accompanying figures, *GrantGovernor* allows authorized personnel to determine which grants are currently pending, successfully awarded, unsuccessful, and in preparation. Users can also select only those grants for which our company is expecting the District to take the next step. Included in *GrantGovernor's* activity report is a timeline of the communication and tasks.



**Client \*** CentralUSD383

**Funder \***

**Grant \***

**Status \***

- ☐ Pending
- ☐ Successful
- ☐ Passed First Round
- ☐ Unsuccessful
- ☐ Other
- ☐ In Preparation
- ☒ Notified Client
- ☐ Reminded Client
- ☐ Declined to Pursue
- ☐ All

**Ball Is in Which Court? \***

- ☐ Client's Court
- ☒ Grant Company's Court
- ☐ Funding Agency's Court
- ☐ Inactive
- ☐ All

**Search**

Search Again Download Data Sort by ID (Low to High)

**Funder:** National Science Foundation (NSF)

**Grant:** Innovative Technology Experiences for Students and Teachers (ITEST) Grant

**Due Date:** 08/09/2017

**Maximum Award:** \$2,000,000

**Primary Contact:** Currently unassigned

**Status:** Notified Client

**Purpose:** To build understandings of best practice factors, contexts and processes contributing to K-12 students' motivation and participation STEM core domains along with other STEM cognate domains (e.g., information and communications technology, computing...)

**Activities:** Company listed grant as a potential funding target in its business proposal submitted on 2/27/17. Reminder scheduled for 3/27/17.

**Ball Is in Whose Court?** Grant company's court

**Last Updated:** 2/22/2017

**Funder:** National Science Foundation (NSF)

**Grant:** STEM + Computing Partnerships (STEM+C) Grant

**Due Date:** 03/14/2017

**Maximum Award:** \$3,000,000

*Our company's GrantGovernor displayed on a mobile device (iPhone). The user has elected to search only for grants for which the district has been notified and for which our company is expected to undertake the next step. GrantGovernor allows authorized personnel (e.g., administrators, Board members) to check the status of every grant under consideration.*

#### **GRANT ADMINISTRATION AND POST-AWARD COMPLIANCE**

Our company has generated an impressive reputation for managing high-level, massive-scale projects, having successfully conducted the two of the three largest studies of classroom curriculum ever performed in the United States. Meeting the demands of tight deadlines and completing projects thoroughly is a company hallmark.

Using advanced project management software, Sonia Hall of The Standards Company will manage post-award grant projects of any size and sophistication for Central Unified School District. As such, she will provide the following services related to Grant Administration:

- Perform general grant set-up (guideline preparation and submittal of other required documents as required by funding source).
- Provide any technical assistance necessary to implement and administer all Grant Agreements.
- Report at least quarterly to the District on progress and performance in relation to budget and scheduled milestones included in the District's grant agreements or other approved amendments.
- Generate and submit all required reports and cash request as outlined in the grant agreements.
- Compile and maintain public information binders as required.
- Prepare and store all pertinent records and documents sufficient to reflect all charges submitted.
- Retain such records and documents for a period of five (5) years from the date of final payment.





## **RÉSUMÉ OF JOHN R. WALKUP**

### **Skills and Experience**

- Professionally trained technical writer
- Education project developer
- K-12 professional developer and researcher

### **Education**

- Doctor of Philosophy, physics, University of Oklahoma
- Bachelor of Science, physics, California State University, Fresno

### **Work Experience**

*PRESIDENT, THE STANDARDS COMPANY LLC*  
*6/2007 TO PRESENT*

- Founder of company
- Led efforts to investigate student achievement outcomes related to K-12 standards-based alignment and cognitive rigor
- Presenter and professional expert in standards-based learning and cognitive rigor
- Perform numerous curriculum, instruction, and professional development services
- Prepare grant applications for K-12 education, youth services, and anti-gang initiatives

— *DIRECTOR OF SCHOOL SERVICES, ACQUISITION PARTNERS OF AMERICA, LLC*  
*4/2011 TO 11/2012*

- Authored grant proposals and STEM projects for K-12 school districts
- Analyzed education data (e.g., STAR, CELDT, CHKS, AMAO)
- Developed education needs assessments for K-12 school districts

*DIRECTOR OF RESEARCH/CONSULTANT MANAGER, DATAWORKS EDUCATIONAL RESEARCH*  
*10/2004 TO 6/2007*

- Managed large-scale curriculum research projects
- Trained 12 education consultants in professional development
- Performed professional development workshops
- Observed classrooms and reported results to faculty and administrators

*ASSOCIATE FACULTY, NATIONAL UNIVERSITY*  
*6/2003 TO 6/2004*

- Taught courses in multimedia arts, English, and mathematics
- Hired faculty and developed regional multimedia arts program
- Instituted university-wide CIW certification program

*LECTURER, CAL POLY, SAN LUIS OBISPO*  
*9/2001 TO 6/2003*

- Taught introductory physics courses and led senior projects
- Co-facilitated campus "Writing Across the Curriculum" workshops

*PROFESSOR OF PHYSICS, OKLAHOMA SCHOOL OF SCIENCE AND MATHEMATICS*  
*8/2000 TO 5/2001*

- Taught physics full-time at one of the premier public high schools in the country

### ***Sample Publications***

- Cognitive Rigor: Blending the Strengths of Bloom's Taxonomy and Webb's Depth of Knowledge to Enhance Classroom-level Processes (2009)
- Modeling Achievement by Measuring the Enacted Instruction (2008)
- Energy calculations of low- $|m|$  diamagnetic hydrogen states with dimensional perturbation theory, Physical Review A, (2001)
- Local optimization divergent power series, Journal of Mathematical Physics, (2000)

### ***Sample Successful Grant Awards***

*AS OF AUGUST 2016, OVER 135 GRANTS SUBMITTED NETTING OVER \$25 MILLION IN AWARDS INCLUDING:*

- California State Preschool Expansion Program Grant, Lynwood Unified School District, \$5.3 million (2016).
- California State Preschool Expansion Program Grant, Azusa Unified School District, \$412,000 (2016).
- California Math Science Partnership Grant, Azusa Unified School District, \$1.8 million (2015).
- Specialized Secondary Programs grant, San Bernardino City Unified School District, \$100,000 (2014).
- Positive School Discipline Grant, Tulare JUHSD, \$135,000, (2013).
- Monsanto Fund STEM Grant (State), Farmersville USD, \$25,000, (2012). Note: Only winner chosen from each state.
- Proposition 84 Parks & Recreation Grant, City of Fresno, \$2,641,564, (2011).
- Proposition 84 Parks & Recreation Grant, City of Parlier, \$3,165,365, (2011).
- California GearUp, Raisin City ESD, Caruthers USD, Parlier USD, and West Park ESD, \$1.26 million combined, (2011).
- School Improvement Grant, Parlier USD, \$8.8 million, (2011).

### ***Other Notable Grant Development***

- California Career Pathways Trust grant, \$15 million. Served on State Center Consortium grant writing team; developed the budget and budget narrative. (Not funded but proposal promoted to final round.)
- School Improvement Grant, Lancaster USD, \$9 million, (2010). Not awarded due to insufficient funds, but scored 94%.
- School Improvement Grant, Keppler USD, \$8 million, (2010). Not awarded due to insufficient funds, but scored 97%.

### ***Certificates and Licenses***

- The Grantsmanship Center Professional Certification





## ***RÉSUMÉ OF SONIA HALL***

### ***Skills and Experience***

- Professional technical writer
- Successful grant project developer and administrator
- Maintains an 85% success rate on competitive grant applications
- Has secured in excess of \$95 million since 2004
- Registered Lobbyist through the California Secretary of State

### ***Education***

Bachelor of Arts, Political Science, Ashford University

Associate of Arts, Fresno City College

### ***Work Experience***

#### ***OWNER AND MANAGER***

##### ***GRANTED SOLUTIONS***

12/2012 to present

- Founded the company
- Serves as specialist in grant strategies, governmental relations, and Federal/State legislation
- Specializes in funding for facilities construction
- Administrates large-scale grant-funded programs

#### ***EXECUTIVE DIRECTOR***

##### ***CENTRAL VALLEY COMMUNITIES THAT CARE***

1/2013 to present

- Manages local implementation of national Communities That Care operating system
- Serves as liaison among key stakeholders in combating youth crime
- Administrates implementation of anti-gang initiatives in multiple Fresno County communities

#### ***PARTNER/DIRECTOR OF GRANT STRATEGIES***

##### ***ACQUISITION PARTNERS OF AMERICA, LLC***

3/2011 to 11/2012

- Serves as specialist in grant strategies, governmental relations, and Federal/State legislation
- Identified and authored competitive grant proposals
- Administrated large-scale grant-funded programs

#### ***VICE PRESIDENT OF GRANT STRATEGIES***

##### ***PASSANTINO ANDERSEN COMMUNICATIONS***

6/2010 to 3/2011

- Successfully established new funding division within the company
- Performed wide range of grant-related services

#### ***GOVERNMENTAL AFFAIRS LOBBYIST/GRANT DIRECTOR***

##### ***CALIFORNIA CONSULTING, LLC***

12/2004 to 6/2010



- Identified and authored competitive grant proposals
- Managed a crew of 12 grant writers
- Managed multiple clients and grant projects

*DISTRICT DIRECTOR*

*OFFICE OF ASSEMBLYMAN STEVE SAMUELIAN* ←

12/2002 to 12/2004

- Specialized in working closely with local government, state legislation, and identifying funding sources
- Legislative Analyst and support staff in authoring legislation

*LOCAL GOVERNMENT REPRESENTATIVE*

*OFFICE OF ASSEMBLYMAN MIKE BRIGGS* →

12/2000 to 12/2002

- Served as Liaison for Cities in communication with State government
- Identified funding assistance for municipalities

**Experience**

Past representation of public agencies since 2004:

**SCHOOL DISTRICTS**

- |                                     |  |
|-------------------------------------|--|
| ▪ Laton Unified School District     | ▪ Kings Canyon Unified School District     |
| ▪ Corcoran Unified School District  | ▪ Farmersville Unified School District     |
| ▪ Parlier Unified School District   | ▪ Lemoore Union High School District       |
| ▪ Gonzales Unified School District  | ▪ McFarland Unified School District        |
| ▪ Caruthers Unified School District | ▪ Victor Valley Union High School District |

**COUNTIES AND CITIES**

- |                    |                      |                       |
|--------------------|----------------------|-----------------------|
| ▪ County of Fresno | ▪ City of Fresno     | ▪ City of Orange Cove |
| ▪ County of Kern   | ▪ City of Greenfield | ▪ City of Parlier     |
| ▪ County of Merced | ▪ City of Huron      | ▪ City of Reedley     |
| ▪ City of Arvin    | ▪ City of Kerman     | ▪ City of Salinas     |
| ▪ City of Avenal   | ▪ City of Lemoore    | ▪ City of Sanger      |
| ▪ City of Coalinga | ▪ City of McFarland  |                       |
| ▪ City of Delano   | ▪ City of Mendota    |                       |

**OTHER PUBLIC AGENCIES**

- Fresno Economic Opportunities Commission
- Madera Irrigation District
- Malaga County Water District McFarland Recreation & Park District
- Helendale Community Services District

**PRESENTATIONS**

- "How to Write a Grant," San Bernardino County Agencies, 2010
- "School District Funding – Opportunities for Teachers," Gonzales Unified School District, Fall Teacher



In-service, 2010

- "Grants 101," Board Member Training, Helendale CSD, 2010

**SPECIAL PROJECTS**

- Corcoran Technology Center (2008), grant writing and lobbying, \$6 million in grants
- Kings Canyon Unified School District, modernizations and new school (2008), \$15 million in grants
- South Monterey County, 4C4P anti-gang model (2011), recognized by California State Governor as a Promising Strategy



## **RÉSUMÉ OF CAROL SCROGGINS**

### ***Skills and Experience***

- Assisted local nonprofits to acquire over \$30 million in public and private grant funds and donations for local nonprofit organizations in a diversity of community programs
- Authored articles, media pieces, reports, grant requests and creative pieces for arts, education, ethnic dance, festivals, and health programs
- Recruited, trained, mentored, and guided over 200 paraprofessional grant writers in the processes, procedures and research to aid youth programs, food drives, book donations, theater programs, civic projects, and anti-smoking campaigns
- Planned and executed outreach and public relations/media campaigns for local programs including arts, home-based businesses, youth athletics, and health issues

### ***Education***

Doctor of Education, multicultural education, University of San Francisco

Master of Arts, counseling, University of Arkansas – Fayetteville

Bachelor of Arts, social work, University of Arkansas – Fayetteville

### ***Work Experience***

*SOCIAL SERVICES SPECIALIST*

*THE STANDARDS COMPANY LLC*

9/2016 to present

- Develop project plans for grant development
- Author grant proposals

*SOCIAL SERVICES SPECIALIST*

*GRANTED SOLUTIONS*

4/2013 to present

- Develop social service project plans
- Author grant proposals
- Evaluate project success

*GRANT DEVELOPER AND ADMINISTRATOR*

*PROMESA BEHAVIORAL HEALTH, INC.*

1/2011 to present

- Develop social service project plans
- Author grant proposals
- Evaluate project success

*VICE PRESIDENT FOR ADMINISTRATIVE AFFAIRS/GRANTS OFFICER*

*AGENCY FOR NONPROFIT DEVELOPMENT*

1/1994 to 1/2010

- Develop economic and employment projects and plans
- Author grant proposals
- Evaluate project successes





*RESOURCE DEVELOPMENT SPECIALIST/GRANT WRITER  
ECONOMIC DEVELOPMENT CORPORATION*

12/2004 to 6/2010

- Develop grant writing clinics and workshops
- Guide participants grant projects to funding
- Provide reports on progress to funder

*NONPROFIT RESOURCE DEVELOPMENT SPECIALIST  
UNITED WAY OF FRESNO COUNTY*

12/2002 to 7/2006

- Develop grant writing processes and resources
- Assist nonprofit community in expanding grant capabilities

***Publications***

- Scholarly proceedings
- Newspapers
- Newsletters
- Anthologies
- Dissertation nominated for Dissertation of the Year

***Community Service***

- Served on boards, commissions, and grant review panels

## **RÉSUMÉ OF TIMOTHY J. EVANS**

### **Education**

- Master of Science, physics, California State University, Fresno (In Progress)
- Bachelor of Arts, history, California State University, Fresno

### **Work Experience**

#### *GRANT WRITER, THE STANDARDS COMPANY LLC*

*3/2017 TO PRESENT*

- Research and STEM education specialist
- Maintains grant and client activity databases
- Prepare grant applications for K-12 education, merit awards, and small-scale grants

#### *TEACHING ASSOCIATE, CALIFORNIA STATE UNIVERSITY FRESNO*

*8/2016 TO PRESENT*

- Prepare and present various lectures and laboratory assignments for undergraduate physics and other natural or physical science labs

#### *CENTER STORE MANAGER, H & W MARKET (THE MARKET)*

*6/2008 TO 9/2015*

- Hired, trained, and managed entire center store staff of 40 people
- Expert on targeting store's desired gross profit margins across entire store
- Intricate knowledge of scan coordination and point-of-sales system
- Conducted business and buying deals with grocery, wine, and dairy distributors
- Maintained local business vision of serving the customer's above all else

### **Research**

- Dirac and non-Dirac conditions in the 2-potential theory of magnetic charge, Journal of Mathematical Physics, (2017, submitted for publication)
- Magnetic charge, photon mass, and spontaneous symmetry breaking, (2017, in progress)

### **Sample Successful Grant Awards**

*AS OF JULY 2017, OVER 20 GRANTS SUBMITTED NETTING OVER \$500,000 IN AWARDS INCLUDING:*

- California Prop 47: Learning Communities for School Success Program, McFarland Unified School District, \$327,000 (2017).
- Monsanto Fund, America's Farmers Grow Rural Education, \$10,000 (2017). (Only one winner selected from Central Valley region.)

### **Other Grant-Related Work**

- CSBA Golden Bell Award, McFarland Unified School District (2017). Two applications pending.
- CSBA Golden Bell Award, Orange Unified School District (2017). Two applications pending.
- CSBA Golden Bell Award, Lennox Unified School District (2017). One application pending.
- CSBA Golden Bell Award, Fontana Unified School District (2017). One application pending.
- CSBA Golden Bell Award, Azusa Unified School District (2017). One application pending.

## 3. GRANT AWARD EXAMPLES

Although The Standards Company has developed numerous successful grant awards, a few stand out in particular. For most of those listed, The Standards Company acted in the role of a subcontractor. However, Dr. Walkup was fully responsible for carrying out the full range of grant development services, from needs analysis to grant development to final submission.

### **LARGE-SCALE GRANTS**

#### *CALIFORNIA STATE PRESCHOOL EXPANSION PROGRAM GRANT*

Granting Agency: California Department of Education

Grant Award Amount: \$5,306,972

Award Date: April 26, 2016

Client Name: Lynwood Unified School District

Main Application Developer: John R. Walkup, Ph.D.

Contracting Company: Del Sol Solutions

Contact Information: Gudiel R. Crosthwaite, Ph.D., Assistant  
Superintendent Educational Services, Lynwood Unified  
School District, 11321 Bullis Road, Lynwood, CA 90262,  
(310) 886-1695 Office, gcrosthwaite@mylUSD.org.



#### *CALIFORNIA MATH SCIENCE PARTNERSHIP GRANT*

Granting Agency: California Department of Education

Grant Award Amount: \$1,770,000

Award Date: September 23, 2016

Client Name: Azusa Unified School District

Main Application Developer: John R. Walkup, Ph.D.

Contracting Company: California Consulting

Contact Information: Linda Kaminski, Ed.D.,

Superintendent, Azusa Unified School District, 546  
S. Citrus Avenue, Azusa, CA 91702, (626) 858-6152,  
lkaminski@azusa.org

Notes: Dr. Walkup served on post-award management  
team. The Standards Company LLC provided  
professional development services as part of the grant contract.



### **MEDIUM-SCALE GRANTS**

#### *CALIFORNIA STATE PRESCHOOL EXPANSION PROGRAM GRANT*

Granting Agency: California Department of Education

Grant Award Amount: \$412,462

Award Date: April 26, 2016

Client Name: Azusa Unified School District

Main Application Developer: John R. Walkup, Ph.D.

Contracting Company: Del Sol Solutions

Contact Information: Linda Kaminski, Ed.D.,

Superintendent, Azusa Unified School District, 546  
S. Citrus Avenue, Azusa, CA 91702, (626) 858-6152,  
lkaminski@azusa.org.



### *CONGESTION MITIGATION AND AIR QUALITY*

Granting Agency: Fresno Council of Governments  
 Grant Award Amount: \$348,498  
 Award Date: March 27, 2014  
 Client Name: Parlier Unified School District  
 Main Application Developer: John R. Walkup, Ph.D.  
 Contracting Company: Granted Solutions  
 Contact Information: Rudy Gonzales, Director,  
 Transportation and Maintenance Operations, 900  
 Newmark Ave., Parlier, CA 93648, (559) 646-2731,  
 rgonzales@parlierunified.org



### **SMALL-SCALE GRANTS**

Teachers and principals can also leverage the services of The Standards Company to fund some of their own school-wide or classroom-level projects. Each month, The Standards Company will provide a listing of school- and classroom-level grants that administrators can forward to school staff.

### *CA ACTION FOR HEALTHY KIDS GRANT*

Granting Agency: Action for Healthy Kids  
 Grant Award Amount: \$1,000  
 Award Date: 11/15/2016  
 Client Name: Centinela Valley Union High School  
 District Main Application Developer: John R. Walkup, Ph.D.  
 Contracting Company: Del Sol Solutions  
 Contact Information: Pamela Brown, Ed. D., Principal,  
 Hawthorne High School, 4859 El Segundo Blvd,  
 Hawthorne, CA, brownp@centinela.k12.ca.us.  
 Notes: Grant prepared and submitted by John R. Walkup of The Standards Company working as a subcontractor for Del Sol Solutions.



### *SPECIALIZED SECONDARY PROGRAMS GRANT*

Granting Agency: California Department of Education  
 Grant Award Amount: \$35,000  
 Award Date: December 31, 2014  
 Client Name: Parlier Unified School District  
 Main Application Developer: John R. Walkup, Ph.D.  
 Contracting Company: Granted Solutions  
 Contact Information: Edward Lucero,  
 Superintendent, Parlier Unified School District,  
 777 North F Street, San Bernardino, CA 92410,  
 (909) 381-1300, 900 Newmark Ave., Parlier, CA  
 93648, (559) 646-2731, elucero@parlierunified.org.







### **OTHER**

The following examples serve to demonstrate ways in which Dr. Walkup of The Standards Company can provide support for district initiatives beyond grant funding.

#### *OUTSTANDING INSTRUCTIONAL LEADER 2017 MERIT AWARD*

Awarding Agency: California ASCD

Award Date: February 4, 2017

Client Name: Azusa Unified School District

Main Application Developer: John R. Walkup, Ph.D.

Contracting Company: California Consulting

Contact Information: Arturo Ortega, Assistant Superintendent, Azusa Unified School District, 546 S. Citrus Avenue, Azusa, CA 91702, (626) 858-6152, aortega@azusa.org

Note: Recently, upon being nominated by Asst. Supt. Arturo Ortega, Dr. Linda Kaminski received this prestigious merit award. Dr. Kaminski's amazing accomplishments as a school administrator told the story; Dr. Walkup helped district personnel complete many of the tasks associated with the nomination process, such as securing letters of recommendation, and submitting the nomination for consideration.

#### *GOLD RIBBON AWARDS*

Awarding Agency: California Department of Education

Award Date: February 10, 2016

Client Name: Azusa Unified School District

Main Application Developer: John R. Walkup, Ph.D.

Contracting Company: California Consulting

Contact Information: Linda Kaminski, Ed.D., Superintendent, Azusa Unified School District, 546 S. Citrus Avenue, Azusa, CA 91702, (626) 858-6152, lkaminski@azusa.org

Note: Dr. Walkup prepared Gold Ribbon Awards for two Azusa Unified School District schools (Magnolia Elementary School and Murray Elementary School) as well as for one San Bernardino City Unified School District school (Thompson Elementary School). All three applications won.

#### *CALIFORNIA LANGUAGE AND LEARNING INNOVATION COLLABORATION (CALLI)*

Awarding Agency: California Department of Education

Award Date: December 18, 2015

Client Name: Azusa Unified School District

Main Application Developer: John R. Walkup, Ph.D.

Contracting Company: California Consulting

Contact Information: Linda Kaminski, Ed.D., Superintendent, Azusa Unified School District, 546 S. Citrus Avenue, Azusa, CA 91702, (626) 858-6152, lkaminski@azusa.org

Note: Dr. Walkup was asked to help prepare the application for membership so that the school district could engage on a collaborative team to develop new English Learner strategies. Dr. Walkup wrote much of the narrative and performed all of the background English Learner data analysis supporting the application.

## 4. REFERENCES

Request for Proposal  
#1617-7500-3  
GRANT WRITING SERVICES

List of References

*IMPORTANT: This form must be returned with the Request for Proposal.*

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Reference 1

Company Name: *McFarland Unified School District*

Address: *601 Second Street, McFarland, CA 93250*

Telephone Number: *(661) 792-3081* Contact Person: *Ambelina Garcia*

Description of Services Provided: *Provide complete grant development services.*

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Reference 2

Company Name: *Castle Air Museum*

Address: *5050 Santa Fe Dr, Atwater, CA 95301*

Telephone Number: *(209) 723-2178* Contact Person: *Joe Pruzzo*

Description of Services Provided: *Prepared and submitted large museum grants.*

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Reference 3

Company Name: *Lancaster School District*

Address: *44711 Cedar Ave., Lancaster, CA 93534*

Telephone Number: *(661) 810-3257* Contact Person: *Michele Bowers*

Description of Services Provided: *Prepared and submitted large-scale state grants*

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## 5. PRICING OPTIONS

Our company understands the financial hardship Central Valley schools face and has expended considerable effort to offer your district a flexible selection of quality services at affordable rates.

To reduce fees further, we offer the option of focusing on grants targeting direct student benefit. Such grants include professional development, academic proficiency, food/nutrition, and socio-behavioral development grants.

The following sections describe the cost breakdown for each of the proposed services. Fees are included for individual services as well as the complete package of all grant-related services.

<i>FEE SCHEDULE FOR GRANT-RELATED SERVICES</i>		
	Unlimited Grants	Student-Benefit Grants Only*
Needs Assessment & Funding Analysis	\$1,750	\$1,250
Funding Research & Identification	\$250/month	\$175/month
Grant Writing & Submission	See following table	See following table
Complete Package	\$2,450/mo for first 6 months; \$3,450/mo thereafter	\$1,950/mo for first 6 months; \$2,750/mo thereafter
Grant Administration & Post-Award Compliance	Paid out of grant award	Paid out of grant award

\* Grants that provide direct benefit to students, including those that target professional development, academic proficiency, food/nutrition, and socio-behavioral development. Does not include grants related to facilities, vehicle/transportation, and construction.

### **INDIVIDUAL SERVICES**

#### **NEEDS ASSESSMENT AND FUNDING ANALYSIS**

The Standards Company offers to develop a full Needs Assessment and Funding Analysis for Central Unified School District, as described in the section Scope of Work. Once completed, the District will receive its report in a variety of formats:

- 5 wire-bound gray-scale copies,
- a digital PDF file with fully functioning bookmarks and hyperlinks,
- an online e-book format (e-pub), and
- an online HTML manual featuring a glossary, an index, and expandable folders.

#### **GRANT FUNDING RESEARCH & IDENTIFICATION**

The Standards Company also offers ongoing grant funding research customized to the needs of Central Unified School District, as described in the section Scope of Work. This service includes on-call, short turnaround service if the need arises.

## GRANT WRITING AND SUBMISSION

To provide your school district maximum flexibility in the use of its general funds, The Standards Company provides multiple options for grant writing services. All of the following options include meeting with District administrators and funding administrators, narrative and budget development, submission, and post-submission follow-up.

### PER GRANT OPTION

Without knowing all preparation requirements, establishing a fee for preparing individual grants always proves difficult. However, by conducting a review of its past labor costs, our company has identified two features that impact pricing more than any other: The size of the maximum award and the page limits of the narrative.

Pricing for preparing grants on an individual basis are displayed in the following Fee Matrix.

<i>FEE MATRIX FOR INDIVIDUAL GRANT DEVELOPMENT (STATE GRANTS ONLY)</i>						
<i>PAGES*</i>	<i>MAXIMUM ALLOWABLE GRANT REQUEST</i>					
	\$500– \$3000	\$3001– \$20,000	\$20,001– \$100,000	\$100,001– \$600,00	\$600,001– \$4,000,000	\$4,000,001+
1	\$170	\$310	\$510	\$810	\$1,380	
2–10	\$310	\$475	\$750	\$1,130	\$1,950	\$3,360
11–25		\$690	\$940	\$1,560	\$2,760	\$4,780
26–50			\$1,560	\$2,180	\$3,970	\$6,800
50+				\$3,970	\$5,750	\$9,630

\* Number of pages refers to the maximum allowable double-spaced pages for the narrative.

### Examples

- The Specialized Secondary Programs grant issued by the California Department of Education limits narratives to 22 double-spaced pages and features a maximum award of \$35,000. This corresponds to a fee of \$940.
- Lowe's Toolbox for Education grants are popular school-level grants worth up to \$5,000. The narrative required spans roughly two pages. The fee for this grant is therefore \$475.

### COMPLETE PACKAGE

The Standards Company also offers all of the aforementioned services in a complete package, which includes

- Needs Assessment,
- Funding Analysis (including on-call research),
- Grant Funding Research and Identification (including strength of competitiveness analysis and general advisory),
- Grant Writing and Submission (including grant timelines), and
- Monthly Reports



### ***GRANT ADMINISTRATION AND POST-AWARD COMPLIANCE***

Fees for grant administration and post-award compliance are typically paid out of awarded grant budgets.

The administrative burden imposed by some federal grants requires a full-time on-site grant administrator. Because the costs of administering such grants can easily exceed \$100,000 per year, it would be disingenuous of our company to quote a monthly retainer fee for grant administration.

Therefore, we propose to negotiate fees for such services on a case-by-case.

### ***HOURLY LABOR RATES AND REIMBURSEMENTS***

<i>SCHEDULE OF HOURLY LABOR RATE AND INCIDENTAL COSTS</i>	
Description	Fee
Hourly labor rate	\$80/hour
Mileage (billed at current IRS rate)*	\$0.575/mile
Travel (tolls, airfare, hotel, cab)	Cost
Copies/reprographics	\$0.15/sheet (B/W); \$0.95 (color)
Postage, Courier Service, Express Mail	Cost

\* The Standards Company does not charge for travel to attend Board meetings or perform on-site grant-related services.

### ***RETURN ON INVESTMENT***

Perhaps the most important means of measuring the effectiveness of a grant writing company is to calculate its return on investment (ROI). Naturally, grant awards take time (at least 6-8 months) to generate significant funding.

Since assuming the grant writing duties for McFarland Unified School District, The Standards Company has generated over \$500,000 for the district in only seven months, an ROI of over 30:1.

Given Central Unified School District's needs and The Standards Company's grant development expertise, a 5:1 ROI within the first 8 months lies at the lower end of what the District should expect, with a 10:1 ROI established as a reasonable target for success by the end of the first year.



The community served by Central Unified School District mirrors closely the type of communities from which The Standards Company has forged its expertise and success.

The student population of Central Unified School District is diverse, with 58% Hispanic, 10% Black, 13% Asian, and 17% White.

Nearly all of the District's schools serve a majority of student populations that are historically disadvantaged. Students in these schools often face barriers to the learning

that extend far past the norm, even by California standards. Biola-Pershing, Madison, and Roosevelt Elementary Schools, for example, feature severe English Language barriers. The student population served by the district is decidedly socioeconomically disadvantaged, with 70% eligible for free/reduced meals, reaching as high as 90% in Biola-Pershing, Roosevelt, and Teague Elementary Schools.



With such barriers to overcome, it is no surprise that some of Central Unified School District's schools struggle academically. Two schools — John Steinbeck Elementary and Central High East Campus — were recently listed on the California Department of Education's eligibility list for School Improvement Grant (marking them as ideal candidates to receive millions in state funding for improving the learning environment). Most of the other schools in the district are listed as Tier III because of their Title I Program Improvement status.

Through its experience generating millions of dollars in grant awards for some of the poorest student populations in the state, The Standards Company is ideally positioned to help the district meet these challenges.

### ***SPECIAL PROGRAMS***

Farming and agri-business have been at the heart of education in Central Unified School District since its founding in 1922. When its first campus opened at the corner of McKinley and Dickinson, most students were the children of small farmers. Equipping students with top knowledge related to crop and animal sciences was the primary mission of the school district at that time.

Not surprisingly, acreage was set aside for a school farm. Because the market has morphed from table grapes to wine grapes, students today learn a great deal more about varietals than they did 50 years ago. Likewise, as many farmers in the service area replaced vines with orchards, students today learn more about fruit trees and nut bearing trees, especially almonds and walnuts. A greenhouse facilitates raising flowers. And since Fresno is a major region for the production of milk products, animal husbandry remains a curricular staple.

Students are encouraged in their efforts by full-time faculty, a farm manager, and by their families and friends who support their award-winning efforts in competitions hosted by the



*A school farm helps Central Unified School District teach students about agriculture, agri-business, and animal husbandry.*

4-H and FFA and various fairs including the annual Great Fresno Fair. Many students also participate in the FARMS Leadership Center for Land-Based Learning.

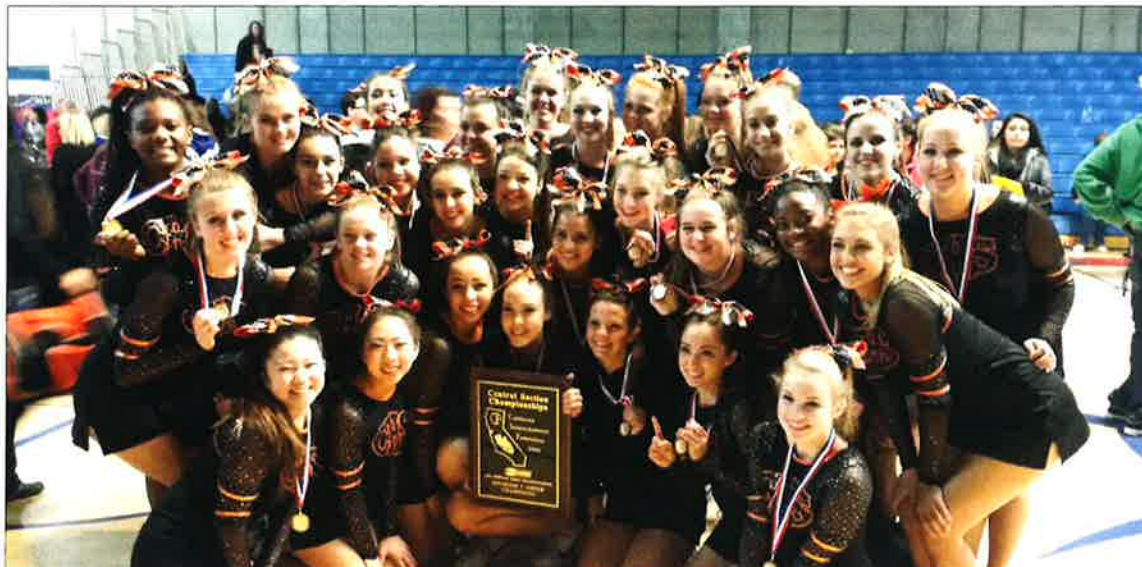
Central Unified School District is proud of its successful and growing visual and performing arts. The Standards Company team has extensive experience helping schools fund school-based arts programs including a Fresno Regional Foundation grant to initiate a Ballet Folklorico program for Parlier Unified School District and an Arts for All program for Lynwood Unified School District.

The Central Learning Adult/Alternative School site (C.L.A.S.S.) offers instruction and services for adults who want to support their children or create their own career pathways. This school offers adult learners the opportunity to earn a traditional high school diploma or its equivalent. Adults also have the option of improving their English through its English as a Second Language (ESL) program. This school offers many other programs such as computers and leadership, as well as the Nursing Assistant Training Program and apprenticeships with cement masons, plasterers, and air conditioning technicians.

Some of the District's other programs will prove highly attractive to potential funders:

- Project 720 at Central High School — this program brings together caring adults and students in a mentoring relationship that focuses on academics. Project 720 assists identified 9th-grade students at risk of dropping out.
- Interact Club — this club centers on a group of students who have come together to serve their community. This club provides a chance for our students to make new friends, improve their community, and develop leadership skills.
- Foundation for Central Schools — Central Unified District partners with its own foundation to support many of the District's initiatives. As a potential lead applicant on grant projects, the Foundation's presence opens up numerous avenues for funding from foundations that only rarely fund schools directly.





*Central High School has won numerous CIF Valley and National Championships in Pep/Cheer.*

### **POTENTIAL FOR GROWTH**

All of these factors mean that Central Unified School District is well-poised to secure millions in grant funding for projects that will improve the learning environment for its students. With its severe socioeconomic needs and The Standards Company's success record, Central Unified School District will be at a decided competitive advantage for local, state, and federal funding.

### **PARTNERSHIPS**

The Standards Company is proposing to contract with Central Unified School District. However, it is willing to prepare applications for other organizations in their fundraising efforts as part of this contract as long as Central USD students are the primary benefactors.

### **POTENTIAL GRANTS**

The Standards Company maintains a comprehensive grant database specifically targeting California public schools that Central Unified School District administrators and teachers can use to search for grants. To use the database, simply

1. Visit <http://standardsco.com/wp/main-grant-database/>
2. Enter "Central" in the search field titled "My LEA is:"
3. If desired, select the blue Grant ID number at the top of each listing to display a more detailed synopsis of the grant.





From the search results, we have selected a few to highlight in this proposal. The following grant opportunities, currently active or anticipated, might interest district administrators in their efforts to revitalize their schools:

#### CURRENT OPPORTUNITIES

- ✓ *CALIFORNIA DEPARTMENT OF EDUCATION (CDE), NATIONAL SCHOOL LUNCH EQUIPMENT ASSISTANCE GRANT*  
Purpose: To help schools serve healthier meals with a focus on serving more fruits and vegetables, improving food safety and energy efficiency, and expanding access. Funds primarily target the purchase of cafeteria equipment.  
Deadline: Anticipated October 2017  
Award: \$100,000 (maximum)  
Notes: John Walkup of The Standards Company has prepared successful applications for this grant in the past. The RFA will be released at the end of August 2017.  
*Central USD may want to pursue this grant if... the state of your schools' cafeteria equipment diminishes its ability to provide healthy food for all of its students.*
- ✓ *CALIFORNIA DEPARTMENT OF EDUCATION (CDE), PROPOSITION 39 - CALIFORNIA CLEAN ENERGY JOBS ACT*  
Purpose: To improve energy efficiency and expand clean energy generation in schools.  
Deadline: October 31, 2017  
Award: Allocation formula is 85% based on average daily attendance and 15% based on the number of students eligible for free and reduced-priced meals.  
*Central USD may want to pursue this grant if... your LEA has eligible FRPM rates and you need funding for increasing energy efficiency.*
- CALIFORNIA DEPARTMENT OF EDUCATION (CDE), PROP 47: LEARNING COMMUNITIES FOR SCHOOL SUCCESS PROGRAM, CYCLE 2*  
Purpose: To administer a grant program to public agencies aimed at improving outcomes for public school pupils in kindergarten and grades 1 to 12, inclusive, by reducing truancy and supporting students who are at risk of dropping out of school or are victims of crime.  
Deadline: Anticipated fall 2017  
Award: \$15,000 – \$2,000,000  
Notes: Letter of intent is required. Funded applicants will receive \$50 per year per student enrolled in the LEA with a minimum of \$15,000 and a maximum of \$2 million per LEA per three-year grant period. John Walkup of The Standards Company has prepared a successful application for this grant in the past.  
*Central USD may want to pursue this grant if... any of your schools are eligible and need to reduce truancy and support students at risk of dropping out.*
- CALIFORNIA DEPARTMENT OF EDUCATION, SPECIALIZED SECONDARY PROGRAMS (SSP) GRANT*  
Purpose: To provide startup funds to establish of a new, innovative specialized program or school for high school students by developing new standards-based model curriculum that provides enhanced learning opportunities in a specialized content area. Projects should focus on developing courses that mirror the needs of local industry and can serve as a model for effective educational practices for other schools in the state.  
Deadline: September 29, 2017  
Award: Up to \$135,000 (anticipated)  
Notes: Dr. Walkup has extensive experience with this grant, having written successful applications for both Parlier and San Bernardino City Unified School Districts.  
*Central USD may want to pursue this grant if...the high school wants to create new courses that offer its students a path toward careers currently unavailable to them*
- ✓ *CALIFORNIA ENVIRONMENTAL PROTECTION AGENCY: STATE WATER RESOURCES CONTROL BOARD, DRINKING WATER FOR SCHOOLS GRANT PROGRAM*  
Purpose: To improve access to, and the quality of, drinking water in public schools

Deadline: Anticipated fall 2017.

Award: \$25,000 – \$1,000,000

Notes: Single schools can receive between \$25,000 and \$100,000. LEAs can receive between \$25,000 and \$1,000,000. To be eligible for funding, applicants must provide documentation of impaired drinking water quality, impaired access to drinking water, or a combination of both. Water quality impairments are documented violations of drinking water standards with the potential to directly impact human health. The inability to provide access to free, fresh drinking water during meal times in the food service areas, or having drinking water facilities that are not in “good repair” are examples of impaired access. Small disadvantaged communities. (Determination of this status will be posted at <http://bit.ly/2p2AUKL>.)

*Central USD may want to pursue this grant if...* your district can substantiate a claim for unsafe drinking water.

*NATIONAL SCIENCE FOUNDATION, ADVANCING INFORMAL STEM LEARNING (AISL)*

Purpose: To advance new approaches to and evidence-based understanding of the design and development of STEM learning in informal environments; provide multiple pathways for broadening access to and engagement in STEM learning experiences; advance innovative research on and assessment of STEM learning in informal environments; and develop understandings of deeper learning by participants. Four project categories are available: (1) Pathways, (2) Research in Service to Practice, (3) Innovations in Development, and (4) Broad Implementation.

Deadline: November 6, 2017

Award: \$300,000 – \$3 million (depending on grant category)

Notes: NSF applicants are usually university faculty. Dr. Walkup's ties to CSU Fresno science departments could help form a partnership with Central USD, especially for education/research projects centered on the physical sciences. His company will develop the grant proposal to any extent desired.

*Central USD may want to pursue this grant if...* it is willing to partner with a collegiate faculty member and allow him or her to take the lead on project design and management.

*NATIONAL SCIENCE FOUNDATION, DISCOVERY RESEARCH K-12 GRANT*

Purpose: To significantly enhance the learning and teaching of STEM by preK-12 students and teachers through research and development of innovative resources, models and tools. Projects should build on fundamental research in STEM education and prior research and development efforts that provide theoretical and empirical justification for proposed projects. Participating teachers and students are expected to enhance their understanding and use of STEM content, practices, and skills. Projects should address challenges that face preK-12 STEM education and anticipate radically different structures and functions of teaching and learning.

Deadline: December 4, 2017

Award: \$450,000 – \$3 million (depending on grant category)

Notes: NSF applicants are usually university faculty. Dr. Walkup's ties to CSU Fresno science departments could help form a partnership with Central USD, especially for education/research projects centered on the physical sciences. His company will develop the grant proposal to any extent desired.

*Central USD may want to pursue this grant if...* it is willing to partner with a collegiate faculty member and allow him or her to take the lead on project design and management.

*NATIONAL SCIENCE FOUNDATION, INNOVATIVE TECHNOLOGY EXPERIENCES FOR STUDENTS AND TEACHERS (ITEST) GRANT*

Purpose: To build understandings of best practice factors, contexts and processes contributing to K-12 students' motivation and participation STEM core domains along with other STEM cognate domains (e.g., information and communications technology, computing, computer sciences, data analytics) that inform education programs and workforce domains.

Deadline: September 5, 2017

Award: \$2,000,000 maximum

*Central USD may want to pursue this grant if...* you are willing to partner with a collegiate faculty member and allow him or her to take the lead on project design and management.



*SAN JOAQUIN VALLEY AIR POLLUTION CONTROL DISTRICT, SCHOOL BUS PROGRAM*

Purpose: To reduce children's exposure to harmful pollutants and assist with compliance of ARB's in-use Truck and Bus Regulation. These programs provide funding for the (a) purchase of new low-emission school buses to replace of old, high polluting school buses, (b) installation of ARB-verified Level 3+ retrofit devices on school buses, or (c) replacement of expiring or expired compressed natural gas (CNG) tanks on existing school buses.

Deadline: Continuous

Award: Varies according to project category

Notes: Central USD recently purchased a new diesel school bus through this program. The grantor also offers a "Public Benefit Grant Program" that could be a better fit for projects involving alternative fuels.

*Central USD may want to pursue this grant if...* it has any need to upgrade its school bus fleet to replace aging buses or equipment or wants to shift its transportation toward electric buses.

— *SAN JOAQUIN VALLEY AIR POLLUTION CONTROL DISTRICT, BIKE PATHS GRANT*

Purpose: To assist with the development or expansion of a comprehensive bicycle-transportation network which will provide a viable transportation option for travel to school, work and commercial sites.

Deadline: Continuous

Award: Up to \$150,000 per project

Notes: Central USD recently purchased a new diesel school bus through this program.

*Central USD may want to pursue this grant if...* better bicycling routes to and from its schools are needed.

*SAN JOAQUIN VALLEY AIR POLLUTION CONTROL DISTRICT, E-MOBILITY GRANT*

Purpose: To develop or expand telecommunications services and electronic technology applications to directly replace vehicle travel by the general public. Funding is available for eligible projects such as video teleconferencing, Internet business transactions, and telework sites.

Deadline: Continuous

Award: Up to \$150,000 per project

*Central USD may want to pursue this grant if...* residents or district personnel are too often forced to travel to schools and district offices because the district lacks advanced electronic communications.

*S.H. COWELL FOUNDATION*

Purpose: To funds programs that target any of the following: (1) Families and communities — comprehensive programs that promote early literacy, parent education, family economic success and health/wellness. (2) Education — the development of schools that foster teamwork, adaptation and growth among teachers, students, and families (e.g., English language development, socio-emotional learning, deep content knowledge in core subjects). (3) Youth development — projects that equip youth to reach their full potential by allowing youth to explore their interests/aspirations, develop leadership skills, build confidence and resilience, and commit to lifelong learning and community engagement. (4) Leadership development — projects that help build resilient leaders who can shape and guide their organizations and communities, helping the organization build capacity.

Deadline: Continuous

Award: No limit stated, but \$80,000 is a typical grant award

*Central USD schools may want to pursue this grant if...* any needs identified during the Needs Assessment phase align closely to one of the Foundation's four foci. The mission of Project 720 appears to match the S.H. Cowell's mission. However, Dr. Walkup of The Standards Company recently spoke to the Foundation's Program Manager who stated that the Foundation's focus is currently Sanger USD. We suggest inquiring again in Spring 2018.

*CAPTAIN PLANET FOUNDATION, ECHO TECH GRANTS*

Purpose: To engage children in inquiry-based, STEM-related projects that leverage technology and/or use nature-based design to address environmental problems in local communities

Deadline: September 30, 2017

Award: Up to \$2,500

*Central USD schools may want to pursue this grant if...* you have a need to fund a highly innovative STEM-related project related to conservation.



*CAPTAIN PLANET FOUNDATION, EcoSOLUTION*

Purpose: To empower youth by providing hands-on environmental stewardship opportunities; inspire youth and communities to become agents of change for their environment; serve as a catalyst for education that uses the environment as a context for applied and STEM learning.

Deadline: September 30, 2017

Award: \$500 – \$2,500

*Central USD schools may want to pursue this grant if... your school has, or is interested in creating, a youth-led ecology program.*

➤ *CENTRAL VALLEY COMMUNITY FOUNDATION*

Purpose: To fund programs that target any of the following: (1) Arts & Culture — to foster innovative approaches for audience engagement and participation in the arts. Innovative projects or programs that reach/engage broader audiences in new ways or in new places. (2) Youth & Early Learning — to support programs that help youth realize their dreams of higher education using the following goals: Funding or supporting successful approaches that prepare college-going youth and adults to be ready for college or CTE educational options. Funding or supporting the successful use of resources and tools to help college-going youth and adults access college or CTE educational options. Demonstrating a shift in attendance and completion rates in the target geography for college or CTE educational options for youth and adults.

Deadline: Depends on grant focus.

Award: Up to \$25,000

Notes: Although highly competitive, Dr. Walkup has successfully secured funds from this foundation for an after-school visual arts program. As a result, Parlier High School was able to establish a successful Ballet Folklórico after-school program.

*Central USD may want to pursue this grant if... any of its youth, arts, or cultural programs meet the Foundation's mission, especially if the Foundation for Central Schools can serve as the lead applicant.*

*FRUIT TREE PLANTING FOUNDATION GRANT*

Purpose: To donate orchards to alleviate world hunger, combat global warming, strengthen communities, and improve air, soil, and water. Funds can be used to obtain high-quality fruit trees and shrubs, organic soil amendments, equipment, planting volunteers, and on-site orchard design work, horticultural workshops, and aftercare training to improve the surrounding environment and providing a source of healthy nutrition for the community.

Deadline: Continuous

Award: Materials and supplies

*Central USD may want to pursue this grant if... it wants to support and expand its existing orchards and use its yield to better society. Dr. Walkup of The Standards Company has contacted the Foundation and confirmed that such a project is indeed eligible for this grant.*

*LOWE'S TOOLBOX FOR EDUCATION GRANT*

Purpose: To fund projects that have a permanent impact such as facility enhancement (both indoor and outdoor) as well as landscaping/clean up type projects. Projects that encourage parent involvement and build stronger community spirit are also favored. The Standards Company has written numerous successful Lowe's Toolbox for Education grants. Although small, each school in the district can apply for its own grant.

Deadline: Anticipated fall 2017. Applications now open.

Award: Up to \$5,000 per school

Note: John Walkup of The Standards Company has prepared numerous successful applications for this grant in the past.

*Central USD schools may want to pursue this grant if... any of its schools have projects that could benefit from what essentially amounts to a \$5,000 gift card from Lowe's.*

*MAJOR LEAGUE BASEBALL FOUNDATION, BASEBALL TOMORROW FUND*

Purpose: To promote and enhance the growth of youth participation in baseball and softball around the world by funding programs, fields, coaches' training, uniforms, and equipment.



Deadline: October 1, 2017

Award: \$40,000 on average

Notes: 50% cash matching requirement.

*Central USD schools may want to pursue this grant if...* you have a need to purchase baseball equipment or improve baseball field facilities and can meet the cash matching requirement.

#### *MUSCLE MILK RECOVERY GRANT*

Purpose: To revitalize high school athletic departments around the country that demonstrate a financial need. This grant helps athletic programs solve immediate needs like purchasing uniforms, replacing broken equipment or restoring facilities in disrepair.

Deadline: September 30, 2017

Award: \$25,000 maximum

*Central USD schools may want to pursue this grant if...* your district has athletic programs that are in need of new athletic facilities, equipment, uniforms, etc.

#### *SG FOUNDATION GRANT*

Purpose: To encourage and enable underserved or disadvantaged individuals and communities to partner together to help themselves. The Foundation supports nonprofit organizations in Fresno, Kern, and Kings counties in California. Most grants fall into (a) community development; (b) agricultural development; (c) adult literacy and youth education; (d) health and nutrition training; (e) job training; and, (f) clean water projects.

Deadline: Continuous

Award: \$35,000 maximum

Notes: The Foundation funds projects that benefit individuals and communities at or below the poverty level; improve the quality of life through community development, education, medical help, jobs, agriculture, housing, and water; focus on long-term development, rather than one-time relief projects; and have a Judeo-Christian influence on those served.

*Central USD may want to pursue this grant if...* the district's Foundation can target funding toward one of the stated funding areas.

#### *STUART FOUNDATION, EDUCATION SYSTEMS GRANT*

Purpose: To provide opportunities for students to learn and achieve in school by developing effective education systems. Invests in coordinated programs, partnerships, and research and policy analysis to achieve system wide impact.

Deadline: Continuous

Award: \$1.1 million (\$115,000 average)

*Central USD may want to pursue this grant if...* the district has a project that meets the funder's mission and can win against stiff competition.

#### *US SOCCER FOUNDATION, SAFE PLACES TO PLAY GRANTS*

Purpose: To fund purchases of construction materials and equipment for fields dedicated primarily to soccer.

Grants are available in four categories: (1) Synthetic Turf, (2) Lighting, (3) Irrigation, and (4) Sport Court.

Multi-sport field projects are eligible for funding but such fields must be used mostly for soccer. Grantees must use the specific vendor as the supplier for their field project.

Deadline: LOI due September 29, 2017. Application due October 6, 2017.

Amount: Up to \$50,000

Notes: 50% – 90% cash matching requirement depending on project type

*Central USD may want to pursue this grant if...* it already has plans for building or upgrading its soccer facilities, approves of the vendors' products, and could use what amounts to a coupon. Otherwise, this grant has too many strings attached to be a worthwhile target.





## OPPORTUNITIES ON THE HORIZON

### *ANNIE'S HOMEGROWN, INC, ANNIE'S GRANTS FOR GARDENS*

Purpose: To help build school gardens by providing funds to create new gardens or improvements to existing gardens. The school garden must be an edible school garden.

Deadline: December 1, 2017

Award: \$3,000-\$5,000

Central USD may want to pursue this grant if... providing children with edible foods they have participated in growing themselves.

### *CALIFORNIA DEPARTMENT OF EDUCATION, 21ST CENTURY COMMUNITY LEARNING CENTERS PROGRAM*

Purpose: To support the creation of community learning centers that provide academic enrichment opportunities during non-school hours for children, particularly students who attend high-poverty and low-performing schools.

Deadline: Anticipated winter 2017

Notes: Higher FRMP corresponds to lower matching requirements. No match required if FRMP is above 80%.

Central USD may want to pursue this grant if... you are seeking funding for after-school programs and can support such programming every day of the week at each proposed school site.

### *CALIFORNIA DEPARTMENT OF EDUCATION, 21ST CENTURY HIGH SCHOOL AFTER SCHOOL SAFETY AND ENRICHMENT FOR TEENS PROGRAM (ASSETS)*

Purpose: To create incentives for establishing locally driven after school enrichment programs that partner schools and communities to provide academic support and safe, constructive alternatives for high school pupils in the hours after the regular school day, and that support college and career readiness.

Deadline: Anticipated Winter 2017.

Award: \$20,000 – \$8 million.

Notes: Higher FRMP corresponds to lower matching requirements. No match required if FRMP is above 80%.

Central USD may want to pursue this grant if... you are seeking funding for after-school programs and can support such programming every day of the week at each proposed school site.

### *CALIFORNIA DEPARTMENT OF EDUCATION, CALIFORNIA GOLD RIBBON SCHOOLS PROGRAM*

Purpose: To recognize outstanding educational programs and practices.

Deadline: Anticipated winter 2017

Award: Merit Award

Notes: John Walkup of The Standards Company has prepared successful applications for this grant in the past. In 2016, additional specialty categories include: Exemplary Programs in Arts Education and Physical Education and Nutrition. However, this could change from one year to the next.

Central USD may want to pursue this award if... any of its schools want recognition for their achievements.

### *CAL FIRE, URBAN AND COMMUNITY FORESTRY PROGRAM*

Purpose: To fund the planting of trees in urban spaces to foster reduction of GHG emissions, tree and plant establishment care, and planting site preparation.

Deadline: Anticipated winter 2017

Award: \$150,000 – \$1 million

Notes: This grant will also pay for a district greening plan.

Central USD may want to pursue this grant if... it needs trees for its campus.

### *FRESNO COUNCIL OF GOVERNMENTS, CONGESTION MITIGATION AND AIR QUALITY (CMAQ) IMPROVEMENT PROGRAM*

Purpose: To fund transportation projects or programs that will contribute to attainment or maintenance of the national ambient air quality standards (NAAQS). Funding can be expended on projects to reduce ozone precursor emissions (including nitrogen oxides (NOx) and volatile organic compounds (VOC), carbon monoxide (CO), and particulate matter (PM) emissions or PM precursor (e.g. NOx) emissions from transportation.

Deadline: Anticipated December 2017



Award: Formula

Notes: Dr. Walkup has successfully secured funding for new school buses for Parlier USD through this grant. He recently spoke with the grantor and learned that a CMAQ grant will likely become available in December 2017.

*Central USD may want to pursue this grant if...* it wants to continue funding upgrades in its transportation department, such as by purchasing new buses, building CNG stations, and so on.

*LAURA BUSH FOUNDATION FOR AMERICA'S LIBRARIES GRANT*

Purpose: To allow school libraries to add to and update their book and media collections. Most of Central Unified School District's schools meet the poverty requirements for this grant. Each school can apply for its own individual grant.

Deadline: Anticipated December 2017

Award: Up to \$7,000 per school

*Central USD may want to pursue this grant if...* its school libraries meet the other strict requirements of the grant and these libraries need more books.

*NATIONAL SCIENCE FOUNDATION, STEM + COMPUTING PARTNERSHIPS (STEM+C) GRANT*

Purpose: To significantly enhance the learning and teaching of science, technology, engineering, mathematics (STEM), and computing by K-12 students and teachers, through research on, and development of, courses, curriculum, course materials, pedagogies, instructional strategies, or models that innovatively integrate computing into one or more STEM disciplines, or integrate STEM content into the teaching and learning of computing.

Deadline: Spring 2018 (anticipated)

Award: \$3,000,000 maximum

*Central USD may want to pursue this grant if...* you are willing to partner with a collegiate faculty member and allow him or her to take the lead on project design and management.

*U.S.D.A. FARM TO SCHOOL IMPLEMENTATION GRANT*

Purpose: To improve access to local foods in schools by making local food products available on the menu of the school. Four categories of grants are available. Proposals should (1) demonstrate collaboration between schools, community-based organizations, agricultural producer groups, and other community partners and (2) incorporate experiential nutrition education activities in curriculum planning that encourage the participation of school children in farm and garden-based activities.

Award: \$20,000 – \$100,000 depending on the focus

Notes: Technically, schools are only eligible for Planning and Implementation Grants. Because Central USD features its own orchards, the Implementation Grant, which is intended to help schools or school districts scale or further develop existing farm to school initiatives, is the most likely target. The district may be eligible for the Support Service and Training Grants as well.

*Central USD may want to pursue this grant if...* projects centered on the district's agricultural farm can align to the grant scope, especially in using produce grown in its orchards in school cafeterias.

**OPPORTUNITIES NOT AVAILABLE**

Two Central Valley foundations are commonly listed as potential opportunities for Fresno area school districts. However, after calling the Peters and Gallo Foundations we have learned that they do not fund public schools. Furthermore, GTECH was recently bought out and no longer offers a grant program.

*LEON S. PETERS FOUNDATION*

*JULIO R. GALLO FOUNDATION*

*GTECH AFTER-SCHOOL ADVANTAGE*



THE STANDARDS  
COMPANY LLC

## LICENSING/INSURANCE

If selected, The Standards Company will maintain Certificates of Insurance for

- commercial general liability insurance (including contractual, products, and completed operations coverages, bodily injury, and property damage liability) with single combined limits not less than \$2,000,000 per occurrence;
- commercial automobile liability insurance for “any auto” with combined single limits of liability not less than \$2,000,000 per occurrence;
- professional liability insurance (errors and omissions) with a limit of liability not less than \$2,000,000 per occurrence; and
- workers’ compensation insurance as required under state law.

The providers of such insurance will be rated not less than “A-V” in the Best Insurance Rating Guide and admitted to transact insurance business in California.

## Sample Email Grant Listing

### Grant Team:

In our meeting yesterday you mentioned your district's needs for music instruction funding. Here are some music grants that may interest you. If you would like a synopsis for any of the following, please let me know.

Note: I can prepare an application for each school site interested in pursuing funding.

### The Fender Music Foundation Grant

To provide resources for music education programs. Grants are awarded to schools, local music programs and national music programs across the United States. The organization is currently awarding acoustic guitars, electric guitars, acoustic-electric guitars, bass guitars and the equipment necessary to play these instruments. However, other traditional music instruments are sometimes available.

Deadline: Continuous

Award: Up to 8 instruments

Web page: <http://www.fendermusicfoundation.org/grants/grants-info/>

### VH1 Save the Music Foundation, Save the Music Grant

Offering Save the Music grants to Elementary and Middle Schools that do not currently have instrumental music and that plan to add instrumental music to the regular school curriculum, offering at least weekly in-school instrumental music classes for interested students. The school must be prepared to implement an instrumental music instruction curriculum with a certified, qualified instructor.

Deadline: Continuous

Web page: <http://www.vh1savethemusic.com/>

### Mr. Holland's Opus Foundation

Through its Keeping Music Alive program, the foundation will donate musical instruments to music programs that serve low-income communities and have little or no budget for instruments. Priority will be given to programs that serve the most students within a school population.

Deadline: Late fall or early winter 2016

Award: Varies

Web page: <http://www.mhopus.org/>

### Mockingbird Foundation Grant

Provides funding for music education for children, through competitive grants, emergency-related grants, and tour-related grants. Competitive grants are awarded through a two-tiered grant application process that is among the most competitive.

Deadline: August 1, 2016

Award: \$100 - \$5,000

Match: None

Eligibility: Schools and nonprofit organizations

Link: <http://mbird.org/funding/guidelines/>

Description: To effect improvements in areas of importance to the Phish fan community. Our programmatic focus is music education for children, defined as follows:

- Music: Mockingbird is particularly interested in projects that encourage and foster creative expression in any musical form (including composition, instrumentation, vocalization, or improvisation), but also recognizes broader and more basic needs within conventional instruction.
- Education: Education may include the provision of instruments, texts, and office materials, and the support of learning space, practice space, performance space, and instructors/instruction.
- Children: Mockingbird is interested in targeting children eighteen years of age or younger, but will consider projects which benefit college students, teachers, instructors, or adult students. Mockingbird is particularly interested in programs which benefit disenfranchised groups, including those with low skill levels, income, or education; with disabilities or terminal illnesses; and in foster homes, shelters, hospitals, prisons, or other remote or isolated situations.

#### Hungry for Music (HFM) Program

Hungry for Music is a 501(c)(3) charity organization that supports music education & cultural enrichment by acquiring & distributing quality musical instruments to underserved children with willing instructors and a hunger to play. HFM serves children who demonstrate a desire to learn music as well as teachers who have students willing to learn.

Deadline: Continuous

Award: Varies. Musical instrument donation program.

Match: None

Eligibility: school music teachers and directors of after-school music programs

Web page: <http://www.hungryformusic.org/apply-for-instrument.html>

NOTE: The application process for the Hungry for Music grant is trivial and can be completed in less than a minute.

#### D'Addario Foundation

Provides monetary and product support to high-quality sustainable music instruction programs on the frontline to improve access to music education. Supports programs that bring music back into communities and schools and get kids playing as early and as frequently as possible. The D'Addario Foundation believes in the transformative power of music and that mentoring and building communities through music can positively affect social change.

Deadline: July 31 (Letter of Intent)

Award: \$2,500

Match: None

Eligibility: Private sector non-profit programs

Web page: <http://www.daddariofoundation.org/grants>

Note: Must submit a letter of inquiry first before filling out a grant application.



### Kinder Morgan Foundation

The Kinder Morgan Foundation's goal is to help today's science, math and music students become the engineers, educators and musicians who will support our diverse communities for many years to come. To accomplish this goal, they fund programs that promote the academic and artistic interests of young people in the many cities and towns across North America where Kinder Morgan operates. Focus areas include: Academic programs, including tutoring as well as Arts education programs.

Deadline: 10<sup>th</sup> of each month

Award: \$5,000

Web page: [http://www.kindermorgan.com/pages/community/km\\_foundation\\_guidelines.aspx](http://www.kindermorgan.com/pages/community/km_foundation_guidelines.aspx)

Warm regards,

--

John R. Walkup, Ph.D.

Company President

The Standards Company LLC

559-903-4014 (cell)

[www.standardsco.com](http://www.standardsco.com)

## AMERICAN HONDA FOUNDATION

This Grant Synopsis is not an official document. Readers should consult the official RFP before acting on any information contained in this document.

### DEADLINE

February 1, May 1, August 1, and November 1 of each year

### ELIGIBILITY

Nonprofit charitable organizations classified as a 501(c) (3) public charity by the Internal Revenue Service, or a public school district, private/public elementary and secondary schools.

To be considered for funding organizations *must* have two years of audited financial statements examined by an independent CPA for the purpose of expressing an opinion if gross revenue is \$500,000 or more. If gross revenue is less than \$500,000, and the organization does not have audits, it may submit two years of financial statements accompanied by an independent CPA's review report instead.

### PURPOSE

Help meet the needs of American society in the areas of youth and scientific education by awarding grants to nonprofits, while strategically assisting communities in deriving long-term benefits. The American Honda Foundation engages in grant making that reflects the basic tenets, beliefs and philosophies of Honda companies, which are characterized by the following qualities: imaginative, creative, youthful, forward-thinking, scientific, humanistic and innovative. We support youth education with a specific focus on the STEM (science, technology, engineering and mathematics) subjects in addition to the environment.

### AWARD RANGE

\$20,000 to \$75,000 (no match required)

### DURATION

One Year

### COMPETITIVENESS

*Why you may want to pursue this grant:* The District fully meets the eligibility requirements of this grant and some of the District's more innovative STEM programs (e.g., Computers for All) mesh tightly with the Foundation's mission. The burden placed on the District to complete an application for American Honda is light and the award size is substantial compared to most foundation grants.

*Why you may not want to pursue this grant:* American Honda Foundation grants are ultra-competitive, especially for organizations that do not have an existing relationship with the Foundation. This means that even with the best application the prospects of winning an American Honda Foundation grant are admittedly slim (under 20%).

*Summary:* Because pursuing this grant imposes no extra costs above the consultant's normal monthly retainer and completing an application is relatively easy on District staff, the consultant recommends pursuing this opportunity. However, the District would need to choose a STEM project of sufficient innovation that aligns to the mission of the Foundation.

### MORE INFORMATION

<http://bit.ly/1gBfYbv>

### SAMPLE AWARDED GRANTS

## Synopsis Prepared by John R. Walkup, PhD

(For more samples see [bit.ly/1gBfYbv](http://bit.ly/1gBfYbv))

### *Organization*

AARP Experience Corps

### *Program Title*

Experience Corps

### *Grant Amount*

\$75,000

### *Program Description*

Intergenerational bonds are cultivated as AARP volunteers who are 50+ provide small group and one-to-one tutoring and mentoring intervention that builds reading skills for K-3 students attending high-need public elementary schools. Well-trained volunteers work in the classroom one to two days a week throughout the school year, engaging students in an intensive level of reading intervention, focused on phonemic awareness, phonics, vocabulary development, fluency and comprehension. The individualized attention and weekly exchanges also helps to bolster self-esteem in the children served.

### *Organization*

African American Male Achiever's Network, Inc. (A-MAN)

### *Program Title*

After-School Academy/Weekend Workshops/Summer Science Academy

### *Grant Amount*

\$60,000

### *Program Description*

Three of A-MAN's major science enrichment programs are specifically designed to give minority, at-risk boys and girls the basic skills training, individual attention and hands-on, science-based projects and resources needed to succeed academically. Along with working in small groups; conducting age-appropriate math and science activities; and being mentored by volunteer engineers and scientists, students grades K-12 get to simulate space travel, conduct experiments and communicate with "mission control" aboard A-MAN's prototype of NASA's International Space Station, Sirius B.

### *Organization*

Alabama Poverty Project

### *Program Title*

Blueprints College Access Initiative

### *Grant Amount*

\$20,000

### *Program Description*

Blueprints College Access Initiative connects 21st century high school students with helpful resources and relationships so students are equipped to graduate from high school and college career-ready. The program uses a "near peer" mentoring model; engaging college students as mentors for high school students. Participants begin the program in 9th grade, building a blueprints portfolio with personalized activities including exploring careers and colleges; money management; and acquiring academic and soft skills. Coaching and support services continue throughout their 10th-12th grade years.

## Synopsis Prepared by John R. Walkup, PhD

### *Organization*

Arthur Ashe Institute for Urban Health

### *Program Title*

Health Science Academy

### *Grant Amount*

\$60,000

### *Program Description*

The Health Science Academy nurtures students' interest in health careers from middle school through college. Underserved, at-risk middle and high school students from Brooklyn are recruited; make a three-year commitment to receive rigorous after-school science and health instruction; participate in hands-on activities; and receive mentoring from graduate students and health care professionals. The curriculum consists of modules in cardiovascular, respiratory, nervous, digestive and reproductive systems.

### *Organization*

BELL (Building Educated Leaders for Life)

### *Program Title*

BELL Summer STEM Education

### *Grant Amount*

\$75,000

### *Program Description*

Underserved youth, grades K-8 study math and literacy; enhancing the growth of their academic skills with hands on projects and intensive enrichments including science, robotics, art, theatre and physical education. The summer program takes place at school-based sites for five weeks, Monday through Friday for 6.5 hours per day. Additionally, BELL provides e-learning and classroom-based training for teachers and tutors; education workshops; special events; and other resources to families to strengthen students' learning and support

### *Organization*

Biotech Partners

### *Program Title*

Biotech Partners' High School Biotech Academies and Community Bioscience Career Institute

### *Grant Amount*

\$60,000

### *Program Description*

Disadvantaged high school students receive mentoring, hands-on experiments and college-preparatory courses focused on molecular biology and biochemistry. During the summer, eligible students are placed in paid internships through several scientific, bioscience and healthcare organizations. After completing the Academy, participants can apply for enrollment in the Community College Bioscience Career Institute to gain more advance laboratory training/coursework culminating in the award of a Certificate of Achievement in Bioscience; qualifying them for well-paying, entry-level jobs in science-based careers.

### *Organization*

Build-a-Bridge International

## **Synopsis Prepared by John R. Walkup, PhD**

### *Program Title*

Discovery/Artology Program

### *Grant Amount*

\$70,000

### *Program Description*

Build-a-Bridge partners with 6-8 homeless shelters to bring after school enrichment to homeless youth throughout Philadelphia. Through Discovery, an academic year-round, after-school program and Artology, an intensive summer art and science camp, the natural sciences are merged with the arts to sharpen students' creative proficiency, stimulate investigative inquiry and deepen a sense of public responsibility. The curriculum is developed and taught in collaboration with professional artists, science teachers and medical students and supplements Pennsylvania's arts and science standards.

### *Organization*

Carlsbad Educational Foundation

### *Program Title*

Carlsbad Third Grade Academy for Environmental Stewardship

### *Grant Amount*

\$30,000

### *Program Description*

Carlsbad Unified School District's 875 third graders learn about their native habitats and how to protect them through four annual on-site visits to the Aqua Hedionda Lagoon Foundation's Discovery Center. Activities include hands-on archaeological digs; lessons on ethno-botany using a native plant garden; storm drain runoff and erosion experiments; teaching of Luiseño traditions and ancient stewardship practices; and lessons on the migration and adaptations of Cliff Swallows.

### *Organization*

Claremont Graduate University

### *Program Title*

The Claremont/Long Beach Math Collaborative

### *Grant Amount*

\$75,000

### *Program Description*

At-risk, African-American male, 8th grade students from north Long Beach are selected to participate in a four-week summer residential math academy at Harvey Mudd College. Intensive math training and exploration is led by college and university faculty, graduate students and undergraduate math majors; who serve as mentors; forging brotherhood bonds. Daily lessons feature real-world, hands-on applications of math concepts and are supplemented by Saturday sessions delivered throughout the school year and a second four-week academy offered the following summer.



# Logic Model: STEM Makerspace Uplift (American Honda Foundation Grant)

PROBLEMS		BARRIERS	METHODS	METRICS	MEASURES	
					Short-Term INPUT	Long-Term INPUT
Disadvantaged students underrepresented in STEM careers		Existing science curriculum fails to engage many disadvantaged students	Create makerspaces that enhance student exploration and problem-based learning and gives students more voice in their learning  Purchase advanced technology (e.g., laser cutter) aligned to student interests  Provide students with laptops/iPads along with NGSS-aligned software programs  Train teachers on implementing engineering practices into problem-based learning  Develop NGSS-aligned curriculum more conducive to student exploration and use of engineering practices	# of hours staff trained on use of new technology	% of staff trained for at least 2 hours on use of new technology	% of staff trained for at least 2 hours on use of new technology
High student dropout rates		Existing classrooms not equipped for problem-based learning		# students per laptop	% of staff trained for at least 10 hours on implementing NGSS SEP	% of staff trained for at least 10 hours on implementing NGSS SEP
Students disengaged during school day		Science and engineering practices play only secondary role in classroom instruction		# students per iPad	% of students interested in becoming an engineer/scientist	Laser cutter used on average at least ___ hrs per week at each school
		Classrooms lack science/engineering equipment needed to implement fully problem-based learning		% of students who think STEM careers are too difficult to pursue	% of students stating they enjoy using newly acquired technology	Laser cutter used on average at least ___ hrs per week at each school
		Teachers not trained on how to implement science/engineering practices with problem-based learning		# of hours new technology is used on average per day	% of students stating they enjoy makerspace	
				% of parents expressing satisfaction with makerspace	% of students scoring proficient on state science tests	
MAJOR BUDGET ITEMS					OUTPUT	
New laser cutter: \$12,000					% of students express pleasure in using new laser cutter	
Laptops/iPads: \$1000/student X 36 students = \$36,000					% of students interested in entering STEM fields	
Fume hood: \$3,000					% of students express confidence in STEM skills	
Safety equipment (e.g., goggles): \$1,000					Participating students exhibit ___% improvement in # of students reaching proficiency on science assessments	
PD on using new laser cutter: \$800					% of parents express satisfaction with makerspace program	
PD on NGSS: \$2,000/session X 2 sessions = \$4,000						
GOALS						
Heightened student interested and confidence in STEM						
More students can picture themselves doing STEM in future careers						
Students enjoying school and looking forward to attending each day						

# Oak Park Unified School District

## IN PREPARATION

Funder: California Department of Education (CDE)

Grant: School Breakfast & Summer Food Service Program Start-up/Expansion Grant

Due Date: 03/01/2017

Maximum Award: \$15,000

Primary Contact: Stella Stevenson

Status: In Preparation

Purpose: To provide funding for nonrecurring expenses incurred in initiating or expanding a (1) School Breakfast Program (SBP), serving students in kindergarten through grade twelve or (2) Summer Food Service Program (SFSP), serving children and youth...

Activities: Client notified on 2/13/17. Stella Stevenson notified again on 2/22/17. S. Stevenson informed JRW on 2/22/17 that she would like to apply for the grant. JRW sent RFI on 2/23/17.

Ball Is in Whose Court? Client's court

Last Updated: 2/23/2017

Funder: Los Angeles County Department of Mental Health

Grant: Mental Health Services Act Master Agreement

Primary Contact: James Murphy

Status: In Preparation

Purpose: To allow the District to become eligible for a wide range of mental health grants planned for the future.

Activities: This is not a grant, but rather a Request for Qualifications. Consultant (JRW) provided some authoring/editing support, as well as serving as liaison between the district and the County.

Ball Is in Whose Court? Client's Court

Last Updated: 1/26/2017

## PENDING

Funder: California Department of Education (CDE)

Grant: Fresh Fruit and Vegetable Program

Due Date: 03/15/2017

Amount Requested: \$146,625

Status: Pending

Purpose: To provide students with a variety of free fresh fruit and vegetable snacks throughout the school day as supplement to (and not part of) the school breakfast and school lunch programs, and to teach students about good nutrition.

Activities: Notified client on 2/1/17. Reminded client on 2/13/17. DPD actively working on grant application. As of 2/13, almost finished but there is a discrepancy in the CNIPS numbers provided by the district. Currently resolving. Issue resolved by CDE. Problem with mistake in SFA field entry. Issue resolved. Grant submitted 2/20/17.

Ball Is in Whose Court? Funding agency's court

Last Updated: 2/23/2017

## Grant Activity Report

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Funder: California Department of Education (CDE)

Grant: Specialized Secondary Programs (SSP) Grant

Due Date: 10/29/2016

Submission Date: 10/28/2016

Maximum Award: \$35,000

Amount Requested: \$35,000

Primary Contact: Susan Bondy

Status: Pending

Purpose: To provide startup funds to establish of a new, innovative specialized program or school for high school students by developing new standards-based model curriculum that provides enhanced learning opportunities in a specialized content area.

Activities: Project will fund new courses related to electric/hybrid car manufacture for Oak Park High School. If awarded, district becomes eligible for an additional \$100,000 that will likely be awarded.

Ball Is in Whose Court? Funding agency's court

Last Updated: 1/11/2017

Funder: Laura Bush Foundation for America's Libraries

Grant: Library Grant

Due Date: 12/15/2016

Submission Date: 12/15/2016

Maximum Award: \$7,000

Amount Requested: \$7,000

Primary Contact: Arthur Henderson

Status: Pending

Est. Award Date: 5/16/2017

Purpose: To provide funds to school libraries to add to and update their book and media collections.

Activities: Consultant prepared and submitted applications on behalf of Gladstone Street ES. Strict eligibility requirements eliminated many of the district's schools from competing.

Ball Is in Whose Court? Funding agency's court

Last Updated: 1/10/2017

Funder: Target Corporation

Grant: Field Trip Grant

Submission Date: 9/30/2016

Maximum Award: \$700

Amount Requested: \$700

Primary Contact: Gerald Moore

Status: Pending

Purpose: To fund field trips for K-12 public school students.

Activities: Project is to fund a field trip to Cal-Earth as part of an ecological architecture project at Oak Park High School.

Ball Is in Whose Court? Funding agency's court

Last Updated: 1/29/2017

### SUCCESSFUL

Funder: California ASCD

Grant: Outstanding Instructional Leader 2017

Submission Date: 12/26/2016

Maximum Award: \$5,000.00

Primary Contact: Arturo Ortiz

Contact Email: aOrtiz@OakPark.org

Status: Successful

Type of Award: Merit Award

Est. Award Date: 5/15/2017

Purpose: This award will be given annually to a California educator that has significantly impacted/influenced public education in California educating the whole child either through influence, advocacy, leadership, or teaching

Notes: Consultant worked with Arturo Ortiz and Mark Vernon to prepare a nomination for Superintendent Linda James to win this prestigious state merit award.

Last Updated: 2/3/2017

Funder: California Department of Education (CDE)

Grant: California Gold Ribbon Award

Submission Date: 11/24/2015

Primary Contact: Saleh Valdez

Contact Email: svaldez@OakPark.org

Status: Successful

Type of Award: Merit Award

Est. Award Date: 4/15/2016

Purpose: To honor some of California's outstanding public schools. Schools that are selected demonstrate exemplary achievements in implementing state standards in priority areas.

Notes: Applied for a California Gold Ribbon Award merit award for Mountain Elementary School.

Last Updated: 1/31/2017

Funder: California Department of Education (CDE)

Grant: California Gold Ribbon Award

Submission Date: 11/24/2015

Primary Contact: Anna Norman

Contact Email: anorman@OakPark.org

Status: Successful

Type of Award: Merit Award

Est. Award Date: 4/15/2016

Purpose: To honor some of California's outstanding public schools. Schools that are selected demonstrate exemplary achievements in implementing state standards in priority areas.

Notes: Applied for a California Gold Ribbon Award merit award for Manganese Elementary School

Last Updated: 1/31/2017

Funder: California Department of Education (CDE)

Grant: California Math and Science Partnership Grant

Submission Date: 3/30/2017

Amount Requested: \$1,830,000

Primary Contact: Arturo Ortiz

## Grant Activity Report

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Contact Email: aOrtiz@OakPark.org

Status: Successful

Type of Award: Funding

Purpose: To fund large-scale, multi-year professional development in implementing the Next Generation Science Standards for STEM teachers.

Notes: This was a partnership between Oak Park Unified School District, Monrovia Unified School District, and some private schools in the Oak Park area. UCLA Center X and The Standards Company provided the funded services.

Last Updated: 1/31/2017

Funder: California Department of Education (CDE)

Grant: California State Preschool Program Expansion Fund

Submission Date: 1/31/2016

Amount Requested: \$412,462

Primary Contact: Norma Cisneros

Contact Email: nCisneros@OakPark.org

Status: Successful

Type of Award: Funding

Purpose: To fund personnel, curricula, and other operating expenses to expand the district's preschool program.

Notes: Because of its lack of full-time classroom programming, the district was at a competitive disadvantage to receive this grant.

Last Updated: 1/31/2017

Funder: California Education Partners

Grant: California Language and Learning Innovation (CALLI) Collaboration

Submission Date: 11/6/2015

Primary Contact: Linda James

Contact Email: LJJames@OakPark.org

Status: Successful

Type of Award: Merit Award

Purpose: To allow the district to join a region-wide collaboration to develop new instructional methods/curricula aimed at English Learners.

Last Updated: 1/29/2017

Funder: Classics for Kids Foundation

Grant: Foundation Grant

Submission Date: 9/30/2016

Amount Requested: \$11,000

Primary Contact: Denise Mitchum

Contact Email: dMitchum@OakPark.org

Status: Successful

Type of Award: Funding

Est. Award Date: 2/1/2017

Purpose: To provide matching funds for the purchase of music equipment.

Last Updated: 2/1/2017

Funder: Grammy in the Schools

Grant: Grammy Signature Schools Grant

Submission Date: 9/30/2016



Maximum Award: \$35,000.00  
Amount Requested: \$35,000  
Primary Contact: Mary Torres  
Contact Email: mTorres@OakPark.org  
Status: Successful  
Type of Award: Funding  
Purpose: To fund the purchase of music equipment for the district's high school.  
Notes: District was notified that they had passed Round 1.  
Last Updated: 2/1/2017

### PASSED FIRST ROUND

Funder: Grammy Foundation  
Grant: Grammy Signature Schools  
Subtitle: Enterprise Award Application  
Due Date: 10/20/2016  
Maximum Award: \$25,000  
Primary Contact: Mary Torres  
Status: Passed First Round  
Purpose: To fund the purchase of music equipment for the district's high school.  
Activities: Consultant worked with Denise Mitchum and Mary Torres to prepare/submit application to receive funding for the district's band program. Grant application successfully passed first round. JRW provided additional support to M. Torres to apply for second round, which was submitted successfully. District is now awaiting funding agency's award announcement.  
Ball Is in Whose Court? Funding agency's court  
Last Updated: 2/26/2017

### UNSUCCESSFUL

Funder: California Department of Education (CDE)  
Grant: Education for Homeless Children and Youth Grant Program  
Submission Date: 1/31/2015  
Amount Requested: \$124,827  
Primary Contact: Gary Cervantez  
Contact Email: gCervantez@OakPark.org  
Status: Unsuccessful  
Type of Award: Funding  
Purpose: To fund supplemental activities that directly serve foster and homeless youth.  
Notes: Funding to purchase services and supplies for homeless students.  
Last Updated: 1/30/2017

Funder: California Department of Education (CDE)  
Grant: Education for Homeless Children and Youth Grant Program  
Submission Date: 1/31/2015  
Amount Requested: \$124,827  
Primary Contact: Gary Cervantez  
Contact Email: gCervantez@OakPark.org  
Status: Unsuccessful

## Grant Activity Report

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Type of Award: Funding

Purpose: To fund supplemental activities that directly serve foster and homeless youth.

Notes: Funding to purchase services and supplies for homeless students.

Last Updated: 1/30/2017

Funder: Lowe's Foundation

Grant: Toolbox for Education

Submission Date: 1/3/2016

Maximum Award: \$5,000.00

Amount Requested: \$5,000

Primary Contact: Anna Norman

Contact Email: anorman@OakPark.org

Status: Unsuccessful

Type of Award: Funding

Purpose: To fund projects that have a permanent impact such as facility enhancement (both indoor and outdoor) as well as landscaping/clean up type projects. Projects that encourage parent involvement and build stronger community spirit are also favored.

Notes: To fund the purchase of playground equipment for Manganese ES.

Last Updated: 1/17/2017

Funder: Samsung

Grant: Solve for Tomorrow Contest

Submission Date: 10/30/2015

Maximum Award: \$25,000.00

Amount Requested: \$25,000

Primary Contact: Alicia Brandeis

Contact Email: aBrandeis@OakPark.org

Status: Unsuccessful

Type of Award: Funding

Purpose: A merit award for teachers able to show how STEAM can be applied to help their local community.

Notes: Project centers on a multimedia program targeting increased parental involvement.

Last Updated: 2/1/2017

### NOTIFIED AND REMINDED

Funder: Google

Grant: CS4HS Professional Development Grant

Due Date: 03/19/2017

Maximum Award: \$35,000

Primary Contact: Ramiro Richards

Status: Notified Client; Reminded Client

Purpose: To fund the involvement of high school teachers in statewide professional development collaborative to develop computer science training materials.

Activities: Sent synopsis to R. Richardson 2/9/17. Sent another reminder on 2/23/17.

Ball Is in Whose Court? Client's court

Last Updated: 2/23/2017

## Grant Activity Report

Funder: Major League Baseball Foundation

Grant: Baseball Tomorrow Fund

Due Date: 04/01/2017

Primary Contact: Ramiro Richards

Status: Notified Client; Reminded Client

Purpose: To promote and enhance the growth of youth participation in baseball and softball around the world by funding programs, fields, coaches' training, uniforms, and equipment.

Activities: Emailed synopsis and manual to R. Richardson 2/9/17. Awaiting response. Sent another reminder on 2/23/17.

Ball Is in Whose Court? Client's court

Last Updated: 2/23/2017

Funder: Video Insight

Grant: Video Surveillance Equipment Grant

Primary Contact: Ramiro Richards

Status: Notified Client; Reminded Client

Purpose: To purchase surveillance equipment to secure district buildings.

Activities: District appears interested. Emailed synopsis on 2/9/17. Sent another reminder on 2/23/17.

Ball Is in Whose Court? Client's court

Last Updated: 2/23/2017

Funder: Lowe's Foundation

Grant: Toolbox for Education

Due Date: 02/09/2017

Maximum Award: \$5,000

Primary Contact: Anna Norman

Status: Reminded Client

Purpose: To fund projects that have a permanent impact such as facility enhancement (both indoor and outdoor) as well as landscaping/clean up type projects. Projects that encourage parent involvement and build stronger community spirit are also favored.

Activities: Application last year was rejected for Manganese ES. Was unable to select new items in time to submit in February 2017. Suggest revisiting this grant in the next cycle.

Ball Is in Whose Court?

Last Updated: 1/31/2017

### DECLINED TO PURSUE

Funder: Lowe's Foundation

Grant: Toolbox for Education

Maximum Award: \$5,000.00

Primary Contact: Gerald Moore

Contact Email: gmoore@OakPark.org

Status: Declined to Pursue

Type of Award: Funding

Purpose: To purchase of materials and supplies for an ecological architecture project at Oak Park High School.

Notes: Consultant prepared final draft for review. However, District contact (G. Moore) declined to pursue due to lack of funds to complete the project in its entirety.

Last Updated: 2/5/2017

(Truncated for brevity.)

Request for Proposal  
#1718-7500-1  
GRANT WRITING SERVICES

Non-Collusion Declaration

*IMPORTANT: This form must be returned with the Request for Proposal.*

Central Unified School District

State of California )  
 ) ss. County of  
Fresno )

I, **John Walkup**, being duly sworn, declare that I am

**Company President** of **The Standards Company LLC** the party

making the foregoing bid, and that the bid is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation; that the bid is genuine and not collusive or sham; that the bidder has not directly or indirectly induced or solicited any other bidder to put in a false or sham bid, and has not directly or indirectly colluded, conspired, connived, or agreed with any bidder or anyone else to put in a sham bid, or that anyone shall refrain from bidding; that the bidder has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the bid price of the bidder or any other bidder, or to fix any overhead, profit, or cost element of the bid price, or that of any other bidder, or to secure any advantage against the public body awarding the contract of anyone interested in the proposed contract; that all statements contained in the bid are true, and, further, that the bidder has not, directly or indirectly, submitted his or her bid price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, or paid, and will not pay, any fee to any corporation, partnership, company, association, organization, bid depository, or to any member or agent thereof to effectuate a collusive or sham bid.

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct.

Dated this **7th** day of **August**, 20**17** at **Clovis, CA** (City / State)

  
(Signature)

Request for Proposal  
#1718-7500-1  
GRANT WRITING SERVICES

Addendum  
Acknowledgement

*IMPORTANT: This form must be returned with the Request for  
Proposal.*

***No addenda posted as of 6:30 pm, August 7, 2017***

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The undersigned acknowledges receipt of the following addendum to the Request for Proposal Grant Writing Services (Give number and date of each.)

Addendum No. \_\_\_\_\_ Dated \_\_\_\_\_

Addendum No. \_\_\_\_\_ Dated \_\_\_\_\_


Addendum No. \_\_\_\_\_ Dated \_\_\_\_\_

Addendum No. \_\_\_\_\_ Dated \_\_\_\_\_

Addendum No. \_\_\_\_\_ Dated \_\_\_\_\_

Failure to submit acknowledgement of any addendum issued may be cause for rejection of proposal.

The Standards Company LLC  
Company Name

 8/8/17  
Authorized Signature/Date