

NEW DIRECTIONS FOR COMMUNITY COLLEGES



Successful Approaches to Fundraising and Development

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Gerardo E. de los Santos
Boo Browning

EDITORS

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Successful Approaches To Fundraising And Development New Directions For Community Colleges

Stephen G. Katsinas



Successful Approaches To Fundraising And Development New Directions For Community Colleges:

Successful Approaches to Fundraising and Development Mark David Milliron, Gerardo E. de los Santos, Boo Browning, 2004-02-13 This issue outlines essential contextual issues in institutional advancement provides strategies from institutions that have successfully addressed fundraising over the past ten years and outlines major issues that must be considered in community college fundraising Looking at the fundraising picture for higher education over the past ten years one would have to argue that there have been major successes in garnering support from the private sector for educational institutions From billion dollar capital campaigns to individuals donating millions for medical research and other educational activities record support for higher education is at hand Yet in the midst of this community largesses community colleges have not fared as well Their traditional funding streams have begun to dry up and they are increasingly turning to fundraising as a major method to support their vital missions to provide open access and high quality postsecondary education Many community colleges are relative new to fundraising and are just beginning to develop tools techniques and strategies that make sense for them This is the 124th issue of the quarterly higher education journal New Directions for Community Colleges

Fundraising Strategies for Community Colleges Steve Klingaman, 2023-07-03 This book is a co publication with CASE Fundraising Strategies for Community Colleges is a hands on step by step guide to building a million dollar a year development office Community colleges educate nearly half the undergraduates in America yet receive as little as two percent of all gifts to higher education Private philanthropy is now essential to the mission of community colleges In order to gain a fair share community colleges can rely on this book to deploy strategies effectively used by 4 year colleges The author Steve Klingaman has raised over 40 million dollars for two year and four year colleges over a 25 year development career With its emphasis on planning the work and working the plan Fundraising Strategies for Community Colleges offers practical advice and concrete steps on how to build a strong advancement team with robust Annual Fund grants major gifts planned giving programs Topics include Strategies used at one two year college that raised 50 million over ten years 75 boxed tips on the details that matter most How to create an institutional commitment to advancement How to enhance the advancement function How to build an effective foundation board that gives How to grow the Annual Fund with sustainable repeatable gifts Secrets top universities use to close major gifts Continuous quality improvement techniques to improve results year after year Fundraising Strategies for Community Colleges is the only comprehensive development guide to focus on community college fund raising Written for development professionals college presidents board members trustees faculty leaders and other college leadership this book is an essential practical guide that fills a critical gap in the market

Creating Entrepreneurial Community Colleges Carrie B. Kisker, 2024-08-19 In this book Carrie B Kisker illustrates how community colleges can utilize design thinking to identify and evaluate entrepreneurial opportunities and experiment with the internal changes necessary to optimize outcomes for stakeholders Kisker outlines a process whereby college leaders

can empower faculty and staff to think creatively about how to reduce their institution's dependence on state allocations in ways that not only are consistent with the college's mission and values but also provide the greatest likelihood for institutional and student success. The book presents evidence drawn from case studies at four community colleges along with in-depth qualitative interviews with leaders, faculty, and staff who have been involved in their institution's entrepreneurial efforts. The featured colleges, Maricopa Community Colleges AZ, Tarrant County College TX, North Iowa Area Community College, and Valencia College FL, all have long histories of engaging in entrepreneurial initiatives. By telling the stories of several influential community college leaders' experiences with entrepreneurship using design thinking as a framework for understanding their successes and failures, Kisker provides a road map for colleges to move beyond their historical pattern of incremental responses to external pressures and instead begin to innovate in a creative, mission-oriented way.

Advancement Work in Student Affairs: The Challenges and Strategies Thomas E. Miller, 2010-06-21. Readers are encouraged to consider fundraising an essential component of their future as student affairs professionals. Chapter topics discussed include: The context for development work in student affairs; Getting started in student affairs development; Student affairs and alumni relations; Fundraising for student affairs at comprehensive institutions; Entrepreneurialism in student affairs; the Eckerd College Waterfront Program story; More than an open door: deploying philanthropy to student access and success in American Community Colleges; Suggestions for the path ahead. Student affairs divisions need to find ways to support themselves and move toward self-reliance and self-determination. The most important aspect of student affairs practice will always be in the context of institutional frameworks and mission, and it will always be characterized as a collaborative partnership with others. However, the best of student affairs operations will at the same time be characterized as self-sufficient, carrying their own weight, a goal best accomplished through a commitment to development work and fundraising. This volume aims to help student affairs professionals realize that goal. This is the 130th volume of the Jossey-Bass higher education quarterly report series, *New Directions for Student Services*. An indispensable resource for vice presidents of student affairs, deans of students, student counselors, and other student services professionals, *New Directions for Student Services* offers guidelines and programs for aiding students in their total development: emotional, social, physical, and intellectual.

Budget and Finance in the American Community College Trudy H. Bers, Ronald B. Head, James C. Palmer, 2015-01-12. In this volume of *New Directions for Community Colleges*, key issues and practices will be addressed on the following topics: The contemporary challenge of meeting growing demands for increased student persistence and success; diminishing state support for higher education; new calls for accountability and ways to measure institutional effectiveness; the increasing reliance of many community colleges on grants and other sources of revenue; and college policies that have significant financial ramifications. page 4 of cover

The American Community College Arthur M. Cohen, Florence B. Brawer, 2009-10-30. Praise for *The American Community College Since 1982*. *The American Community College* by Cohen and

Brawer has been the authoritative book on community colleges Anyone who wants to understand these complex and dynamic institutions how they are evolving the contributions they make the challenges they face the students they serve and the faculty and leaders who deliver the services and the curricula will find *The American Community College* both essential reading and an important reference book George R Boggs president and CEO American Association of Community Colleges I have been a community college president for over forty one years and a graduate professor for three decades This book has been an inspiration to generations of students faculty members and administrators It has become the classic of the field because it has great take home value to us all Joseph N Hankin president Westchester Community College In this latest edition of *The American Community College* the authors continue to manifest their unique highly knowledgeable perspective about the community college This book is must reading for all who desire to understand one of the most important educational institutions in the twenty first century Barbara K Townsend professor and director Center for Community College Research College of Education University of Missouri Columbia Cohen and Brawer s classic work is the touchstone for a comprehensive overview of the American community college This is a seminal book for graduate students as well as seasoned professionals for understanding this uniquely American institution Charles R Dassance president Central Florida Community College

Sustaining Financial Support for Community Colleges Stephen G. Katsinas, 2005 Sustaining fiscal support for community colleges has becoming increasingly difficult in an era marked by recurrent recessions legislator reluctance to raise taxes and intense competition for scarce resources from health care K 12 education and other pressing demands on state treasuries After introductory chapters that provide historical political and economic perspectives on the fiscal environment in which community colleges operate this volume describes institutional approaches to securing adequate funding in the face of fiscal uncertainty Chapter authors provide guidelines for fundraising leveraging corporate support through cooperative education programs securing government grants for workforce development managing mill levy elections for increased local tax support and realigning budget priorities in the face of economic downturns The volume also discusses the implications of today s changing fiscal environment for community college presidents and the skills they need to sustain adequate funding in the face of unpredictable revenue streams This is the 132nd volume of the Jossey Bass quarterly report series *New Directions for Community Colleges*

Financing Community Colleges Richard M. Romano, James C. Palmer, 2015-11-09 Grounded in an economic perspective *Financing Community Colleges Where We Are Where We re Going* helps college leaders make sense of the challenges they face in securing and managing the resources needed to carry out the community college mission Finance has perpetually been an Achilles heel for leaders at all levels of management With the premise that leaders are better at winning battles they know something about this book equips leaders with an understanding of the fundamentals and the complexities of community college finance It tackles current and emerging issues with insight that is analytic and prophetic a must read for current and prospective leaders

Legal Issues

in the Community College Robert C. Cloud, 2004-05-10 Community colleges exist in a highly litigious society and their leaders are confronted with numerous legal issues as they carry out assigned duties Some of those issues are not new to postsecondary education Examples include governing board relations academic freedom and tenure collective bargaining and employment issues Other issues newer to the community college include student rights codes of conduct accommodation of disabled students campus safety distance education intellectual property rights and risk management Community college leaders must find ways to resolve or mitigate these and other issues if their colleges are to continue providing exemplary services to students from publisher Developing and Implementing Assessment of Student Learning Outcomes Andreea M. Serban, 2004-08-18 As a result of changes in accreditation standards and state mandates community colleges are under increased pressure to produce evidence of student learning and achievement Accreditation standards and state accountability mandates are asking community colleges to produce comprehensive systems for assessing student learning outcomes that go beyond course grades and number of degrees and certificates awarded What is being requested is actual evidence of what students have learned at the course program and certificate and degree levels This volume provides examples that community colleges can apply to measuring student learning outcomes at the classroom course program and institutional levels to satisfy local state and accreditation requirements for assessing learning outcomes as a means for improving student success from cover Comprehensive Reform for Student Success Nan L. Maxwell, Ann E. Person, 2017-01-19 Community colleges face pressure to do more with less that have prompted many college leaders to consider fundamental changes to the ways they have typically done business Because piecemeal solutions have not often been effective or efficient colleges are moving far beyond discreet programs or interventions and are attempting to implement comprehensive reform efforts This volume conceptualizes comprehensive reform as being marked by a focus on student success a theory of change that ties programmatic components together in an intentional and cohesive package implemented at multiple levels throughout the college and touching the majority of students and a culture of evidence that uses data to continuously assess programs and processes against student success Presenting original analyses that describe the rationale for comprehensive reform this volume examines the challenges involved in implementing evaluating and sustaining those efforts This is the 176th volume of this Jossey Bass quarterly report series Essential to the professional libraries of presidents vice presidents deans and other leaders in today's open door institutions New Directions for Community Colleges provides expert guidance in meeting the challenges of their distinctive and expanding educational mission Enterprising Worlds Jay D. Gatrell, Neil Reid, 2007-05-16 Enterprising World represents the culmination of several years of work by geographers planners and economists The chapters represent the collective efforts of the International Geographical Union's Commission on the Dynamics of Economic Spaces This collection is the result of the 2005 annual meeting in Toledo Ohio USA The chapters have been selected based on their contribution to the broader community of

economic geographers and policymakers and to demonstrate the inherent interconnectedness of these themes and at times the conceptual tension that exists between ethics economics and the environment insofar as these important issues shape the contours and cleavages of contemporary regional development In particular the chapters represent the diversity of perspectives on these issues The authors provide insight into the workings of a variety of communities regions and nations as they seek to balance economic growth with the growing necessity to simultaneously promote ethical and sustainable regional development As such this book is truly international in both scale and scope and provides the reader with a survey of emerging and established concepts theories and conflicts in economic geography

The Community College

Baccalaureate Deborah L. Floyd, Michael L. Skolnik, Kenneth P. Walker, 2023-07-03 Is the conferring of baccalaureate degrees by community colleges a solution to increasing access to and capacity in higher education Will the conferring of baccalaureate degrees restrict open access to and imperil the existing mission of community colleges What are the models and alternative methods of delivery What are the implications Breaking away from their traditional mission of conferring only associate degrees and occupational credentials an increasing number of community colleges have begun seriously to explore and indeed in some U S states and Canadian provinces to actually implement offering and conferring bachelor s degrees Some leaders see these changes as a natural extension of community colleges commitment to access while others view their awarding of baccalaureate degrees as inappropriate and threatening the basic core values of this unique sector of higher education This has become a hot and controversial topic not only among community college and university leaders but also among policy makers business leaders and students concerned with issues of access cost and the structure and purposes of post secondary education This book analyzes the emerging trend of the community college baccalaureate degree in the United States and Canada in order to contribute to the development of policy The authors aim to describe document and explain this significant development in higher education They present the background examples of practice and different models of delivery develop a common terminology to facilitate discussion give voice to the views of proponents and critics alike and include a comprehensive bibliography and set of resources This book is intended as a catalyst for dialog action and further research on this critical and emerging trend It is essential reading for leaders of community colleges for administrators and planners in higher education concerned with issues of access and articulation and anyone in public policy grappling with demographic trends and society s need for educated citizens able to meet the challenges of the future

Resources in Education ,2001-10

Latino Educational Opportunity

Catherine L. Horn, Stella M. Flores, Gary Orfield, 2006-04-21 The studies presented in this volume of New Directions for Community Colleges aim to foster a better understanding of the ways in which community colleges provide Latino students with educational access and opportunity State and federal policy has increasingly looked to the community college to educate Latinos the largest minority group in the United States and other students traditionally underrepresented in higher education Indeed Latinos enroll in community

colleges at rates higher than those for any other racial or ethnic group Although research has been done to study the influence of various contributors to Latino opportunity such as immigration policy language and academic opportunity the profound and confounding influence of these factors remains underexplored This volume provides and underscores the importance of serious scholarship towards this vital set of institutions and their students Presidents and Analysts Discuss Contemporary Challenges John J. Prihoda, 2012-01-05 Since their inception America's community colleges have undergone continuous change They must because their mission is to provide learning vital for those who face local as well as global transformations and that requires vigilant vigorous commitment This volume contains insights from men and women who have led the thinking and practice in these colleges to current historical heights They were asked to forecast solutions to today's most critical problems as well as to identify opportunities that will likely engage tomorrow's community college leaders In addition a prevailing university authority was asked to review the support system traditionally relied upon to provide expertise to faculty and administrators Presidents and Analysts Discuss Contemporary Issues collects decades of experience from extraordinary leaders and places that wisdom in readers hands This is the 156th volume of this Jossey Bass quarterly report series Essential to the professional libraries of presidents vice presidents deans and other leaders in today's open door institutions New Directions for Community Colleges provides expert guidance in meeting the challenges of their distinctive and expanding educational mission *The Nonprofit Manager's Resource Directory* Ronald A. Landskroner, 2002-04-30 A newly revised and updated edition of the ultimate resource for nonprofit managers If you're a nonprofit manager you probably spend a good deal of your time tracking down hard to find answers to complicated questions The Nonprofit Manager's Resource Directory Second Edition provides instant answers to all your questions concerning nonprofit oriented product and service providers Internet sites funding sources publications support and advocacy groups and much more If you need help finding volunteers understanding new legislation or writing grant proposals help has arrived This new updated edition features expanded coverage of important issues and even more answers to all your nonprofit questions Revised to keep vital information up to the minute The Nonprofit Manager's Resource Directory Second Edition Contains more than 2 000 detailed listings of both nonprofit and for profit resources products and services Supplies complete details on everything from assistance and support groups to software vendors and Internet servers management consultants to list marketers Provides information on all kinds of free and low cost products available to nonprofits Features an entirely new section on international issues Plus 10 bonus sections available only on CD ROM The Nonprofit Manager's Resource Directory Second Edition has the information you need to keep your nonprofit alive and well in these challenging times Topics include Accountability and Ethics Assessment and Evaluation Financial Management General Management Governance Human Resource Management Information Technology International Third Sector Leadership Legal Issues Marketing and Communications Nonprofit Sector Overview Organizational Dynamics and Design Philanthropy Professional

Development Resource Development Social Entrepreneurship Strategic Planning Volunteerism *Creating and Benefiting from Institutional Collaboration: Models for Success* Dennis McGrath, 1998-11-08 This volume offers a variety of examples of long term collaborative efforts within schools that began with external funding Articles include 1 Lessons from a Long Term Collaboration Lindsay M Wright and Rona Middleberg 2 Creating Structural Change Best Practices Janet E Lieberman 3 An Urban Intervention That Works The Bronx Corridor of Success Michael C Gillespie 4 The Role of Rural Community Colleges in Expanding Access and Economic Development Hector Garza and Ronald D Eller 5 The Partnership Paradigm Collaboration and the Community College Sara Lundquist and John S Nixon 6 The Collaborative Leader Carolyn Grubbs Williams 7 Building Local Partnerships Contributions of a National Center Barbara Schaier Peleg and Richard A Donovan 8 Funding Collaboratives L Steven Zwerling 9 No Pain No Gain The Learning Curve in Assessing Collaboratives Laura I Rendon Wendy L Gans and Mistalene D Calleroz and 10 Sources and Information Community Colleges and Collaboration Erika Yamasaki As the contributors to this volume emphasize collaboration must be understood both as a distinctive process and as a particular type of interorganizational structure AS **Community College Review** ,2003 Conducting a Successful Fundraising Program Kent E. Dove, 2001-03-01 The complete resource for fundraisers in any nonprofit organization Conducting a Successful Fundraising Program outlines a unique approach to successful fundraising and features an exhaustive resource section that includes actual organization publications direct mail samples model case statements telemarketing scripts special events check lists and more This all in one resource covers all the traditional elements of fundraising including annual giving major gifts and planned giving corporate and foundation relations prospect research and management and fundraising literature and promotions as well as current issues such as gift administration technology and the use of consultants and paid solicitors in the solicitation process Dove identifies the ten prerequisites that predict success in fundraising and then leads the reader step by step through every phase of the fundraising process and provides specific advice on the elements crucial to any program s success

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