

SAUNDRA JOHNSON AUSTIN, MBA

PROFILE

A results-focused and innovative leader able to initiate and execute goals and objectives that increases an organization's ability to reach strategic outcomes. Specialized areas of expertise include academia, business, education and community, non-profit organizations with experience in diverse environments.

AREAS OF EFFECTIVENESS

- **Influencer** – Ability to focus on building and implementing paradigms that integrate innovative and proactive models to positively impact the scope and scale of services organizations offer.
- **Operations Management** – Extensive administrative experience with building an expert team and providing staff development, providing the infrastructure for fiscal management including forecasting and budget development, incorporating community/media outreach along with marketing, public relations, concept development and image management necessary for brand identity as well as creating enthusiasm and involvement of participants.
- **Project Management** – Well-honed ability to guide major projects through all stages from initial concept through budget planning, program design, and infrastructure development, enlisting broad networks of community support, as well as collaboration with corporations, foundations, alumni, board membership, internal infrastructures, and more.
- **Collaborator** – Ability to create synergistic relationships among colleagues and targeted audiences in order to address the opportunities and challenges the organization faces to improve educational and community landscapes.
- **Results Oriented** – Results oriented moving projects forward in public-private matrix utilizing a standard of quality in communications, planning and decision making.
- **Fundraising** – Ability to identify and develop relations with individuals and organizations having potential to contribute; leveraging resources and operating arrangements with involved parties; and managing program scope, budget, schedule, and quality.

PROFESSIONAL EXPERIENCE

CHARIS CONSULTING GROUP, LLC

June 2007 – Present

President & Chief Executive Officer

Highlights: Founded in 2007 in response to the various needs of academic institutions, non-profit organizations and businesses. Our mission is to build intellectual and human capacity that significantly impacts educational and community transformation through services that includes:

- *Research Studies* that provides organizations with leading edge innovation;
- *Technical Support* in areas that provide infrastructure and institutional advancement;
- *Project Management* for projects that require continuous oversight with strong and professional leadership; and
- *Public Speaking* at educational and leadership conferences and seminars, especially for our youth.

ST. MICHAEL'S HIGH SCHOOL, Santa Fe, New Mexico

June 2008 – April 2010

President & Chief Executive Officer

Highlights: SMHS, with a college preparatory curriculum, has as its mission to educate each student in a spirit of faith and academic excellence according to Roman Catholic principles in the Lasallian tradition of the Christian Brothers. Founded in 1859 by St. John Baptist de LaSalle and celebrated 150 years of history and tradition in 2009. Enrollment of 764 co-ed students in grades 7-12, 81 faculty and staff, teacher-student ratio of 1:22, \$6,525 tuition and \$6.4M operating budget.

Served as the school's visionary leader and spokesperson. Responsible for fiscal management, academic programs, fundraising and development, property management, annual goals and objectives, long range strategic planning, and professional development of faculty and staff. — **Contributions include:**

- Developed and implemented the Collaborative Communication (Transparency) Model as a result of adopting Ends Policies under Policy Governance. Formed committees that focused on Lasallianism, academics, finances, fundraising and development, campus, non-school properties and the web site. Committee members include students, faculty, staff, parents, alumni, Trustees, Foundation Directors and the community-at-large.
- Ensured that the rich history and tradition of the school continues by educating a diverse body of students that enroll and graduate from major colleges and universities. Students "*Enter to Learn and Leave to Serve.*"
- Established an Advancement Team to focus on student recruitment and retention, marketing and communications, curriculum enhancement, affective and effective teaching methods, fundraising, development and event planning.
- Developed an advancement plan that includes an admissions plan and marketing, public relations and community outreach plan. Created the school's first View Book as a marketing and recruitment tool.
- Executed agreement between the Foundation Board of Directors and Board of Trustees. Integrated the Foundation and the Development office with financial and donor stewardship systems for increased efficiency and productivity.
- Integrating Blackbaud's Financial Edge, Education Edge and Raiser's Edge operations systems.
- Conducted asbestos, electrical, drainage, facilities and technology assessments. Improved the 25 acre campus grounds. Established a Transportation Center. Renovated restrooms. Repaired roof. Secured new cafeteria vendor.

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PROFESSIONAL EXPERIENCE**ST. MICHAEL'S HIGH SCHOOL***Accomplishments:*

- Achieved 100% graduation rate for the class of 2009.
- Collaborated with the Foundation, Parents Club, Alumni Association and other organizations to award \$139,000 in financial assistance to 123 students in need for the 2009-2010 academic year. Financial assistance awarded to 40 more students than previous year.
- Prepared a 3-year operating budget. Aligned with FDIC policy to protect the school's cash deposits. Implemented ACH tuition payment policy.
- Conducted a school-wide Lasallian training program for the entire St. Michael's community including Trustees and Foundation Directors.
- Organized the first joint meeting among the Board of Trustees and Foundation Board of Directors. Both groups made a commitment to meet every quarter going forward.
- Re-designed the web site and created a new corporate logo for the school, Foundation and the major gifts campaign. Collaborating with local designer to establish a uniform school mascot.
- Celebrated 150-year anniversary of the Brothers of the Christian Schools. Organized a weekend of festivities welcome reception, alumni reunion for homecoming football game, Gala (600 attendees) and Mass.
- Launched an annual campaign (Fund for the Future) and major gifts campaign (Miguel Chavez Society). Raised \$210,000 for the Miguel Chavez Society.
- Launched a *Go Green* Campaign. Established a campus-wide recycling program.

COMMUNITY PARTNERSHIP FOR LIFELONG LEARNING (CPLL), Benton Harbor, Michigan Aug 2005 – May 2008*Executive Vice President*

Highlights: In 1996 a business-education partnership of 18 coalition partners was formed to develop a strategic plan for lifelong learning. In 2004, The Alliance for World Class Communities was formed with goals of Life Long Learning (CPLL), Economic Development (Cornerstone Alliance), Leadership (Citizens for Progressive Change) and Diversity with Inclusion (Council for World-Class Communities). Initially, CPLL was a program within Economic Development.

Hired in 2005 to plan, design, build, and implement lifelong learning programs for the Alliance and to turn around program direction with a defined leadership. The program focused on literacy, education and workforce development in Berrien County with an emphasis in Benton Harbor. Most notable is the design and implementation of the first Family Literacy Center of its kind in the region. The organization's initial operating budget was \$200,000. — **Contributions include:**

- Began with the organization as the only full-time employee, as the planner and collaborator in reaching out to all segments in support of the objective to turnaround CPLL from a line item under Cornerstone Alliance to a stand-alone nonprofit organization.
- Designed and built the infrastructure that led to achieving a nonprofit status, the quickest in the history of the Alliance, acknowledging CPLL as an independent entity separate from Cornerstone Alliance (2006).
- Led the initiatives to create the branding identity for CPLL through the literacy conference, new logo, web site and collateral materials and other marketing materials.
- Developed action plans to rejuvenate existing programs and to develop, coordinate and oversee new projects of the Alliance, i.e. Harbor Shores Community Redevelopment project in which the Lifelong Learning Continuum and Workforce Development System was developed in support of the project. Programs included, but were not limited to:
 - Promoted programs to support the lifelong learning continuum for children, youth, and adults that formed a range from life skills to 4-year degrees.
 - Developed satellite locations for family literacy as educational and family centers.
 - Leveraged resources with Western Michigan University for literacy and reading development model.
- Targeted grant development efforts and facilitated an \$817,000 award to local workforce development agency to support community transformation.
- Maintained knowledge of current legislation, community development and school improvement efforts pertinent to the area dynamics.

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PROFESSIONAL EXPERIENCE**COMMUNITY PARTNERSHIP FOR LIFELONG LEARNING (CPLL)****Accomplishments:**

- Secured \$1 million to support operations and new programs.
- Designed the Lifelong Learning and Workforce Development models; built the programs; connected the research to validate the programs through the Council for Adult Exponential Learning (CAEL) and Greg Newton Associates.
- Provided the Board with a practical “measuring stick” structuring a finance committee, outreach committee, strategic planning committee and board development committee – all tied to the three strategic focus areas.
- Built an expert team to deliver programs: (2006) Executive Assistant and Director of Training and Operations; (2007) Life Coach, Education Specialist, Outreach Specialist, GED Teacher, 104 Volunteer Reading Tutors, 14 Volunteer Math Tutors, 5 Trained Home Management Facilitators, 1 Life Skills Contractor.
- Branded and promoted the 1st and 2nd Annual Celebrate Literacy Conference that grew 50% in 2006 to 180 attendees and 14 workshops with world-renowned literacy experts as speakers in 2007.
- National presenter for design of a three-year study, Adult Volunteer Reading Tutor Program, presenting Best Practices in Austin, Texas (2007).
- Launched community-wide literacy campaign making presentations to local service organizations and State of Michigan Officials to raise awareness.
- Recipient of Community Educational Leadership Award at the 2nd Annual Celebrate Literacy Conference (2007).

NATIONAL CONSORTIUM FOR GRADUATE DEGREES FOR MINORITIES IN ENGINEERING AND SCIENCE, INC. (GEM)

Notre Dame, Indiana

2000 – 2005

Executive Director

Highlights: Charged with building the network for GEM as well as held accountable for fiscal stability, operational efficiency, fund raising, and most notably branding the marketing vision and establishing interconnectivity to appeal to potential partners and donors.

The GEM program consisted of 90 universities and 44 employers with a \$1 million operating budget. The goal was to rejuvenate program direction and vitality, which was waning. — **Contributions include:**

- Managed professional staff of eight: Marketing Director; Director of Education, Training & Outreach, Director for Finance & Operations; Grant & Research Specialist, Manager of Fellowships & Awards, Manager of Member and Administrative Services, Coordinator of Information Service, and Coordinator of Office Services.
- Created a new vision for the organization, basically re-branded the vision, message, infrastructure and expectations, and at the same time took the stance to become a change agent to *make it happen*.
- Reviewed the planning practices of GEM that was an annual meeting of the universities and employers to form strategy and plan future resources.
- Interacted with universities, corporations and Fortune 500's to bring together a higher education program that supported students by paying tuition (from the university side) and providing internship experience to the students from sponsoring companies. The student then had a potential hiring position from their sponsor.

Accomplishments:

- Changed the dynamics of the yearly Board meeting of GEM into a new level of interaction. Formed the dynamics of a yearly conference to upgrade organization and program direction. Next developed this conference into a black tie event in which awards were announced for yearly achievements and best practices. Presented awards for the best employer, best student performance, and more that resulted in inspiration and motivation for all concerned.
- Developed new infrastructure for the Board with functionality for the entire operations.
- Moved organization in new direction to seek sponsorships and fellowships outside traditional engineering and science disciplines, as well as connected universities and businesses by industry and by region.
- Changed image, changed logo, re-branded the marketing message with collateral material, press releases, and more.

PENNSYLVANIA STATE UNIVERSITY, University Park Pennsylvania

1994 – 2000

Director Minority Engineering Program

(1995 – 2000)

Faculty Research Appointment: Acting Director Minority Engineering Program

(1994 – 1995)

Highlights: The mission of the Program was to improve the recruitment, retention, and graduation of under-represented minority groups: African/Black American, Latino/Hispanic American, and American Indian/Alaskan Native who were pursuing a degree in engineering and to promote development of the program and develop prospective students throughout the engineering pipeline.

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PROFESSIONAL EXPERIENCE

PENNSYLVANIA STATE UNIVERSITY, University Park Pennsylvania 1994 – 2000
Director Minority Engineering Program (1995 – 2000)
Faculty Research Appointment: Acting Director Minority Engineering Program (1994 – 1995)

Concentrated my efforts on collaboration with academia and corporations to take program to its next level of excellence.

— *Contributions include:*

- Created, planned, coordinated and directed the operations and programs (pre-college to graduate) within a budget of \$650,000. Programs created a pathway for higher education.
- Supervised and managed office staff of Program Assistant, Staff Assistant, Academic Excellence Coordinators (2), Student Assistant (5), Monitors (9), Tutors (9), and Summer Program Coordinators (4).
- Instructor for SUCCESS 101, a two-credit course for first year under-represented engineering scholars.
- Solicited companies to support sponsorships, scholarships and fellowships ranging from one-on-one discussions to presentations at larger meetings and conferences.
- Interacted with faculty for student research projects resulting in an institutionalized model that was implemented across the country at various universities.

Accomplishments:

- Attracted new companies and universities with a renewed interest and recognition for the programs and took programs to another level supporting high school programs to graduate programs.
- Awarded “Minority Engineering Program Director the Year,” by National Society of Black Engineers, March 1998;
- Awarded “Outstanding Contribution of Minority Engineering Program Administrator,” by National Association of Minority Engineering Program Administrators, March 1998.
- Received great satisfaction from the student contact. Personally, followed their academic progression and helped with their struggles. To this day have students “reporting back” their appreciation and accomplishments.
- Appointed to Executive Board for Penn State Alumni Council; Member appointed to two 3-year terms 2002 – 2008.

BECHTEL POWER CORPORATION, PROJECT CONTROLS DEPARTMENT, Gaithersburg, Maryland 1987 – 1994
Cost Engineer (1990 – 1994)
Assistant Cost Engineer (1989)
Civil Estimator (1989)
Field Cost Engineer (1987 – 1989)

Highlights: A privately owned engineering, construction and project management company with 42,500 employees and \$20.5M in revenues. Career began under the guidance and training of this Fortune 500 Company. Grew from entry to professional level.

— *Contributions include:*

- **Civil Engineering:** Performed quantity take-offs for engineering and construction drawings using parameters for all commodities within the civil engineering discipline: prepared architectural estimates for The Times Square New York City Subway Renovation Project; developed pre-engineering building and crane study template and civil estimating guidelines.
- **Management:** Researched, interpreted, and applied company policies and procedures; evaluated project scope changes, coordinated progress reports and prepared estimates for various nuclear, waste water and energy projects.
- **Personnel:** Interacted across disciplines for progress reports, project control review and clientele interaction.
- **Fiscal:** Monitored expenditure, monthly cost reports, reviewed invoices.

Accomplishments:

- Prepared a foundation from corporate financial objectives that was a paradigm of many models to be developed for the public sector’s competitive nonprofit objectives.

EDUCATION

PENN STATE UNIVERSITY, University Park, Pennsylvania
Bachelor of Science, Civil Engineering

UNIVERSITY OF NOTRE DAME, Notre Dame, Indiana
Master of Business Administration

Professional Development:

Leadership Academy, Lake Michigan College, Benton Harbor, Michigan
 Center for Creative Leadership, Leadership Development Program, Greensboro, North Carolina
 Executive Leadership Seminar, University of Notre Dame, Notre Dame, Indiana

COMPUTER SKILLS Proficient in Microsoft Word, Excel, PowerPoint and Access and other Social Media Networks

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ADDENDUM

AWARDS

Received, 2 nd Annual Celebrate Literacy Conference: "Strengthening Our Communities" Inaugural Community Educational Leadership Award	2007
Received, American Association of University Women, Selected Professions Fellowship Award	2004 –2005
Organizational Award, National Consortium for Graduate Degrees for Minorities in Engineering and Science, Inc., " Exemplary Math Science Engineering Education Partnership Award, " Quality Engineering for Minorities Network for Math, Science, and Engineering/American Association for the Advancement of Science (AAAS)	Feb 2001
Received, " Minority Engineering Program Director of the Year, " National Society of Black Engineers 1 st Annual Golden Torch Award	Mar 1998
Awarded, Outstanding Contribution by Minority Engineering Program Administrator National Association of Minority Engineering Program Administrators, Inc.	Mar 1998
Nominated, National Action Council for Minorities in Engineering, Inc. (NACME) for Reginald H. Distinguished Service Award	1997
Awarded, " In Honor of Outstanding Contributions Improving Equal Access and Cross-Cultural Relations " The Pennsylvania State University	May 1995

PUBLICATIONS

Lucero, Ph.D., M. Cecilia and Johnson, Saundra D., "Transforming the Academic Workplace: Socializing Underrepresented Minorities into Faculty Life," Government University Industry Research Roundtable (GUIRR) – Pan Organizational Summit on U.S. Science and Engineering Workforce sponsored by the National Academies. (Published and Presented) Nov 2002.	
Banks, Adam J., "Going Beyond Access: GEM Celebrates 25 th Anniversary," <i>National Society of Black Engineers Magazine</i> , March/April 2001, pp. 38-40 (Featured).	
Reinke, Malinda, "Productive Partnerships," <i>Compressed Air, Ingersoll-Rand's Magazine of Applied Technology and Industrial Management</i> ," Apr-May 1998 (Featured).	
Johnson, Saundra D., "Surviving Against All Odds," <i>American Society of Engineering Education, Minorities In Engineering Division</i> , June 1997 (Published, Refereed).	
Deleveaux, Ph.D., Velma J. and Johnson, Saundra D., "Success 101: Road Map for the Successful Student," NAMEPA/WEPAN Joint National Conference, March 1997 (Published, Non-refereed).	
Johnson, Saundra D., "Investing Time and Expertise," <i>Engineering Partnerships: Investing in the Future of Penn State, The Pennsylvania State University Alumni Association Information Kiosk</i> , 1994 (Featured).	
Burley, Diane P., "The Power of Self-Esteem [Self-Confidence]," <i>Minorities Issue: Graduating Engineer, Peterson's</i> , October 1991, pp. 108 (Cited).	
Messer, Andrea Elyse, "Engineering Pioneers: Women Compare Notes on Their First Hundred Years in Engineering," <i>Minority Engineer</i> , July/August 199 1, pp. 47-52 (Featured).	

PRESENTATIONS

Presented, "Transforming the Community Through A Collaborative Community Initiated Adult Tutoring Program," 57 th National Reading Conference, Austin, TX	Nov 2007
Presented, "Lifelong Learning and Family Literacy Center Model"	
Michigan Department of Labor and Economic Growth, Benton Harbor, MI	Aug 2007
Michigan Department of Transportation Statewide Partnership Committee, Lansing, MI	Feb 2007
Southwest Michigan Community Action Agency, Benton Harbor, MI	Jan 2007
Presented, "Raising Literacy Awareness," Berrien Springs and St. Joseph – Benton Harbor, MI Rotary Club	Jul 2007
St. Joseph Kiwanis Club, St. Joseph, MI	Jun 2007

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PRESENTATIONS (Cont'd)

Presented, "Harbor Shores: A Community Transformation Project," State of Michigan Officials	Mar 2006
Presented, "Family Literacy for Catch the Dream Program," Lake Michigan College, Benton Harbor, MI	Jul 2006
Presented, "FLC GED and High School Completion Programs," Benton Harbor Area School Board	Apr 2007
Presented, "Lifelong Learning," Cornerstone Alliance Annual Investors Meeting, Benton Harbor, MI	Dec 2006
Panelist, University Teams Conference, Ingersoll-Rand: Penn State University	Jun 1999
Panelist, Purdue University, Lafayette, IN	Jun 1998
Panelist, Clemson University, Clemson, South Carolina	Jun 1997
Presented, "Best Practices for Recruiting Students of Color: An MEP Perspective," Sun Oil Company, Philadelphia, PA	Sep 1998
Presented, "Building a Partnership, A Penn State MEP Perspective," Boeing, Philadelphia, PA,	Aug 1998
Presented, "Best Practices for Recruiting Students of Color an MEP Perspective," Sony, Pittsburgh, PA,	Aug 1998
Panelist, University Relations Diversity Conference, GTE, Dallas, TX	Aug 1998
Presented, "Best Practices for Recruiting Students of Color and MEP Perspective," ALCOA Ambassador/Team Leader Campus Management	May 1998
Presented, "A Partnership in the Making," Texaco Foundation	Jan 1998
Panelist, Staffing Roundtable, Eastman Kodak Company	Oct 1997
Presented, "Best Practices for Recruiting Students of Color An MEP Perspective," Coming, Inc.	Sep 1997
Presented, "The B.E.S.T. Scholars Program - Preparation for College and Career," Best Practices in Diversity Conference, The Pennsylvania State University Commission on Racial/Ethnic Diversity	Sep 1997
Panelist, College Partners Counterpart Meeting, MEAD Corporation	Aug 1997
Presented, "Issues Facing Minorities in Engineering," Penn State Engineering Education Workshop	1997, 1996, 1995
Presented, Johnson, Sandra D. and Bogue, Barbara, "Penn State MEP and WEP: A Model for a Successful Partnership NAMEPA/WEPAN Joint National Conference	Mar 1997
Moderator, "NAMEPA/WEPAN Joint National Conference - Stimulating the Pipeline: Mentoring Pre-College Students for Maximum Impact,"	Mar 1997
Panelist, "Telling Our Stories," Penn State Women in Engineering Program" Challenges & Achievements III Conference."	Apr 1993
Presented, "B.E.S.T - A Partnership Between Penn State and Eastman Kodak Company," American Society of Engineering Education, Minorities In Engineering Division	Jun 1996
Presented, "Issues Facing Minorities and Women Engineers," Penn State Women in Engineering Program "Challenges & Achievements I Conference"	1991

MEMBERSHIPS

American Association for the Advancement of Science (AAAS) (2000 – 2005)
 American Association of University Women (AAUW) (2003 – 2005)
 American Indian Society of Engineers and Scientists (AISES) (1994 – 2005)
 American Society of Engineering Education (ASEE) Minorities in Engineering Division (MIND) (1997 – 2000)
 Advancing Minorities Interest in Engineering (AMIE) (2000 – 2005)
 Education Technology Think Tank (ET3), Congressman Major Owens (NY) (2002 – 2004)
 Berrien Community Foundation (Board of Directors) (2007)
 Building Engineering and Science Talent Council on Competitiveness (2003 – 2005)
 Congressional Black Caucus (2003 – 2004)
 Congressional Hispanic Caucus (2003 – 2004)
 Council of Graduate Schools (CGS) (2001 – 2005)
 Council of Foundations (2004)
 Mexican American Engineering Society (MAES) (1994 – 2005)
 Michigan Louis Stokes Alliance for Minority Participation Advisory Board (2003 – 2005)
 National Action Council for Minorities in Engineering, Inc. (NACME) (1994 – 2005)
 National Association of Minority Engineering Program Administrators, Inc. (NAMEPA) (1994 – 2005)
 President Elect, 1999-2000; Regional Chair, 1999-2000; Co-Chair, 1999 National Conference; Regional Chair-Elect, 1998-99; and Co-Coordinator, Capitol Hill Visit, 1997 NAMEPA/WEPAN Joint National Conference
 National Association of Pre-College Directors (NAPD) (1994 – 2005)

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MEMBERSHIPS (Cont'd)

National Coalition of Underrepresented Racial and Ethnic Groups in Engineering and Sciences (NCOURAGES) Steering Committee (2003 – 2005)

National Consortium for Graduate Degrees for Minorities in Engineering and Science, Inc. (GEM) (1994 – 2000)
University Member Representative, The Pennsylvania State University, 1994 - 2000
Working Group - Comparative Study on National Fellowships, May 1997: Johnson, Sandra D., Penn State University (Co-Chair); Anderson-Rowland, Ph.D., Mary, Arizona State University (Co-Chair); Vaughan, Michael, University of Delaware; Poorman, Janice, University of Notre Dame; McGee, Minnie, The Ohio State University; and Kelly, Ph.D., John, North Carolina A & T State University

National Society of Black Engineers (NSBE) (1994 – 2005)

Penn State College of Engineering Industrial Professional Advisory Council for Civil Engineering Dept. (2001-2002)

Penn State University Alumni Council Member (Appointed 2002 – 2004, 2004 – 2006 and 2006 – 2008)
Co-Chair Volunteer Support Committee (2004 – 2008)
Executive Board Member (2006 – 2008)

Rotary Club of St. Joseph – Benton Harbor (2006 – 2007)

Society of Hispanic Professional Engineers (SHPE) (1994 – 2005)

Twin Cities Area Literacy Council Board of Directors (TCALC) (2006 – 2008)

We Can Make A Difference, Inc. Board of Directors (2006 – 2008)

Whitwam, David and Barbara, Catch the Dream Program Advisory Council (2006 – 2007)

Women in Engineering Program Advocates Network (WEPAN) (1994 – 2005)

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FUNDRAISING AND GRANT WRITING SUMMARY

Secured memberships each year from Fortune 500 companies and world-renown Research Laboratories to award MS Engineering, Ph.D. Engineering and Ph.D. Science Fellowships (2000 – 2004)	\$3,600,000
Facilitated award from Michigan Department of Economic Growth to Michigan Works! Berrien Cass Van Buren for community transformation in five key areas: Adult Basic Education; Workplace Skills Literacy; GED Preparation and High School Completion; Benton Harbor Middle College and College Preparation Program (2006)	\$817,000
Leveraged employer membership with IBM Corporation to design and develop web site for new on-line application and evaluation process and membership services for National Consortium for Graduate Degrees for Minorities in Engineering and Science, Inc. – market value (2002)	\$600,000
Secured annual funding to offer pre-college, undergraduate and graduate engineering programs at The Pennsylvania State University (1994 – 1999)	\$250,000
Launched the Miguel Chavez Society, a major gifts campaign at SMHS (2008-2009)	\$210,000
Granted annual operating funds for Community Partnership for Learning from Cornerstone Alliance an affiliate of the Alliance for World-Class Communities (2005 – 2007)	\$200,000
Secured annual corporate scholarships for undergraduate and graduate engineering students at The Pennsylvania State University (1994 – 1999)	\$150,000
Secured relationship with United Way of Southwest Michigan resulting in funding to launch CPLL's Family Literacy Center GED and High School Completion Programs (2007)	\$50,000
Awarded funds by Harbor Shores Community Redevelopment, Inc. to develop infrastructure for CPLL's Family Literacy Center (2006)	\$37,000
Secured funds from the David and Barbara Whitwam Foundation for CPLL operations (2006)	\$35,000
Secured funding to renovate a traditional classroom into a science lab at SMHS by The Delle Foundation (2009)	\$25,000
Solicited annual sponsorships for Career Pathway Ads, a collaboration with <i>The Herald Palladium</i> , The Alliance, Berrien County Intermediate School District, Cornerstone Alliance, Lake Michigan College, Lakeland Regional HealthCare, Michigan Works!, Van Buren Intermediate School District and Whirlpool Foundation (2005 – 2007)	\$25,000
Established alumni supported endowment for graduate engineering and science fellowships for the National Consortium for Graduate Degrees for Minorities in Engineering and Science (2003)	\$25,000
Solicited sponsors (ads, meal functions, facility, etc.) for <i>2nd Annual Celebrate Literacy Conference: Strengthening Our Community</i> hosted by Western Michigan University, Benton Harbor, MI (2007)	\$20,000
Secured funding from Benton Harbor Connect-Up Fund sponsored by W. K. Kellogg Foundation to deliver Family Literacy Center programs (2007)	\$10,000
Established relationship with Indiana based Comcast Corporation resulting in championing proposal funded by Comcast Foundation for Family Literacy Center programs (2007)	\$10,000
Established relationship with St. Joseph, Michigan business IPC Print Services to print (in-kind) flyers promoting LeapFrog's 4 animated pictures for community-wide distribution (2006)	\$10,000
Established relationship with <i>The Herald Palladium</i> to place (in-kind) LeapFrog ads announcing City of Benton Harbor's channel 98 broadcast of 4 animated pictures: Code Word Caper; Letter Factory; Talking Words Factory; and Math Circus (2006)	\$10,000
Awarded funding from Indiana based Innovateus Corporation s to support the CPLL operations (2005)	\$10,000
Partnered with City of Benton Harbor's Channel 98 to broadcast (in-kind) 4 animated pictures developed by LeapFrog Enterprise, Inc. for children 3-6 years of age (2007)	\$10,000
Granted funding from the Magistro Family Foundation for science materials and supplies at SMHS (2009)	\$4,500
Granted funds by Discount Tire Philanthropic Group to support literacy efforts (2006)	\$5,000
Granted funds by Aquilla Foundation to support the operations of CPLL (2005)	\$5,000

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FUNDRAISING AND GRANT WRITING SUMMARY (Cont'd)

Solicited funds for 1 st Annual Celebrate Literacy Conference (2006)	\$2,500
Granted funds by Discount Tire Philanthropic Group to support literacy efforts (2005)	\$2,000
Secured relationship with Michigan Department of Labor and Economic Growth resulting in annual award for Adult Basic Education Literacy Projects (2006 and 2007)	\$1,500
Awarded grant by Berrien Community Foundation to market 4 animated pictures developed by LeapFrog Enterprises, Inc. for children ages 3-6 (2005)	\$1,000
Awarded grant by United Way of Southwest Michigan to promote 4 animated pictures developed by LeapFrog Enterprises, Inc. for children ages 3-6 (2005)	\$1,000
Granted funding from St. Joseph, MI business, Fiskars Construction, Inc. for literacy materials (2006)	\$350