

**DRAFT Business Plan: April 7, 2013 V1**

**Background**

The South Metro-Salem STEM Education Partnership formally signed a partnership agreement in December 2012.

**Vision Statement:** The South Metro-Salem STEM Partnership catalyzes Oregon students to achieve STEM degrees and certificates, and reach Oregon’s education goals by increasing the access, excitement and engagement of students in STEM courses and experiential learning.

**Mission statement**: The South Metro-Salem STEM partnership will collectively optimize PK-20 STEM education by utilizing a full spectrum of public and private resources and model instructional practices to develop a career-ready, diverse, and adaptable workforce that enhances the regional economy and community.

The SMS STEM Partnership’s goal is to increase science and math achievement among students in partner schools and districts, with an emphasis on the participation and persistence of low-income and ethnic/culturally diverse students. The partnership will measure achievement of the goal by:

The Partnership is a collaborative of 13 school districts, three community colleges, three universities, five community-based STEM programs, and 10 business partners who share a common vision for catalyzing Oregon students to achieve STEM degrees and certificates through engagement of students in STEM courses and experiential learning. The vision is not new, but the partnership is. As a collective partnership, we are striving to leverage our resources differently in three strategic ways:

1. **Forming a learning community to identify effective practices among the school districts and community partners**, and training teachers in effective instructional practices through contextualized, experience-based teaching and learning methods.
2. **Building a STEM NETwork** – a clearinghouse or virtual connecting place to connect business and community resources with schools and teachers.
3. **Expanding collaborations between schools, colleges and universities to accelerate dual credits in STEM subjects** and better transitions for student into STEM career paths.

The partners will leverage their existing resources, staff, and facilities, and will raise funds and other in-kind donations to expedite the collaborative work.

**Opportunities**

|  |  |  |
| --- | --- | --- |
| Funding Sources | Funds $ | % of total |
| Corporate |  |  |
| State/Local |  |  |
| Federal |  |  |
| Local Foundations |  |  |
| National Foundations |  |  |
| Enterprise: Fee for service |  |  |
| Partnership Fees |  |  |
| Fundraising/Signature Event |  |  |

**Cash and In-kind contributions from partners and friends:**

* Oregon Tech is contributing approximately .25 FTE of the Associate Vice President for Strategic Partnerships, for a one-year period, starting in July 2012, to assist with facilitation of the STEM Partnership meetings, fundraising, grant writing, and providing strategic direction for the group. The AVP will participate on the STEM Partnership Executive Advisory Committee and lead STEM Hub activities. Oregon Tech will also provide access to office space, facilities use and administrative support for the STEM NET Director in an outreach office, on a visiting basis. Value: $45,000
* *FIRST* Robotics is contributing time and leadership from the NW Regional Director to co-facilitate the STEM Partnership meetings, organize STEM activities, and assist with fundraising, grant writing and strategic direction. Value: $20,000
* Evergreen Aviation and Space Museum is contributing in-kind office space and administrative support for the STEM NETwork and its Director, as well as program management and staff supervision for the STEM NET though the Executive Director. The Museum will also provide consulting support with fundraising, grant writing and strategic direction through its Director of Development. Value: $25,000
* Oregon/NASA Space Grant Consortium is contributing $37,500 for a portion of salary + benefits for the STEM NETwork Director position. The Consortium has also arranged a partnership with the National Space Grant Foundation. Value: $60,000
* Cash donations have been raised from the following private-sector partners:
  + Eaton $2,500
  + First Tech Federal Credit Union $2,500
  + FLIR $2,500
  + Mentor Graphics Foundation $2,500
  + More companies are being asked for support.
* In-kind donations have been raised from the following private and public partners:
  + Mentor Graphics ($3,000 for industry outreach breakfast)
  + City of Wilsonville ($1,000 SMART bus for teacher/superintendent tour of industry)
  + *FIRST* Robotics ($500 for superintendent field trip lunches)
  + Business Education Compact ($150 for teacher intern-industry breakfast)
* Cash contributions have been raised from public-sector partners:
* $13,000 from Amity, Canby, Lake Oswego, McMinnville, Newberg, North Clackamas, Oregon City, Salem-Keizer, Tigard Tualatin, and Woodburn School Districts.

**Foundation grants**

STEM and Education are investment focus areas for multiple local and national foundations.   
Our current target foundations are the [MJ Murdock Charitable Trust](http://www.murdock-trust.org/), [Fred Meyer Fund](http://www.fredmeyer.com/company_information/FM_Community/Pages/fred_meyer_fund.aspx), [Bill and Melinda Gates Foundation](http://www.gatesfoundation.org/), [the Oregon Community Foundation](http://www.oregoncf.org/), the [Lemelson Foundation](http://www.lemelson.org/programs-grants/us-program), [PGE Foundation](http://www.pgefoundation.org/), NASA Space Grant Foundation, [Honda Foundation](http://corporate.honda.com/america/philanthropy.aspx?id=ahf).

**State funds**

The Governor has included an investment package of $13M in his recommended balanced budget for initiatives that help students “Connect to the World of Work” and also to enhance teacher professional development. The state budget will be adopted by June 30, 2013, and solicitations for proposals will be released by state education agencies. The SMS STEM Partnership will compete for these strategic investment grants, as will other partnership around the state.

**Social Business Enterprise Options (generate revenue like a business to benefit STEM in schools)**

* Fund activities from professional development revenue (Portland Metro STEM Partnership model)
* Fees for services
* Partner with a large corporation to enhance a product or service related to STEM education, with a percentage of revenue going to STEM Partnership schools for STEM activities
* Generate consulting fees for effective practice models

**All funds: Develop plan, Lead for each proposal, and Timeline**

|  |  |  |
| --- | --- | --- |
| **Federal Sources** | **Subject and Lead Applicant** | **Due Dates** |
| National Science Foundation | develop plan with timelines |  |
| NSF MSP | Oregon Tech will apply | October 2013 |
| Department of Labor | Oregon Tech and CC to apply | May 2013 |
| Department of Education |  |  |
| Identify other sources…. |  |  |
|  |  |  |
| **State Sources** |  |  |
| Connecting to the World of Work funds HB3232 |  |  |
| Professional Development Funds HB3233 |  |  |
|  |  |  |
|  |  |  |
| **Private Sources** |  |  |
| Murdock |  |  |
| Meyer |  |  |
| Gates |  |  |
| OCF |  |  |
| Lemelson |  |  |
| PGE |  |  |
| Honda |  |  |
| Mentor Foundation |  |  |
| Juan Young Trust |  |  |
|  |  |  |
| **Social Business Sources** |  |  |
| Ideas |  |  |
|  |  |  |

**Financing Plan: Items in Red do not currently have a source of funds.**

| **Strategy** | **Activity** | **Comments** | **Year 1: Funds, In-kind and Source** | **Year 2: Funds, In-kind and Source** | **Year 3: Funds, In-kind and Source** | **Total** |
| --- | --- | --- | --- | --- | --- | --- |
| **One: Professional Learning Community and Teacher Professional Development** | TOSAs and Teacher Coaches | $50K in 13 districts for .5 STEM TOSA each | $650,000 | State Funds  Foundation Funds | State Funds  Foundation Funds |  |
|  | Teacher stipends and travel | 30 teachers x $200 = 6000  Travel = 6000 for learning community and PD | $12,000 |  |  |  |
|  |  |  |  |  |  |  |
| **Two:**  **Form STEM NETwork** | Connect STEM activities to teachers and classrooms (businesses, FIRST, etc.)  STEM NETwork Director | * $50K plus $25K benefits= $75k for 1 FTE | NASA Space Grant $37,500  Company donations $10,000  School contributions $13,000  Gaps <14,500> of which at least $2 must be cash | NASA $37,500  State Funds | NASA $37,500  State Funds |  |
|  | STEM NETwork Support | Travel expenses and supplies | $10,000 |  |  |  |
|  | **Program Delivery**: Programs in Schools (implement effective practices across districts\_ | Cost of classroom supplies, transportation for experiential learning | $325,000  Grants | $325,000  Grants | $325,000  Grants |  |
|  |  |  |  |  |  |  |
| **Three:**  **Expand Dual Credit and STEM Pathways** | Expand dual credit and high school transitions | Office of Academic Agreements Support Position | In kind from OIT: $68,000  Salary, benefits | OIT: $68,000 |  |  |
|  | In-kind | Office space, IT, phone for both positions; travel for Academic Agreement position | OIT: 20,000 |  |  |  |
|  | Other partner dual credit or HST work |  |  |  |  |  |
| **Program Evaluation** | Consultant to determine common measures, and conduct evaluation | OregonASK?  Teachers Development Group?  Education Northwest? | 50,000 | 50,000 | 50,000 |  |
|  |  |  |  |  |  |  |
|  | Administrative Fees | NASA Foundation 4% |  |  |  |  |
|  | Indirect |  |  |  |  |  |
|  | Total |  |  |  |  |  |

All partners will work together to raise funds for collective activities that benefit all members.

Baseline data: (collect for 2013)

* Number of students in 13 school districts
* Number of students in HS in 13 school districts
* Increase in 4th and 8th grade math and science test scores for each partner school
* % of students from partner schools entering STEM degree majors and graduating with STEM degrees? (as subset of all-Oregon data)
* Increase in % of students who matriculate to college
* Increase in % of students who pursue STEM degrees
* Increase in retention and graduation rates of all partner schools, colleges and universities
* Increase in applications from partner schools to post-secondary partners