**Leadership Team Meeting Summary:**

June 18 – 19, 2018

CAN Offices, Sacramento

*Attendees:*

Christina Sepulveda, Bruno Marchesi, Rick Rood, Ruth Obel-Jorgensen, Jason Riggs, Ernesto Duran, Normandie Nigh, Amal Aziz, Stacey Daraio, Randy Mehrten, Gary Hardie, Jr. Michael Funk, Jeff Davis.

*Guest presenters:*

Tiffany Gipson (CAN, day one), Troy Selvey (CAN, day one), Paige Bellanca (CAN, day one), Jessica Hay (CAN, day one), Steve Zimmerman, Spectrum Non-Profit Services (day two)

**General Summary**

**Day one** focused on reflection on our role as Leaders and the work of CAN over the prior year. CAN Leaders had the opportunity to interact with each one of the CAN staff and learn about, ask questions, and offer input to each of their bodies of work. The day also included a look ahead, and Leadership Committees had the opportunity to begin to set their trajectory for the year. We ended the meeting with a challenge that all **Leadership Committees complete their annual work plans by the September 7th meeting,** and that this be a focus of the September meeting.

**Day two** focused specifically on sustainability and sustainability planning for CAN. The team reflected on the work that the CAN Finance Committee has been implementing with Spectrum Non-Profit Services. After reflecting on a “matrix map” view of CAN’s current finances, the team began brainstorming potential sustainability strategies.

**Summary of Next Steps:**

* Jeff follow up with all Leadership Committees to support their efforts to
	+ Establish an annual calendar
	+ Complete their work plan
* Offer an opportunity for Leadership Team input to a Quality Suite of Tools including a new standards-aligned assessment tool integrating summer, SEL, and culturally relevant programming; a CQI Guidebook; and an online assessment system to support the CQI process.

**Bike Rack**

Items CAN Leaders Expressed interest in learning more about or discussing in the future.

* Continued familiarity with the budget.
* CAN staffing, new hire, staffing structure.
* CAN’s role in workforce development
* What do we measure to demonstrate impact?
	+ What kinds of measures would be convincing to the LT and external stakeholders to demonstrate CAN’s impact?

**Highlighted input from the LT**

Dissemination of CAN’s/ WestED document on Protective Factors in expanded learning.

* **About** – CAN will work with WestED to create one research publication and two “one-pagers” on the relevant pieces of the research and data on protective factors. The publication will focus on the research base of protective factors having prevention outcomes, positively impacting individuals experiencing Adverse Childhood Experiences (ACEs) and Trauma and support Social Emotional Learning. The research documents are intended to be information for decision-makers about how after school programs can be part of an education and prevention strategy related to proposition 64 (adult use of recreational marijuana) revenue dissemination strategy. The document will also be used to inform the field that their focus can remain at the heart of the mission of expanded learning as opposed to implementing an after school drug prevention program to access new funding or partnerships.
* **Recommendation** - Release the document with talking points and how to use it and other data or research sources to influence practice, and catalyze local partnerships between programs, education agencies, and public health agencies.
* **Progress** – The planning team of researchers, practitioners, and advocates recently gathered to inform the publication (set to be complete in December or January) and dissemination was a major part of their concern. The field-based advisory group will provide input on dissemination strategies. This work group includes Randy Mehrten, a CAN Leadership Team member.

**Sustainability Strategies**

Additional details outlined in a report provided by Spectrum Non-Profit Services, attached separately.

**Top Sustainability Strategies Surfaced (starred) during our meeting**

* **Monetize CQI System.** Leverage new assessment tool, CQI Guidebook, and online data system as a revenue generating strategy.
* **Capacity building services for Districts and CBOs** / Expanded Learning improvement team consultation. Work with SSEL to provide support to targeted programs, provide longer-term, more intensive support to critical (at risk of losing funding) programs.
* **Fund development / partnerships with funders or agencies who seek to improve conditions for California’s most vulnerable populations.** Promote CAN as a vehicle to positively impact low-income communities, immigrant communities.
* **Donor strategy: Individual donations / Corporate Donations**  Translate donation dollars into impact such as number of dollars translates to impact on staff, touching the lives of # of students.
* **Symposium.** Convening conferences such as the Site Coordinator Symposium as a modest but annual revenue generating strategy.
* **Fee for service offerings.** Such as fee-based trainings that are outside the scope of CAN’s current contracts. Such offerings might be with agencies outside of CAN’s usual partners such as park and rec, fee-based programs, etc.
* **Expand Government Partnerships / CDE Partnerships.** Explore partnerships with the Early Education and Support Division and other divisions of CDE such as College and Career Readiness, Career Tech Ed. Explore partnerships with other government agencies such as Public Health and Mental Health.
* **Workforce Development.** Explore partnerships with workforce development agencies, colleges and universities to leverage the college and career readiness potential of expanded learning programs and partner with higher education as part of a teacher pipeline and/or other pipeline (e.g., school counseling, social work, etc.)

**Other Sustainability Strategies Surfaced**

* Quality Certifications or statewide quality / innovation award.
* After school community supper program. Promote the supper program as a vehicle for individual program sustainability.
* Membership