In Defense of Data
A Funder’s Journey to Support Continuous Improvement

Northern California Grantmakers
June 21, 2018
PropelNext helps nonprofits transform their passion for youth into data-driven insights and practices that amplify their impact on young people’s lives.
Rising Expectations & Lack of Resources

**Mismatch of funding and desire**
- **63%** of nonprofits say funders ask for data
- **70%** of nonprofits say funders “never” or “rarely” cover costs of measuring program outputs or outcomes

**Barriers to effective performance management & measurement**
- **93%** report limited staff time
- **82%** report limited staff expertise
- **88%** report insufficient financial resources
- Most performance management tools are not tailored to needs of youth organizations
PropelNext is addressing these challenges:

- Up to $200,000 in unrestricted capital per grantee
- Structured group learning sessions & access to network of PropelNext participants
- Individualized coaching to strengthen data-driven practices
**Results**

- **97%** of alumni have staff responsible for strategic learning, evaluation, and implementing & maintaining their data systems.

- **70%** of alumni integrated evidence-based program design & optimization into their organizational DNA.

Alumni now have an average of **2.3** FTE data and evaluation staff compared to an average of **0.5** before PropelNext.

- **81%** of managers regularly use data to inform their decisions.
Results

83% of alumni added more program participants

83% of alumni increased their budgets

53% median growth in number of youth served

36% median budget growth
Silicon Valley Children’s Fund
Our vision is that all foster youth get the support they need to achieve education, employment and income parity.
SVCF after PropelNext

Deepening the level of service based on actual youth needs enabled us to build a TOC that is based upon 2 programs instead of 7.

How do we reduce the number of successful failures?

Reorganizing the entire agency based on new program models.

How do we manage a rising cost per student while providing better service?

Building a Learning and Evaluation Department to serve as the foundation of our work.

How do we stop looking in the rearview mirror and make decisions in a timely way?
<table>
<thead>
<tr>
<th></th>
<th>STEM</th>
<th>Emerging Scholars</th>
<th>StepUp</th>
<th>Opportunity Works</th>
<th>RISE</th>
<th>Internships and Jobs</th>
<th>YES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Who</td>
<td>9th-12th graders</td>
<td>Community college bound 12th graders</td>
<td>16-24 year old youth without a HS credential</td>
<td>Community college students, vocational school students</td>
<td>14-24 year old foster youth</td>
<td>Eligible college students in 2-year, 4-year, or vocational post-secondary schools</td>
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<tr>
<td>What</td>
<td>Training and internships</td>
<td>Individualized, 1:1 academic coaching and tutoring to support educational progress, social-emotional learning, referral to outside resources</td>
<td>Paid Professional Development, Internships, Jobs</td>
<td>Year-round</td>
<td>No less than quarterly</td>
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<tr>
<td>When</td>
<td>Saturdays &amp; Summers</td>
<td>Outside of class time / school hours, no less than every other week</td>
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<td>Where</td>
<td>The Tech Gilroy OYA</td>
<td>In the community in the youth’s preferred environment</td>
<td>On community college campuses</td>
<td>In the community</td>
<td>Per youth’s preference</td>
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<td>Why</td>
<td>To improve life outcomes for foster youth through education and employment</td>
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<td>How</td>
<td>Youth led, strengths based, future focused; in collaboration with other organizations and the youths’ existing support systems</td>
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SVCF/TF Programs – NEW STRUCTURE

10-Year Pathway of Education & Employment

- **Go!**  
  Launching them to go (mostly) on their own

- **Set**  
  Setting the plan to achieve their goals

- **Ready**  
  Getting them ready to engage

**Resource**  
- Volunteers (check & connect)  
  $$

**$/Youth**
- MSW Interns & Staff  
  $$$

- Evidence based & research backed programs
- Dosage & duration customized based upon youth needs
- “One Coach” Model for Education and Employment

**Staff**  
- Staff  
  $$$$
What’s all the fuss about data?

Data used to prove – Rearview mirror

Data used to inform – Real time view

Average Time Spent with Coach
(Goal is 180 minutes a month)
Thank You

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