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- The Education Growth Group incubates education innovation. Some of EGG's current projects include:
- Starting a company to create mobile apps for special needs students who need executive functioning skills accommodations;
- Helping the funders diversify their portfolios to include schools demonstrating success with special education, credit deficient and under-served students;
- Inventing new forms of financing for charters that integrate foundation and market capital;
- Starting a multi-lingual Los Angeles school chooser portal for parents;
- Supporting a small school district expand its authorizing capacity to serve students countywide;
- Expanding the National Charter Schools Resources Center to address current issues facing schools, authorizers, management networks and State Education Agencies; and,
- Refreshing the best practices research supporting Texans Deserve Great Schools.



Half a dozen ideas to improve your credibility with funders

Know your funders:

- Do your research (Google, 990, other)
- Get to know funders as people, treat them with respect by engaging them authentically not as if they are made of glass

Maintain financial integrity:

- 3 yrs of audits and management letters (reputable firm)
- Monthly actual to budget tracking reports
- Sustainable 3-5 yr strategies
Document and funding source knowledge and development pipeline

Recruit respected leadership:

- Board members with track records of success
- Well-trained management team with integrity

Concrete goals:

- Identify and collect data relevant to assessing your progress towards goals
- Be clear about the rationale for that data
- Track, compare and USE your data

Communicate:

- Use your human anecdotes to reinforce and illustrate your DATA, not the other way around
- Share program information that ties to funder interests

Be dependable:

- DO WHAT YOU SAY YOU WILL DO and document that you did it
- Keep your funders updated regularly, esp. bad news
- Provide cocktail conversation (positive snippets!)

