### Proposed Workshop Agenda

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<tr>
<th>Time</th>
<th>Content Area</th>
<th>Materials/Handouts</th>
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| 1:30pm-1:35pm (5 minutes) | Introduction by Ray Haynes of speakers – (2 minutes)  
G Solomon inquires of audience – (3 minutes)  
Solomon asks...by show of hands...  
• K-12 educators  
• STEM subjects  
• Engineering specific initiatives | • PPT (Slide 1) | |
| 1:35pm-1:45pm (10 minutes) | Role of Philanthropy in STEM Initiatives  
Joint PPT by Gerald & Jan focusing on:  
• Defining STEM Education (G Solomon)  
• Need for STEM Education (Pipeline and ethnic representation in STEM degrees) (G Solomon)  
• Philanthropic giving trends: STEM Funders Network Design Phase (J Morrison)  
• 2-3 examples of foundation supporting and promoting collaborative STEM initiatives at national, state and regional levels: Samueli, Broadcom, Bechtel, Gates/Battelle, Intel; Lockheed Martin (J Morrison) | • PPT (Slides 2-10)  
  o Slides 3-6: G Solomon  
  o Slides 7-10: J Morrison | |
| 1:45pm-2:05pm (20 minutes) | Where do I get Started? (10 minute overview followed by 10 minute group work)  
• Identifying a need  
• Importance of starting with a plan: Back mapping from intended outcomes and intent to create infrastructure  
• Matching the need with the funding and not the reverse-NLN Activity  
• Participants use the Where do I get Started Worksheet Part I to begin to think about STEM education needs at their schools  
• Participants begin to brainstorm potential projects or programs using the Where do I get Started Worksheet Part II.  
• As a group, the table selects one STEM initiative and completes the form to use for the remainder of the workshop  
• Handouts: Where do I get Started Worksheet I handout for discussion and Where do I get Started Worksheet II as main activity | • Handout: Where do I get Started – Worksheet I[Logic Model Development – Program Planning Template]  
  • Handout:Where do I get Started – Worksheet II | • PPT (Slides 11-14)  
  o Slide 12: G Solomon  
  o Slides 13-14: J Morrison  
  o Activity: G Solomon and J Morrison |
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| 2:05pm-2:13pm (8 minutes) | **I Have an Idea, Now What?** [Identifying Funding Sources]  
• Grant seeking hints  
  o Research (web, 990, Chronicles, local businesses, etc.)  
  o Solicited vs. unsolicited grant requests  
  o Funder limitations (gender, NPO, location, etc.? )  
• Letter of Intent  
• Contact the Funders | • PPT (Slides 15-18)  
  o Slides 16-18: G Solomon |                                |
| 2:13pm-2:33pm (20 minutes) | **I Found a Grant, Now What?** [Reviewing Proposal Guidelines and Drafting Group Proposal]  
(5 minutes overview, 15 minutes group work)  
• Reviewing application guidelines using Broadcom proposal guidelines and application  
• What to look for: eligibility requirements, letters of support, permission from your school or district, matching requirements, submission date, submission process  
Activity  
• In their small groups, participants will begin to discuss and draft their proposal based on Broadcom’s proposal guidelines and application.  
• Handout: Use Broadcom Foundation’s guidelines and application | • Handout: Broadcom Foundation Grant Guidelines  
• Handout: Broadcom Foundation Application  
• PPT (Slides 19-21) for overview of proposal guideline and application  
  o Slide 20-21: J Morrison  
  o Activity: G Solomon and J Morrison |                                |
| 2:33pm-2:45pm (12 minutes) | **Group Reporting**  
• Keys to successful grant proposals  
• Report out from groups (depending on the size of the group, each group would present one component of their proposal)  
• Lessons learned  
• Participants discuss key takeaways | • Handout: STEM Related Grant/Proposal Resources  
• Handout: Example of winning proposal (Dependent on access to Broadcom website)  
• PPT (Slide 22)  
  o Slide 22: J Morrison |                                |