

THE \$100 MILLION FUNDING FORMULA™

— *Personalized Funding Strategy Session* —

— *with* —

Robert L. Kirton, Ed.D.

Grant Strategist • CEO, DNA Educational Solutions®



*Helping Great Programs
Become Funded Programs*



DATA

What problem
are we solving?



NEEDS

Who needs
this most?



ACTION

What funder
aligns?



SUSTAINABILITY

How do we
scale?

— *A proven framework for transforming vision into funded, measurable, and sustainable results.* —

\$100M+

A Proven Track Record Across
Federal, **Corporate**, and Community
Funding Streams.



Federal Formula Funding

-  Title I (Tutoring)
-  Title II (Professional Development)
-  Title IV (Student Support)
-  Perkins V (CTE)
-  E-Rate Technology



Competitive Grants

-  21st Century Community Learning Centers
-  School Climate Transformation Grant
-  Project Lead the Way STEM
-  Charter School Grants



Workforce & Economic Development

-  Workforce Innovation Funds
-  EZ Empowerment Zone
-  Farm Up USA
-  Summer Work Opportunity Program



Corporate & Industry Partnerships

-  BMW & Diamond Chrysler vehicle donations
-  Siemens Machine Tool donation
-  Enviro Ag Futures Lab

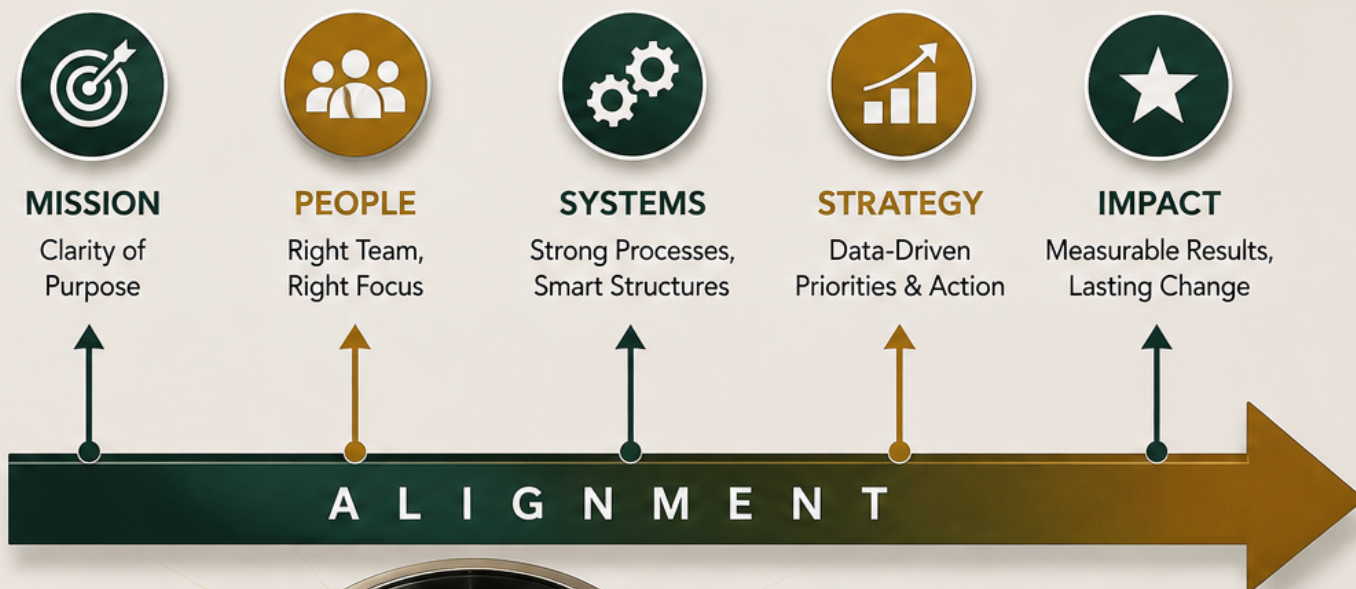
A proven framework for transforming vision into funded, measurable, and sustainable results.



Most Organizations Don't Have a Funding Problem – They Have an Alignment Problem

“ Grant and resource development is not about chasing dollars. It is about building systems that attract investment because your mission is clear, measurable, and aligned with demonstrated need. ”

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When mission, people, systems, strategy, and impact are aligned, funding follows purpose and creates lasting change.

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WHAT FUNDERS BUY

INSTEAD OF ASKING...



FUNDERS ASK...



Does it **solve** a problem?



Can it be **measured**?



Can it be **replicated**?



Will it **last**?

THE FUNDING STORY





Move From Intention to Results – One Need, One Action, One Result



1

DATA

Identify one data point that demands attention right now (achievement-behavior-climate)



2

NEED

Define the gap clearly:
What is the problem?
Who is impacted? Why does it matter?



3

ACTION

Select one funding opportunity, partnership, or resource aligned to the need



4

RESULT

Set a measurable outcome with a 30/60/90-day milestone



“Funding doesn’t create success — Systems do.”
The DNA Framework is your system.

YOUR 90-DAY FUNDING ROADMAP



01

**FIRST
30 DAYS**



**Prepare
funding package**

02

DAYS 31-60



**Submit priority
proposals**

03

DAYS 61-90



**Build
partnerships**

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