

International Visitor Leadership Program

Best Practices Grants, Contracts, Private Giving, Fundraising, & Non-Resident Tuition Revenue at Kapi'olani Community College

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Aligned with Our Past

At Kapiʻolani CC we honor our past by striving for excellence in everything we do.

- ***Kapiʻolani Community College*** was founded in 1946 as Kapiʻolani Technical School and joined the University of Hawaiʻi system in 1965.
- With pride & responsibility, Kapiʻolani Community College has assumed the Queen's name and motto, i.e., ***Kūlia i ka Nuʻu***, “strive for the highest,”. The challenge of the College is to perpetuate that ***heritage of excellence*** through servant leadership.



Kapi'olani CC Mission



- Establish a *gathering* place
- Create a *nurturing* workplace
- Provide the *highest quality* education/training
- Provide *access* and *success*
- Prepare students for *rigorous* requirements
- Provide high quality *21st century career* programs
- Prepare students for *ethical* and *social responsibility*
- Provide *integrated international education*
- Make *effective* use of resources
- Create *partnerships*
- Establish *cycle of planning*, best practice research, budgeting, implementation, assessment, and evaluation leading to improvement

Strategic Outcomes

- **A. Native Hawaiian Educational Attainment:** Position Kapi'olani CC and the UH as leading indigenous-serving higher education institutions.
- **B. Hawai'i's Educational Capital:** increase the educational capital of the state by increasing the participation and degree completion of students, particularly from underserved regions.
- **C. Economic Contribution:** Contribute to the state's economy and provide a solid return on its investments in higher education through research and training

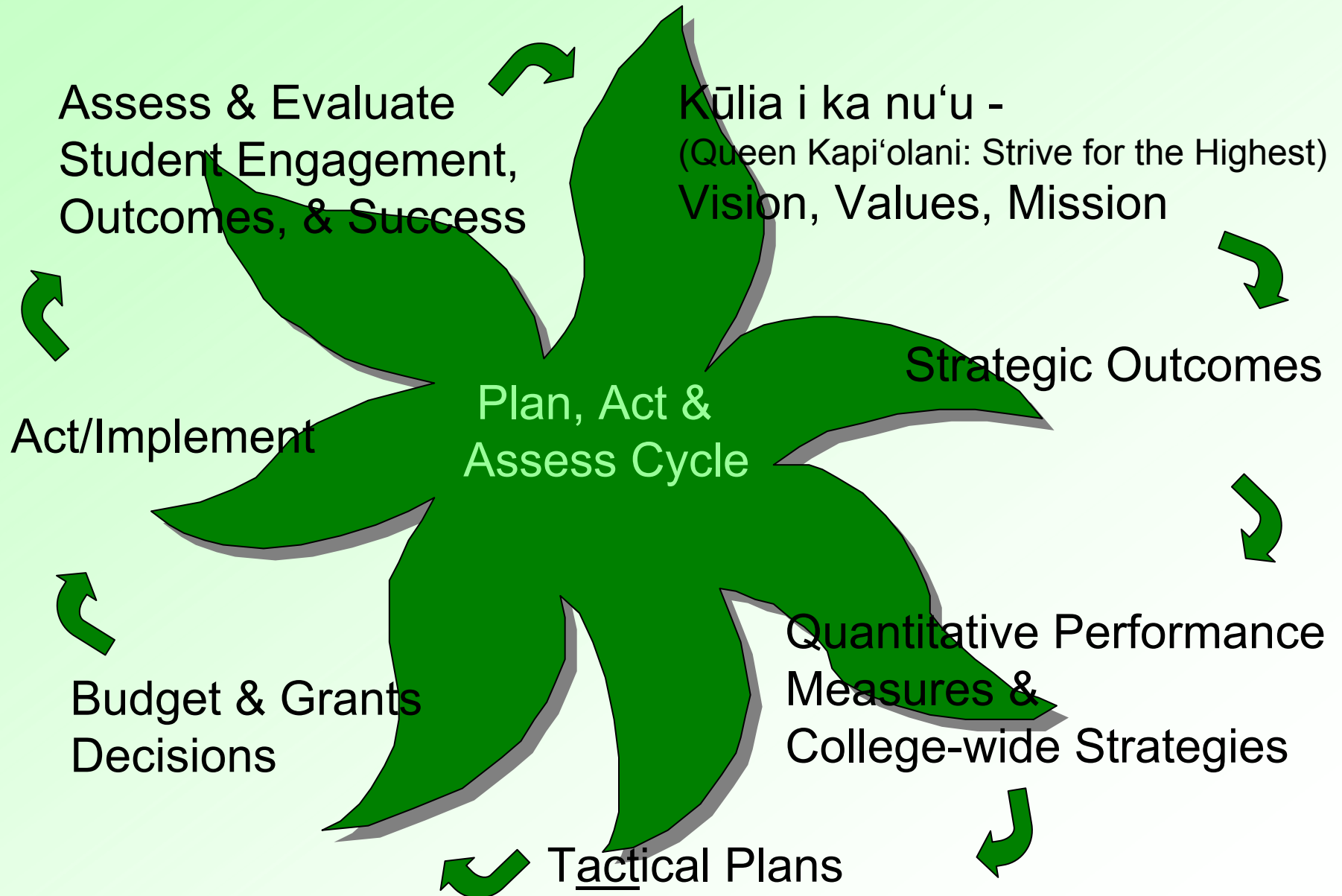


Strategic Outcomes

- **D. Globally Competitive and Collaborative Workforce:** Address critical workforce shortages and prepare students for effective engagement and leadership in a global environment.
- **E. Resources and Stewardship:** Recognize and invest in faculty and staff resources and develop innovative & inspiring learning environments in which to work.
- **F. Resources and Stewardship:** Acquire, allocate, and manage public and private revenues and exercise exemplary stewardship over all of the University's resource for a sustainable future.



Best Practice for Integrating Grants



Grants *Aligned* with Strategic and Tactical Plans



- **Strategic Outcome A: Native Hawaiian Educational Attainment**

- 1. Leading Hawaii EPSCoR Statewide Diversity Initiative:**

- STEM for Hawaiians, Filipinos, Pacific Islanders - **\$474,000**

- 2. U.S. Department of Labor U.S. Department of Labor**

- Health Careers Minority Outreach - **\$1.75 million**

- Native Hawaiian enrollment at Kapi'olani has **risen** from 789 in 2005 to 1,582 in 2010, currently **17%** of our student population.



Grants *Aligned* with Strategic and Tactical Plans

- Strategic Outcome B: Hawai'i's Educational Capital

1. U.S. Department of Education – Office of Special Education Programs

- KCC Center on Responsive Education/Gallaudet University Regional Center - **\$600,000**
- KCC Center on Responsive Education/Gallaudet University Regional Center - **\$1.2 million**
- TRIO
 - Student Services **\$1.66 million**
- Title I
 - Career and Technical Education **\$342,000**



2. U.S. Department of Commerce, NOAA

2008 – 2009: Hawaii Seafood Safety & Promotion - **\$200,000**
2010 – 2011: Healthy Seafood Hawaii - **\$233,000**

Grants *Aligned* with Strategic and Tactical Plans

• Strategic Outcome C: Economic Contribution

1. U.S. Department of Education – Housing and Urban Development Office of University Partnerships

- Palolo Learning Center **\$800,000**
- Kapahulu Senior Center **\$800,000**



2. U.S. Department of Agriculture/National Institute of Food & Agriculture (NIFA)

- Alaska Native-serving and Native Hawaiian-Serving Institutions Education Grant (ANNH)

2009-2010: **\$108,000**

2010-2011: **\$104,000**



Grants *Aligned* with Strategic and Tactical Plans

- **Strategic Outcome D: Globally Competitive and Collaborative Workforce**
 - **National Science Foundation (NSF) Grants**
 - Roots, Resilience, and Reach **\$1.25 million (m)**
 - Pre-engineering Education Collaborative - **\$5m**
 - Innovations in STEM Integration - **\$1m**
 - Scholarships for STEM Students - **\$592,712**
 - Science Talent Expansion Program in Urban Polynesia **\$500,000**
 - TCUP Ecological 'ahu pua'a Monitoring in Urban Polynesia - **\$2.2m**
 - **Total NSF to KCC = \$10.542 million**



Grants *Aligned* with Strategic and Tactical Plans

- **Strategic Outcome E: Resources and Stewardship**
(faculty and staff)

1. USDOE Title III 2008 renovation grant
for Kahikoluamea, NMA, Business -
\$4.19 million



2. USDOE Title III 2009 “Ecology of Learning” program grant -
\$2.5 million

3. Corporation for National and Community Service

- Service Learning and Leadership in an Oceanic EcosySTEM (through Hawaii-Pacific Islands Campus Compact) **\$714,000**

Grants *Aligned* with Strategic and Tactical Plans

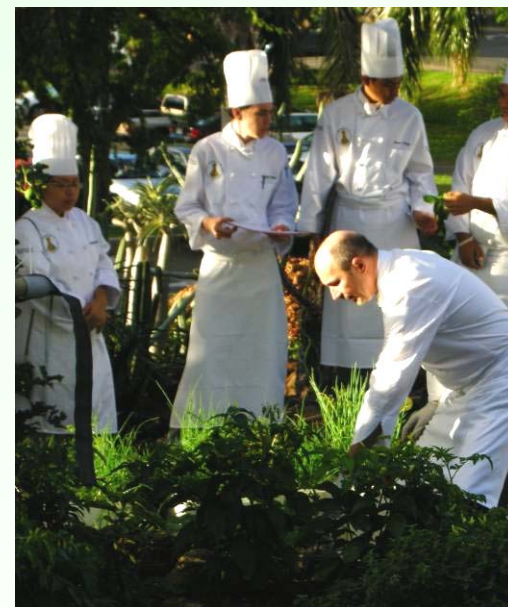
Strategic Outcome F: Resources and Stewardship (physical resources)

1. U.S. Department of Education – Title III Program

- 2009 USDOE Title III renovation grant for CELTT, Malama Center – **\$1.99 million**

2. U.S. Department of Agriculture/National Institute of Food & Agriculture (NIFA)

- Alaska Native-serving and Native Hawaiian-Serving Institutions Education Grant (ANNH)
 - Gardens in Schools 2008-09 - **\$108,000**



– **Grants: 2008-2010 & beyond - Total \$27,841,712**



Aligned FUNDRAISING

- Fundraising for the **University System** is handled by the **University of Hawai'i Foundation**. The UH Foundation has central offices and also Development Directors staffing various key units/campuses.
- **Fundraising efforts include:**
 - **Annual Giving** – Direct mail and telemarketing.
 - **Major Gifts** - Development Directors working with private individuals.
 - **Estate and Gift Planning** - This office specializes in estate gifts, charitable trusts and annuities, taxes and alternative assets.
 - **Corporate and Foundation Relations** - This office specializes in grants from corporations and private foundations.
- **Campus fundraising** priorities and initiative are developed by the college and the UH Foundation staff works to align these with donors' visions of how they can give support.



Centennial Campaign Results Kapi'olani Community College



FY 2003 - 2009

Funds Raised —————→ **\$11.5 million**

Endowed Gifts —————→ **\$2.3 million**

Number of Donors —————→ **Over 3,500**

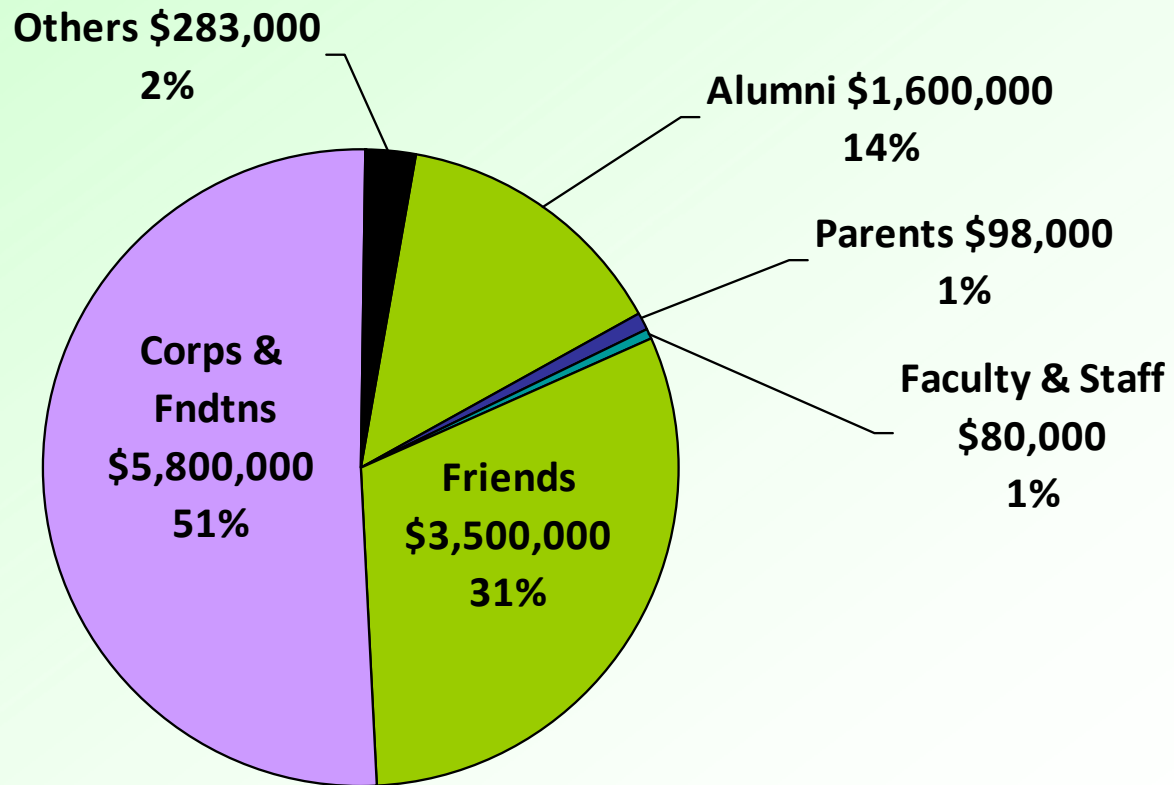
Alumni Donors —————→ **Over 1,200**

Solicitable Alumni —————→ **Over 17,000**

Centennial Campaign Results

Kapi'olani Community College

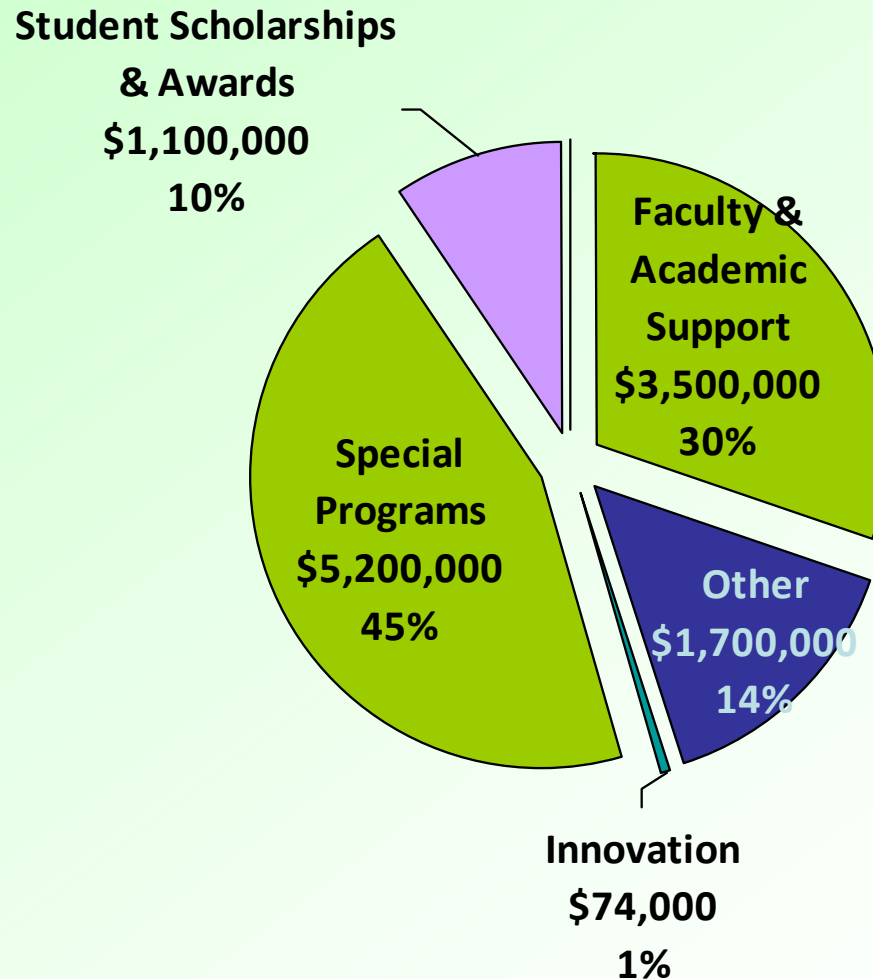
FY 2003 – 2009: Who gave to KCC?



Centennial Campaign Results

Kapi'olani Community College

FY 2003 – 2009: What did they support?



Align Other Revenue Sources

Funding:

- \$3.6 million from the **Freeman Foundation** for Scholarships for Community College Students Intensive Language Training, Study Abroad and Service Learning.
- \$1.0 million from **Paul S. Honda** to provide international opportunities for University of Hawaii Community College students who show promise in and commitment to study and work in fields that contribute to international awareness and promotes cross-cultural understanding.





Tuition & Fee Revenue & Enrollment by Campus



FY 2010 Tuition & Fee Revenue

Campus	\$ Resident	%of Campus Ttl	\$ Non- Resident	% of Campus Ttl	\$ Total
• Honolulu CC	5,243,336	85.2%	910,092	14.8%	6,153,428
• Kapi'olani CC	10,243,115	65.8%	5,326,296	34.2%	15,569,411
• Leeward CC	8,715,902	83.8%	1,679,974	16.2%	10,395,876
• Windward CC	2,593,227	86.0%	421,452	14.0%	3,014,679
• Hawai'i CC	4,411,615	87.3%	642,939	12.7%	5,054,554
• Maui CC	5,776,003	83.4%	1,145,511	16.6%	6,921,514
• Kaua'i CC	1,781,314	91.8%	158,270	8.2%	1,939,584
• Total	38,764,512	79.0%	10,284,534	21.0%	49,049,046

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