

“Funding Talent” Practice Activity

Presented by Gateway Grant Services

Goal:

Connect staff roles directly to measurable outcomes and translate them into funder-ready language.

Case Manager (Direct Service Role)

What this person does weekly:

- Conducts 1:1 coaching sessions with participants
- Develops individualized service plans
- Connects clients to housing, employment, and support services
- Tracks participant progress and barriers

What measurable outcomes they drive:

- 40 participants served at a time
- 75% program completion rate
- 65% job placement within 90 days
- 80% retention in services

Funder-Ready Statement (1 sentence):

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Program Coordinator (Program Operations Role)

What this person does weekly:

- Schedules and manages program sessions
- Coordinates participant enrollment and onboarding
- Oversees program logistics and attendance
- Supports facilitators and ensures program consistency

What measurable outcomes they drive:

- 150 participants enrolled annually
- 85% attendance rate across sessions
- 90% program completion rate
- Reduced participant dropout

Funder-Ready Statement (1 sentence):

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Data & Evaluation Specialist (Infrastructure Role)

What this person does weekly:

- Collects and manages program data
- Tracks participant outcomes and performance metrics
- Prepares reports for funders
- Ensures data quality and compliance

What measurable outcomes they drive:

- 100% on-time reporting to funders
- Accurate tracking of all participant outcomes
- Improved program decision-making using data
- Compliance with grant requirements

Funder-Ready Statement (1 sentence):
