



The Education Foundation of Collier County – Champions For Learning

Strategic Roadmap Update – March 24, 2026

Mission

Serve as a catalyst for educational success by investing in Collier's students and educators.

Goal 1: Students Are Educated and Empowered to Choose and Navigate Their Own Path to Success

Strategy 1.1: Increase the Number of Students Applying to and Admitted to Student Programs

Baseline

- *FY23–FY25:* An average of 32 grade eight students and 27 grade ten students were admitted annually for an average total of 59 admitted students.

Key Performance Indicators

- *FY26 Admitted Students:* Admit 68 grade eight students, 40 grade ten students, and 10 grade eleven students to student programs for a total of 118 admitted students.
- *FY27 Admitted Students:* Admit 70 grade eight students and 40 grade ten students for a total of 110 students.

FY26 Status

- We admitted 68 grade eight students, 41 grade ten students, and 10 grade eleven students to student programs for a total of 119 admitted students.
- College and Career Prep Induction Ceremonies will be held on April 11, 2026 at 9 a.m. (Pathways to Success – Foundations) and 11 a.m. (Take Stock in Children) at the Bower Chapel in Moorings Park.

Strategy 1.2: Increase the number of students and parents participating in college and career access support

Key Performance Indicators

- *FY26 College and Career Access Support*: Support 300 students and 150 parents through college and career access activities focused on topics such as FAFSA completion and scholarship applications.
- *FY27 College and Career Access Support*: Support 500 students and 250 parents through college and career access activities focused on topics such as FAFSA completion and scholarship applications.

FY26 Status

- We supported 343 students and 163 parents year-to-date through college and career access activities focused on topics such as FAFSA completion and scholarship applications.

Goal 2: Educators Have Support and Resources to Experience Professional Success

Strategy 2.1: Strengthen the Value and Impact of Our Recognition Programs for Educators

Baseline

- *FY17–FY25*: Zero Thank-A-Teacher Nomination Cards submitted.
- *FY26*: 5,716 Thank-A-Teacher Nomination Cards submitted, recognizing 1,486 educators.

Key Performance Indicators

- *FY27 Thank-A-Teacher Nomination Cards*: 5,700 or more nomination cards will be submitted, recognizing 1,500 or more educators.
- *FY27 Appreciation of Teachers of Distinction*: At least 75% of responding Teachers of Distinction agree or strongly agree with the statement: “My experience this school year with the Golden Apple Teacher Recognition Program makes me feel more appreciated as a teacher.”

FY26 Status

- Our Golden Apple Prize Patrol surprised the 6 Golden Apple recipients and generated good press coverage and social media activity. The delivery crew included Selection Committee volunteers, donors, Board members, staff members, Dr. Ricciardelli and members of her leadership team, and members of the press.
- We will celebrate the 6 Golden Apple honorees (up from 4 last year) and 58 Teachers of Distinction at the Golden Apple Celebration of Teachers on April 17, 2026 at the Hyatt Regency, Coconut Point.
- We continue to honor and celebrate teachers with the one-hour *Golden Apple Celebration of Teachers* television program on Saturday, May 23 at 8 p.m. on NBC-2, featuring this year’s Golden Apple Recipients and Teachers of Distinction.

Strategy 2.2: Increase Grant Awards for Educators

Baseline

- *FY20–FY22*: An average of \$107,494 in classroom grants were funded annually; no schoolwide innovation grants awarded
- *FY23–FY25*: An average of \$175,967 of classroom grants were funded (excluding grants funded with disaster relief dollars), with an average of \$128,535 funded directly by Champions For Learning; no schoolwide innovation grants were funded
- *FY26*: As of 12/22/25, \$202,640 of classroom grants were funded (no grants funded with disaster relief dollars), with \$148,567 funded directly by Champions For Learning; no schoolwide innovation grants were awarded

Key Performance Indicators

- *FY27 Classroom Grants Awarded*: Fund at least \$200,000 in classroom grants
- *FY27 Schoolwide Innovation Grants Awarded*: Approximately \$150,000 of Schoolwide Innovation Grants will be awarded (approximately \$50,000 to each of 3 schools) as the first phase of a three-year commitment

FY26 Status

- \$202,640 of classroom grants were funded, with \$148,567 funded directly by Champions For Learning.
- We worked with Collier County Public Schools (CCPS) to collaboratively identify the focus for the first round of Schoolwide Innovation Grants: creating innovative learning environments in elementary school Media Centers that foster collaboration, inquiry, and future-ready skills for students. CCPS is hosting an informational meeting for representatives of elementary schools on March 25. Three schools will be selected from among those that apply. \$150,000 will be awarded in each of the next three yearsWe

Goal 3: Volunteers and Donors Are Engaged as Champions for Learning

Strategy 3.1: Sustain, Expand, and Improve Volunteer Recruitment, Engagement, Support, and Recognition

Strategy 3.2: Refine and implement community outreach and engagement strategies to secure volunteers

Baseline

- *FY26 Volunteer Satisfaction Rate:* 97% of respondents reported in a December 2025 survey that they are satisfied or highly satisfied with their volunteer experience; 43% reported they are highly satisfied

Key Performance Indicators

- *FY26 Learning Sessions and Connection Events:* Host at least 23 sessions/events reaching 350 or more volunteers across student, educator, and entrepreneurship programs
- *FY27 Learning Sessions and Connection Events:* Host at least 23 sessions/events reaching 650 or more volunteers across student, educator, and entrepreneurship programs.
- *FY27 Volunteer Retention Rate:* Maintain a retention rate of at least 60% among volunteers who volunteered at least three hours in FY26
- *FY27 Volunteer Satisfaction Rate:* At least 95% of respondents report being satisfied or highly satisfied with their volunteer experience; At least 48% of respondents report being highly satisfied

FY26 Status

- We hosted 18 learning sessions/connection events year-to-date reaching 334 volunteers across student, educator, and entrepreneurship programs. 5 more sessions/events are planned.
- The latest Volunteer Quarterly Newsletter was published March 6.
- We successfully engaged current volunteers in bringing potential new volunteers to our Volunteer Recruitment Social. 37 people attended, about half of whom were prospective volunteers. 8 new mentors signed up from this event. Staff members conducted a phone-a-thon before the invite to personally invite current mentors to attend along with a guest.
- Since mid-January staff participated in two volunteer expos and delivered two presentations; two additional events are scheduled in the coming weeks.
- We have recruited 37 mentors for our College and Career Pathways Programs. Three male mentors (including one TSIC mentor) and 28 female mentors are still needed.
- The CFL Volunteer Appreciation Luncheon is scheduled for Tuesday, April 7, from 10:30 a.m. to 12:30 p.m. at The Players Club and Spa.

Strategy 3.3: Build a Balanced and Sustainable Donor Pipeline

Strategy 3.4: Cultivate and steward donors through authentic, donor-centered relationships that honor their passions and celebrate the impact of their giving

Strategy 3.5: Generate sustainable revenue, aligning donor partnerships with organizational priorities

Baseline

- *FY25 Total Dollars Raised:* \$3,286,913 of income classified as Foundation Revenue/Grants, Governmental Grants, Individual Contributions/Family Foundations, and Corporate/Organizational Revenue

- *CY21–CY25 Average Number of Donors:* Gifts up to \$499: 289 donors; gifts between \$500 and \$999: 50 donors; and gifts between \$1,000 and \$249,999: 191 donors
- *CY21-CY25 Average Gift Size:* Gifts up to \$499: \$142; gifts between \$500 and \$999: \$579; and gifts between \$1,000 and \$249,999: \$10,216

Key Performance Indicators

- *FY26 Total Dollars Raised:* Raise at least \$3,445,000 of income classified as Foundation Revenue/Grants, Governmental Grants, Individual Contributions/Family Foundations, and Corporate/Organizational Revenue, as assumed in the FY26 budget
- *CY26 Number of Donors:* Increase the number of donors by 4% per level above CY21-CY25 averages to 300 donors (up to \$499); 52 donors (\$500–\$999); and 199 donors (\$1,000–\$249,999)
- *CY26 Average Gift Size:* Increase the average gift per level by 4% above CY21-CY25 averages to \$148 (up to \$499); \$602 (\$500–\$999); and \$10,625 (\$1,000–\$249,999)

FY26 and CY26 Status

- Raised \$3,096,497 year to date with a projected year-end total of \$3,610,000.
- Calendar year to date donors: 44 donors (up to \$499); 21 donors (\$500–\$999); and 94 donors (\$1,000–\$249,999).
- Calendar year to date average gift size: \$49 (up to \$499); \$580 (\$500–\$999); and \$8,861 (\$1,000–\$249,999).
- The 2026 net Gala proceeds were \$716,621. in comparison with the 2025 net gala proceeds of \$853,252. 14 donors who gave at the 2025 gala contributed \$71,391 in FY26 without attending a gala. Another 2 donors who gave at the 2025 gala contributed or committed to give \$1,050,000 in FY26.
- Continued focus on personalizing stewardship plans for donors with individualized letters, phone calls, emails, and face-to-face visits. Qualifying individuals in the donor pool for closer relationships based on their interest. Met recently with leaders of the Collier Community Foundation and Naples Children Foundation.

General Update

- Students enrolled in the entrepreneurship classes at CCPS high schools will continue to participate in the final school pitches in the coming weeks. The 2026 District Innovation Competition will be held on April 9 from 8 a.m. to 1 p.m.
- We initiated the FY27 budget process, including selection of Martus budgeting software to support informed budget development and management among budget holders throughout the organization.
- The Principals Breakfast will be held from 8 a.m. to 10 a.m. on March 31 at the Vineyards Country Club. Special thanks to Corky Carlsen, Martha Rozman, Denise Murphy, and others who solicited gift bag items.

General Update (continued)

- I will participate in the Nonprofit Leadership Academy facilitated by the Collier Community Foundation.
- The Board Development Committee met on March 10 to discuss the slate of Board Officers and members.
- The Finance Committee met March 12 to review financial statements.
- The Executive Committee met March 17 in preparation for the Board of Directors meeting.
- The Gala Committee met March 18 to debrief regarding the gala.
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