



Proposal

SEFCU Project Incubator - SPIn

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Siena College Center for Academic Community Engagement (ACE) Overview

The Center for Academic Community Engagement develops and supports academically grounded, sustainable, developmental, and multifaceted community partnerships that connect students, faculty, staff, and community members with the needs and assets of the Capital Region. ACE operates three signature, high-impact programs:

- **Nonprofit Excellence and Transformation Services (NExT)** – Interdisciplinary teams of faculty and students partnering with community organizations on project-based research and consulting.
- **Bonner Service Leaders Program** – Students engaging in 8-10 hours of service per week across four years working toward increased leadership and capacity building research with a partner.
- **AmeriCorps VISTA** – Adults committing to one year of full-time service with nonprofit partners to develop resources, recruit volunteers, build programs, and/or increase community outreach.

SEFCU and Siena Partnership History

The SEFCU and Siena partnership was built on our shared commitment to strengthen community and serve others in ways that respect individuals, empower communities, and produce lasting change. ACE has been a steward of SEFCU's resources through a dedicated focus on 1) resource magnification, 2) community impact, and 3) the Siena multiplier effect.

1) Resource Magnification In 2012, SEFCU partnered with ACE to invest in NExT. SEFCU's initial investment of \$500,000 which created the NExT endowment was augmented by a second gift to the center of \$125,000. Together we created a partnership that leveraged SEFCU's financial resources and Siena's student and faculty human capital to create a program, free to the community, that has invested over \$400,000 annually to community development, student professional growth, and faculty development. Currently, the NExT endowment has grown to 1.2 million.

2) Community Impact While difficult to quantify, NExT project work has had an impact in the community. This impact includes deliverables from NExT projects that serve as community resources including:

- The Albany Guardian Society Transportation Guide for Seniors that will soon be available to the public
- Hunger data (regression analyses) elevated to the Governor's office
- Human services study supported and SHINE platform created and maintained

- Theatre and virtual reality tours created and produced with local historic sites
- Donor prospecting data studied, findings used by the organization to build financial stability
- Homelessness Project has created a number of data visualization tools

3) The Siena Multiplier effect Our partnership has also leveraged Siena resources to bring about peripheral initiatives. Relationships that originated through the NExT program created an environment where each entity had an idea of the other's needs, challenges, and goals. This brought about additional NExT projects, opportunities for other campus colleagues to partner with the community organization, and the suggestion of future collaborative initiatives. Here is a sampling of some of these tangential projects:

- Nursing students completing public health clinical work at IPH resulting from the Homelessness Data Project
- Siena students tutoring at Wizard's Wardrobe resulting from a NExT policy research project
- AmeriCorps VISTA fellow currently placed at AVillage resulting from South End grocery store summer project

We know that there are many more pathways for Siena students and faculty to engage in the community in mutually beneficial opportunities. NExT has proven to be a vital conduit for identifying and cultivating these engagements.

ACE has stewarded SEFCU's funding by creating opportunities for students and faculty to serve numerous hours in the community, created multiple tangible outcomes, and additional collaborations that are free to the community—all while growing the endowment and building toward program sustainability. This has enhanced the SEFCU/Siena reputation, built organizational capacity, and lead to many additional initiatives, opportunities, and pathways for collaboration.

NExT 2.0: Relationship→Leadership→Action

At its inception the NExT program sought to create multidisciplinary teams to work on capacity building tools and resources to help nonprofits share resources and potentially merge. As the Capital Region nonprofit sector moved toward a more collaborative model, NExT shifted its focus to serve this evolving landscape. This restructured NExT is a more easily scaled program due to increased faculty mentorship, student leadership, and ACE administrative support. The revised model expands the original class-based program to include more pathways for students, faculty, and community organizations to participate with NExT. It also supports work with students and faculty from more academic disciplines. This new NExT includes three interconnected areas: community engaged classes, the NExT Internship, and an

intensive summer program. This proposal focuses on the needs of our summer intensive program.

Merged Areas of NExT		
Community Classes -Expanded programing to create a pipeline from NExT projects to classes offered at Siena and regional colleges	SPIn Summer -Intensive interdisciplinary program ← incubator →	NExT Internship -Expanded version of original NExT program

Our intensive summer program is an incubator for collaborative projects that require a multi-year focus. We use an interdisciplinary approach to our region's wicked problems. In year one we explore issues, develop relationships and celebrate small wins. In year two, we develop team leaders and support community leadership in implementing a targeted intervention. In year three, we work collaboratively to ensure sustainable action.

- SPIn is a catalyst for addressing community challenges
- SPIn is a three year model with long-term commitment to community issues
- SPIn develops faculty and student leadership
- SPIn leads to academic year projects in other areas of NExT

This intensive summer program plays a critical role in fueling the work of NExT during the academic year. Students in summer intensive teams spend significant time in the community developing relationships, building trust, and engaging in opportunities to grow as leaders in the program. In addition, students, faculty, and community partners are able to scope and define numerous community-driven projects for the upcoming academic year. These examples of ongoing projects identify how vital the summer program is:

- Virtual Reality and performance project with The Myers Residence
 - Y1 - Explored historic documents, built VR tools, wrote a play, ran a fundraiser. During the year we prepared to produce the play and expanded VR tools.
 - Y2 - Launched VR and augmented reality tours and theatre, partnered with Black Theatre Group to perform the play locally and across the state.
 - Y3 - Exploring sustainability of this program through work with additional partners (Cherry Hill).

- Homelessness data project
 - Y1 - Built relationship with CARES, created tools for data analysis, shared tools for increasing data quality, identified issues in data through data science techniques.
 - Y2 - Completed more complex data tools, published with the partner, organized conversations with multiple shelters for intake initiative.
 - Y3 - Developing culturally relevant and trauma informed intake initiative—a partnership with CARES, shelters, and regional committees.
- Albany South End wealth building project
 - Y1 - Established relationships with SECC members, ran community focus groups, researched best practices nationally, finalized models and timelines.
 - Y2 - (TBD) Implement phase one, continue outreach and education
 - Y3 - (TBD) Implement phase two, outreach and education

SEFCU Project Incubator — SPIn

Proposal
\$350,000

The **SEFCU Project Incubator (SPIn)** is a proposal for SEFCU to partner with ACE to create an endowed funding stream to support our intensive summer program. SEFCU's funding of four students to participate along with funds from ACE would provide students with the opportunity to put into practice lessons learned in the classroom to address multifaceted challenges facing Capital Region communities.

This full-time, eight week, high impact, intensive experience would provide students with the following:

- Experience with both traditional research methods and high-impact field-work in the community
- Development of leadership skills and professional confidence
- Opportunity to work in the community with nonprofit organizations
- Opportunity to collaborate with faculty, community professionals, and community members with a vested interest in the project

Siena College would be honored to continue our partnership with SEFCU and we are requesting a commitment of \$350,000 to fund and create The SEFCU Project Incubator (SPIn) Endowment which has been previously known as the Summer/Siena Project Incubator. The commitment would create an endowment to further support the ACE NExT Program. The SEFCU Project Incubator (SPIn) Endowment will fund students working through the ACE NExT Program to participate in the high-impact, intensive summer program focused on providing support to the surrounding Capital

District nonprofit community. The cost for four students to participate in the summer program is \$15,000.

This naming would solidify the relationship between SEFCU and Siena and ensure non-profits in the Capital Region and the surrounding community will benefit in perpetuity. This endowment will ensure we will not only be able to provide future generations of Siena students first-hand working experience during the summer, but also allow the program to flourish throughout the year which will continue to change the landscape of how nonprofits operate, partner together and thrive in the Capital Region.

We are requesting a \$350,000 commitment to be paid in five (5) annual installments as outlined below. The first \$60,000 of each annual installment paid on or before May 31, 2020, May 31, 2021, May 31, 2022, May 31, 2023 and May 31, 2024 will be directed to the endowment with the remaining funds as outlined below directed to fund the intensive summer program.

- **\$60,000** to create the SPIn Endowment and **\$15,000** in current funds to support the 2020 intensive summer program due and payable on or before May 31, 2020 for a total of **\$75,000**
- **\$60,000** to build the SPIn Endowment and **\$15,000** in current funds to support the 2021 intensive summer program due and payable on or before May 31, 2021 for a total of **\$75,000**
- **\$60,000** to build the SPIn Endowment and **\$10,000** in current funds to support the 2022 intensive summer program due and payable on or before May 31, 2022 for a total of **\$70,000**
- **\$60,000** to build the SPIn Endowment and **\$5,000** in current funds to support the 2023 intensive summer program due and payable on or before May 31, 2023 for a total of **\$65,000**
- **\$60,000** to build the SPIn Endowment and **\$5,000** in current funds to support the 2024 intensive summer program due and payable on or before May 31, 2024 for a total of **\$65,000**

Upon establishment the endowment will grow and generate an income stream requiring less current funding. Once this commitment is fulfilled SEFCU will be added as a transformational donor to Siena College and be recognized in our elite Ring of Honor located in the center of campus.