

# JAN MITCHELL JOHNSON

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I have won over \$300 million in federal, state, and local grant funding, including three Investing in Innovation (i3) grants (\$12.7M total), one Race to the Top-District grant (\$10M), one Carol M. White PEP grant (\$2.2M), one Education Innovation and Research grant (\$3M), one Educator Excellence Innovation Project (\$2M), 12 Public Charter School Start-up Grants (\$500,000 - \$800,000 each), and seven Charter School Program Replication and Expansion grants (\$137.8M total to just two clients, including the largest ever awarded—\$67M).

## HIGHLIGHTS OF QUALIFICATIONS

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- Certified teacher and former administrator with over 27 years' public education experience
- Lifelong commitment to education and education reform;
- Proven track record of winning multi-million dollar, multi-year grants and gifts from public (state and federal) agencies and private foundations;
- Entrepreneurial, learning orientation with an ability to embrace and incorporate direct feedback;
- Strong planning and organizational skills with a demonstrated ability to manage multiple projects in a fast-paced work environment with little (or no) oversight; and
- Outstanding written and verbal skills.

## EXPERIENCE

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7/2002-Present  
Grantsformation, Inc.  
President/CEO

- Created and incorporated a grant writing, editing, training, and speaking firm that specializes in education grants for public and charter schools and districts
- Created and coordinated a three-day grant writing conference with 20 presenters and volunteers entitled "Possibilities--Process—Product" that trained over 80 participants in grant writing and project management; conference proceeds funded four mini-grants totaling more than \$5,100 for classroom projects;
- Authored four eBooks on various aspects of grant writing and grant team development;
- Trained hundreds of teachers to access grant funding for their classrooms;
- Coached one Texas-based education grant writer to win public grant funding in excess of **\$500,000** in her first year alone; and
- Created *School GIFTS: Grant Instruction for Teachers and Students*, an after-school curriculum that guided Eastwood Academy students in Houston to win **\$5,000** for an interdisciplinary, school-wide wetlands-recovery and community involvement project.

**5/2012-7/2014:**

**Stand for Children, Inc., Portland, OR (Headquarters)**

**National Grants Director**

- Worked closely with CEO and CDO to fulfill the organization's fundraising strategy (annual budget: \$16M+, 100% fundraised);
- Architected grant proposals to national funders (Arnold, Bezos, Bloomberg, Broad, Daniels, Dunn, Gates, GE, Helmsley, Kellogg, Schwab, Walton, and others) and individual donors to facilitate **over \$25M in grant awards and major gifts**;
- Supported proposal development for staff in 11 states (AZ, CO, IL, IN, LA, MA, OK, OR, TN, TX, WA) through training/professional development and direct writing assistance;
- Managed the design and update process for several key public-facing documents that communicated organizational strategy, direction, and accomplishments to current and prospective funders; and
- Crafted written summaries of the organization's work in education reform, education policy, electoral activity, and other key areas of focus for individual donors and other major funders.

**8/2000-12/2002:**

**Houston Independent School District, Houston, TX**

**Assistant Principal/Dean of Instruction**

- Responsible for daily discipline of 300+ 6th grade students;
- Coordinated standardized (state and national) testing;
- Reorganized Special Education Department to benefit 230+ special-needs students;
- Supplied up-to-the-minute standardized test data to teachers for the purpose of informing and improving classroom instruction and student achievement;
- Effectively implemented block scheduling and specialized team teaching;
- Supervised conversion of attendance and grade reporting to computerized method; and
- Facilitated 21-member Instructional Council.

**8/1999-8/2000:**

**Houston Independent School District, Houston, TX**

**Principalship Academy Intern, Pershing Middle School**

- Shadowed mentor principal for one year for intensive, on-the-job training;
- Crafted Blue Ribbon Schools application and several grant proposals;
- Created a comprehensive informational document about Pershing Middle School for parents and community members; and
- Instructed teachers on use of district-developed student achievement data disaggregation instrument.

**4/1997-8/1999:**

**Houston Independent School District, Houston, TX**

**Grants Coordinator**

- Wrote or facilitated **over \$20 million in funding** for district schools; and
- Informally trained school staff and administrators in grant writing and editing.

8/1990-4/1997:

**Houston Independent School District, Houston, TX**

**Teacher, Technology Coordinator**

- Taught 4th grade, all subjects; 6th grade Reading, English, and Social Studies; 7th and 8th grade Reading (regular and Gifted/Talented); 6th, 7th, and 8th grade reading in a school-within-a-school accelerated program; and 8<sup>th</sup> grade computer literacy;
- Created position of and served as Hogg Middle School's first Technology Coordinator;
- Authored **\$25,000 in Texas Education Agency grants** that funded reading and staff development programs; and
- Co-authored (with Rice University's Center for Technology in Teaching and Learning) Houston ISD's first-ever technology grant: **\$240,000 in Telecommunications Infrastructure Fund Board ("TIF grant") funds** and served as the first Project Manager.

## **EDUCATION**

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1/2013—University of Houston

**Professional Certificate in Strategic Foresight/Futures Studies**

8/2000—University of Houston

**Master of Education in Educational Leadership and Cultural Studies**

- Chosen as one of 20 in the first cohort of Houston Independent School District's Principals Academy
- Earned Master's degree in conjunction with focused studies and internship in the Houston Independent School District

12/1990—University of Houston

**Bachelor of Science in Elementary Education, grades 1-8**

- Reading Specialization, grades 1-8
- Lifetime Texas Teaching Certifications, Elementary Education and Reading
- **GPA: 3.71 (Magna Cum Laude)**
- Dean's List every semester of full-time enrollment
- Elected College of Education Student Senator

## **AFFILIATIONS**

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Grant Professionals Association—SE Texas Chapter and National Association

## **REFERENCES**

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Susie Crafton, Principal  
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## CLIENT LIST

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### Charter Schools

Advantage Academy  
Austin Achieve Public Schools  
BASIS (San Antonio)  
Ben Yehuda Academy (formerly Eleanor Kolitz Hebrew Language Academy, San Antonio)  
Beta Academy (Houston)  
Bob Hope Academy (Beaumont/Port Arthur)  
Collegiate Academy (New Orleans)  
Great Hearts Academy (San Antonio)  
High Point Academy (Fort Worth)  
IDEA Public Schools (Rio Grande Valley, Austin, San Antonio)  
KIPP (Arkansas, Baltimore, DC, Houston, Jacksonville)  
KIPP Foundation (National)  
Leadership Prep School (Frisco/North Texas)  
Legacy Prep (Dallas)  
Premier Academy of Learning (La Marque, TX)  
Pro-Vision Charter School (Houston)  
RePublic Schools (Tennessee and Mississippi)  
Responsive Educational Solutions (Dallas area)  
Rocketship Public Schools  
Southwest Schools (Educational Leadership)  
TEAM Charter Schools (KIPP New Jersey)  
Texans Can Academy (Dallas area)  
Uplift Education (North Texas)  
Village Tech Academy (Cedar Hill – D/FW area)  
YES Prep Public Schools (Houston)

### Independent School Districts (ISDs) in the following Texas communities

|             |                      |
|-------------|----------------------|
| Allen       | Lazbuddie            |
| Alvin       | Liberty              |
| Avery       | Moulton              |
| Channelview | Northside            |
| Clear Creek | Perryton             |
| Crowley     | Pharr-San Juan-Alamo |
| Del Valle   | Porte Arthur         |
| Dickinson   | Rocksprings          |
| Houston     | San Marcos           |
| Judson      | Spring Branch        |
| Kermit      | Texas City           |
| La Porte    | West Orange-Cove     |

### Other School Districts

Forsyth County Schools (Georgia)  
Desert Sands Unified School District (California)  
Bureau of Indian Affairs (BIA): Rock Point Community School and T'is Nazbas (Navajo Nation, Arizona)

### For-profits

Sylvan Learning Centers (Rio Grande Valley)  
Wrigley

### Other Agencies

Louisiana Department of Education

### Non-profits

|   |   |
|---|---|
| Center for Reform of School Systems (CRSS)    | Navajo Nation   |
| Center for Rural Outreach and Public Services | National Math and Science Initiative (NMSI)                                 |
| Cherish Our Children International (COCI)     | Oklahoma Public School Resource Center                                      |
| Choose to Succeed                             | Reasoning Mind  |
| Clear Creek Education Foundation              | Recipe for Success Foundation, Inc.   |
| Family Support Services (Amarillo)            | Project GRAD Houston, Knoxville, and USA                                    |
| Foundation for Allen Schools                  | School Leaders Network  |
| Houston A+ Challenge                          | Stand for Children, Inc.  |
| Houston Area Urban League                     | US Government Grants  |
| Leading Educators                             | William A. Lawson Institute for Peace and Prosperity (WALIPP, also Charter) |
| March of Dimes (Houston/Austin)               |   |

## SELECTED GRANT AWARDS

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Some examples of our state and federal grant wins include:

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|--|----------------------------|
| Beginning Teacher Induction and Mentoring              | \$238,000                  |
| School-based Student Drug Testing                      | \$449,920                  |
| T-STEM Start-up Academy                                | \$750,000                  |
| Public Charter School Start-up                         | 12 @ \$500,000 - \$800,000 |
| Smaller Learning Communities                           | \$1,154,857                |
| 21 <sup>st</sup> Century Community Learning Centers    | \$1,382,024                |
| Texas Title I Priority Schools (TTIPS)                 | \$1,396,213                |
| Educator Excellence Innovation Program (EEIP)          | \$1,999,900                |
| 21 <sup>st</sup> Century Community Learning Centers    | \$2,200,000                |
| Carol M. White Physical Education Program (PEP)        | \$2,240,199                |
| Education Innovation and Research (EIR)                | \$3,000,000                |
| Hispanic-serving Institutions Program (CCRAA-HSI)      | \$3,238,602                |
| Investing in Innovation (i3)—only Georgia winner       | \$4,738,500                |
| Investing in Innovation (i3)—only Texas winner         | \$4,945,998                |
| Voluntary Public School Choice                         | \$6,744,820                |
| Race to the Top-District                               | \$10,000,000               |
| GEAR UP  | \$11,446,199               |
| Navajo Nation Special Diabetes Project                 | \$12,400,000               |
| Charter School Program (CSP) Replication and Expansion | 1 @ \$3,000,000            |
|  | 1 @ \$10,400,000           |
|  | 1 @ \$12,500,000           |
|  | 3 @ \$15,000,000           |
|  | 1 @ \$67,000,000           |

### Other Grant Wins (Multiple Awards for Each)

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| 21 <sup>st</sup> Century Community Learning Centers                        |
| Advanced Placement Incentive   |
| Comprehensive School Reform: TX HS Initiative                              |
| District Award for Teacher Excellence (DATE)                               |
| Even Start Family Literacy   |
| Gaining Early Awareness and Readiness for Undergraduate Programs (GEAR UP) |
| Governor's Educator Excellence Grant (GEEG)                                |
| Intensive Summer Programs  |
| Investment Capital Fund (ICF)  |
| Texas Educator Excellence Grant (TEEG)                                     |
| Texas High School Completion and Success                                   |