

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

- 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

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 8th 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

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

Grant Professionals Association—SE Texas Chapter and National Association

REFERENCES

Susie Crafton, Principal
Apeira Solutions
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CLIENT LIST

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

Some examples of our state and federal grant wins include:

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 st 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 st 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)

21 st 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