

SUSTAINABILITY AND PHILANTHROPIC EXIT STRATEGY

Meeting with grantee-partners to discuss their evolving relationships with the foundation once the grant to their organization ends

NOVEMBER 12, 2018, 16:00-17:00, DJANOGLY HALL, MISHKENOT SHA'ANANIM

The first stage of our work involved casting a web of programs to catalyze momentum around excellence in mathematics and science studies in high school. 236 grants were approved, each addressing a distinct area of the task. From planning through implementation, professional relationships between the foundation and the grantee-organizations were crystalized. In the second stage, the foundation added a 'convening role' to its toolbox and our partners added to theirs the role of active leaders and players in a vibrant professional community.

However, seven years into our grant-making activity, an increasing number of grants are now in their final moments. 113 have already ended, of which 21 during the past year, and the number is expected to rise in the coming years. The foundation is moving to a third stage in its strategy lifecycle, moving away from direct funding towards the creation of professional infrastructure and collaborative intermediaries. The planning of a new strategy for middle schools is underway.

As a result, the relationships between the foundation and our partners are due to transform. In the 2018 Grantee Perception Report we already saw clear signs that our partners experience fear and ambiguity towards this change. They are sometimes uncertain as to whether to continue the program and if and how to apply for government funding or to invest in it from their own resources. They are unsure of what would happen to our relationship once the grant has ended.

QUESTIONS FOR DISCUSSION

1. Is there a role for the foundation in interacting with grantee organizations after a grant has ended? What role should we seek to take in these cases, and what role do our partners expect us to play?
2. How should we structure the dialogue with our grantee partners towards the end of a grant? What would be the best way to share expectations, needs, difficulties and experiences?
3. Can we improve our communications with the management of our grantee organizations, in order to reach a deeper discussion of priorities and plans about the continuation of the program?

As **background** to the discussion, we recommend reading the following:

- A. [Grantee Perception Report \(GPR\) 2018 – Key Findings](#)
- B. [Sustainability and Continuity after Philanthropy: Insights from a US Study Tour, 2017](#)

PARTICIPANTS

1. SHLOMIT **AMICHA**I, Former Director of Ministry of Education, Chairperson of Teach First Israel
2. MICHAL **BELLER**, President, Levinsky College of Education
3. NURIT **DANINO**, Head of the Education Department, Ra'anana Municipality
4. BAT SHEVA **EYLON**, Former Head of the Department of Science Teaching, The Weizmann Institute of Science
5. NIVA **HASSON**, Director of Branco Weiss Institute
6. DAN **STEINITZ**, CET, Head of the Virtual High School