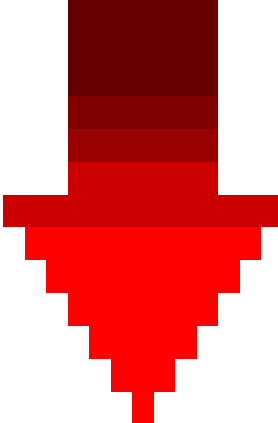
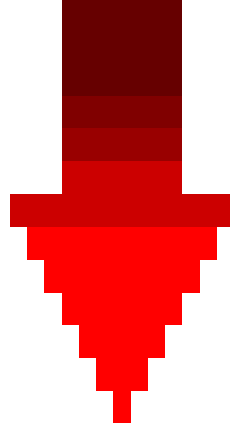
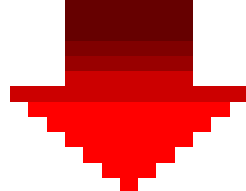


2012 AHE Network Spring Meeting – April 22-25, 2012 – Washington, D.C.
(WPS Theme: From Policy Differences to Policy Decisions)

SUNDAY, APRIL 22	MONDAY, APRIL 23	TUESDAY, APRIL 24	WEDNESDAY, APRIL 25
<p>1:00 p.m. – 5:00 p.m.</p> <p>Congressional Insight Simulation</p> <p>(S. Morman (AL) and Tracey Tardiff (NC) will attend)</p>  <p>6:00 p.m. – 8:30 p.m.</p> <p>AHE Network Spring Meeting Opening Session Washington Renaissance Hotel Mt. Vernon Room B</p> <p>Sustainability and 120-Day Strategic Plan Reports</p>	<p>AHE NETWORK MEETING – Room 2</p> <p>8:00 a.m. –9:30 a.m. (Light Breakfast Provided)</p> <p>AHE Network Business:</p> <ul style="list-style-type: none"> ▪ Focus on College Completion ▪ Bus Tour 2012 ▪ Sustainability and 120-Day Strategic Plan Reports (Continued) <p>9:30 a.m. – 9:45 a.m. - BREAK</p> <p>9:45 a.m. – 11:55 a.m. Briefing with ED Staff (Confirmed)</p> <p><u>John White</u>, Deputy Assistant Secretary for Rural Outreach</p> <p><u>Ben Miller</u>, Policy Advisor, Higher Education and Innovation, Office of Planning, Evaluation and Policy</p> <p><u>Maisha Challenger</u>, Federal Student Aid</p> <p>NETWORK JOINS WPS</p> <p>12:00 p.m. – 2:00 p.m.</p> <p>LUNCHEON – “ESEA WAIVERS: <i>Backdoor Policymaking or the Answer to a Prayer?</i>” Renaissance West Ballroom</p> <p><u>Michael Petrilli</u>, Executive V.P., Fordham Foundation</p> <p><u>Chad Aldeman</u>, Policy Analyst, ESEA Flexibility & Teacher Issues</p> <p><u>Gene Wilhoit</u>, Exec. Director, Council of Chief State School Officers</p> <p><u>Brenda Welburn</u>, Moderator, former Exec. Director, National Association of State Boards of Education</p> <p>2:15 p.m. – 3:15 p.m. “<i>Education Issues Dividing National Policymakers: Can The Differences Be Bridged?</i>” Renaissance West Ballroom</p> <p>Norm Ornstein, Resident Scholar American Enterprise Institute</p> <p>3:15 p.m. – 4:15 BREAK</p> <p>4:15 p.m. – 6:00 p.m. Danzberger Lecture & Book Signing Marc Tucker, President & CEO National Center on Ed. & the Economy “<i>Surpassing Shanghai</i>” Renaissance East Ballroom</p> <p>Dinner on Own</p>	<p>BREAKFAST ON OWN</p> <p>8:00 a.m. – 1:30 p.m. AHE NETWORK HILL VISITS</p>  <p>1:30 p.m.- AHE NETWORK MEETING RECONVENES (refreshments available)</p> <p>2:00 p.m. – 5:30 p.m. Training Session “<i>How to Approach Corporations & Foundations</i>” <u>Kim Patton</u>, Training Coord. The Foundation Center</p>  <p>6:00 p.m. – 7:30 p.m. Working Dinner in Hotel</p> <p>8:00 p.m. – 9:00 p.m. THE CAPITOL STEPS A satirical review of Policy Differences and Policy Decisions.</p>	<p>7:30 a.m. – 8:30 a.m. CONTINENTAL BKFST.</p> <p>8:30 a.m. – 9:30 a.m. “<i>Beating the Odds: Increasing Minority Student Achievement.</i>” Freeman Hrabowski, III President, University of Maryland Baltimore County</p> <p>9:30 a.m. - 10:00 a.m. Break & Checkout</p> <p>10:00 a.m. – Noon AHE Network Business Room 2 Wrap-Up and Next Steps</p> <p>Noon - Adjourn</p> <hr/>

HOW TO APPROACH CORPORATIONS AND FOUNDATIONS

This training session will provide insight into the grantseeking and grantmaking processes, focusing on the many opportunities for communication between grantseekers and potential funders. You will learn how to build relationships with foundation prospects, including how to:

- **Initiate contact with potential funders**
- **Plan calls and meetings, and**
- **Communicate effectively with funders during the grant process**

The training will also explore how to approach corporations, including exploring the answers to such questions as:

- **Why do companies give and why might they give to my nonprofit (or organization)?**
- **What do companies give and how do they do it?**
- **How do I determine if my organization is ready to seek corporate contributions?**