



Top 10 Reasons to Sponsor ACE Talking Points for Fund Raising Pitches

1. ACE is One of a Kind.
No other program introduces high school students to the *full* process of designing and building a project and to *all* facets of the integrated design and construction industry.
2. ACE Serves the Entire A-E-C Industry.
ACE was initiated by and is now sponsored and directed by the *entire* A-E-C industry to fulfill its needs. No other after-school or mentoring program has a comparable industry-wide focus or foundation.
3. ACE Helps Meet Future A-E-C Workforce Needs.
 - 7 in 10 of all alumni major in A-E-C in college or are already employed in the industry.
 - 23% of class of 2014 alumni (1,655) entered college declaring a major in a design field (architecture, landscape architecture, interior design). 46% expect to major in mechanical, civil, electrical and structural engineering. (Another 13% plan to pursue other engineering fields.) 4% plan to major in construction management.
4. Fiscally, ACE is Very Efficient.
75% of the funds ACE raises for the national program go into program functions, according to financial audits for the past two years. A low 25% of the ACE budget covers administration and fund raising.
5. ACE's Success Has Earned National and Local Recognition.
 - President Obama presented ACE with the nation's highest award for mentoring – the 2010 Presidential Award for Excellence in Science, Mathematics and Engineering Mentoring.
 - The American Institute of Architects bestowed on ACE its 2014 Collaborative Achievement Award.
 - Every year ACE affiliates and their leaders win awards from local governments and community organizations.
6. ACE Teaches Students A Broad Range of Industry-related Skills.
More than 80% of ACE students agree that they learned such skills and knowledge as green design, basic engineering principles, construction cost estimation, and computer-aided design.
7. ACE Gives Students 21st-Century Work Life Skills Prized by Employers.
8 out of 10 alumni from the class of 2014 agree that as a result of ACE their leadership, oral and graphic communication, problem-solving, and teamwork skills improved.

8. ACE Increases Diversity in A-E-C Fields

By a factor of 2 to 3, ACE sends a higher percentage of African-American, Hispanic, and Asian students to architecture and engineering programs compared to national rates of freshman enrollment in these fields.

9. ACE Helps Students Go to College and Gives Them Confidence in College.

- Almost $\frac{3}{4}$ s of students report ACE increased their motivation to attend college.
- ACE has awarded more than \$14 million in scholarships since its founding.
- 7 out of 10 alumni say they felt ACE gave them an edge over their freshmen college classmates.

10. ACE Enhances Students' Attitudes Toward High School Studies.

Two-thirds of ACE alumni from the class of 2014 believe their ACE experience made their high school studies more meaningful and motivated them to study more.