



SPOTLIGHT



Bringing World-Class Technology Education to Students in Miami

Helping Social Impact Fellow America On Tech Expand

CHALLENGE

America On Tech (AOT) creates pathways for high school and college students of color to pursue degrees and careers in technology through tuition-free technology education programs, internships, and job placements. Having historically operated in New York and Los Angeles, they sought to expand to Miami — but first needed to understand the nonprofit funding landscape in Florida.

THE GLG APPROACH

GLG worked with AOT to research considerations for opening their third location, including potential funding sources for their unique approach to young adult STEM education. We connected the AOT team with multiple Network Members, including a former major gifts officer at a nonprofit in the Miami area and a leader at a tech investment firm, who provided the guidance they needed to navigate the local fundraising landscape.

OUTCOME

As a result of the engagement, AOT secured the funding to open their Miami location, with the first bootcamp program beginning summer 2022 and their first formal cohort launching in the fall.

FEATURED PRODUCTS



Social Impact



Calls

GLG helped Social Impact Fellow AOT better understand the nonprofit fundraising landscape in Miami, enabling their regional expansion to bring their technology curriculum to more students of color.

Why GLG?

Trusted Partnership

GLG was a vital research partner for AOT as they pursued their regional expansion strategy.

Targeted Expertise

GLG connected AOT with Network Members who had direct experience with the fundraising landscape in Miami.

Unique Insights:

GLG delivered insight that proved invaluable in sourcing and securing funders in Miami to advance AOT's mission.

[Learn more](#)

As The World's Insight Network, GLG connects clients to the subject-matter experts who can provide real-world insights to make informed decisions. Our team of professionals work with you to create a tailored approach that identifies, assesses, and answers your questions on your timeline. We bring the power of insight to every great professional decision.

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