

# Building Grant Capacity in a College with No Grants Office



# Lewis & Clark Community College

- District located across seven counties in southwest Illinois
- 45 miles north of downtown St. Louis, Missouri
- Historic 200 acre campus dates from 1838
- District population of 220,000
- FA17 head count: 3921
- FA17 credit hours: 36332

# Our Challenges

## No grants office

- Siloed grant development
- No development cycle that predicts work load
- Evaluation & selection of grant opportunities aligned with strategic priorities, not chasing dollars.
- Writing quality, timely grants
- Communication across the campus
- Lack of common policies and procedures
- Managing grant performance, catching problems, reporting, budgeting
- Evaluation

# New Growth

Our Clients are...

Businesses

Government Agencies

Education and Training  
Providers

Community  
Organizations

Philanthropies

... in 18 states and growing



Services



Workforce  
Strategy



Grants and  
Resources



Project  
Implementation



Evaluation  
& Analytics

Project Examples



Richland County (Ohio) – Economic  
Development Plan



\$130+ million and counting, procured  
Federal, State, and Philanthropic grants



Talent NEO project management



Skills for Chicagoland's Future – Impact  
Evaluation

# Grant Services

- Forecasting and Market Research
- Selection and Staging
- Writing or Editing
- Grant Management
- Compliance
- Evaluation

## Results

- \$130+ million
- USDOL, USDOE, EDA, USDA, USDOT, NSF, state and local agencies, and philanthropies

# Forecasting and Market Research

*Customized market research around  
grant opportunities.*



## Five-Year Strategic Plan FY 2013-2017

Effectiveness Quality Success Student

Advance Public Civic Quality-of-Life Support-Services Career  
Job-Readiness Curriculum Jobs Careers Success  
Improvements Better-Equip Academic Improve Engagement Increase  
Leadership Students Service Increase  
Institutional



# Forecasting and Market Research



## 2016-2017 Grant Market Research

Anticipated Deadline	Hard Deadline	Funder Name	Grant Program	Grant Program Sub Title	Grant Program Summary
<b>JULY</b>					
	7/6/2016	US Department of Labor	YouthBuild Program		YouthBuild is a community-based alternative education for youth between the ages of 16 and 24 who are high school dropouts, adjudicated youth, youth aging out of care, youth with disabilities, homeless youth, and other disadvantaged youth.
	7/22/2016	US Department of Agriculture (USDA)	Rural Community Development Initiative (RCDI)		This is a grant program designed to develop the capacity of non-profit organizations, low-income communities, recognized Indian tribes in the areas of housing, community facilities, or community and economic development.
	7/28/2016	US Department of Labor	National Industry Partners		The U.S. DOL ETA is soliciting proposals to award multi-year grants to single industry intermediaries to build national partnerships under the umbrella of ApprenticeshipUSA. These industries include Healthcare, Construction, Transportation and Infrastructure, Energy, Manufacturing; and Information and CommunicationsTechnology (ICT).
7/29/2016		US Department of Education	Promise Neighborhoods		Promise Neighborhoods support cradle-to-career services to improve educational and developmental outcomes in our country's most distressed urban and rural neighborhoods.

# Forecasting and Market Research

## I7 Grant Market Research

Grant Program Summary	Award Floor	Award Ceiling	Match	Match Notes	Funder Type
YouthBuild is a community-based alternative education program for youth between the ages of 16 and 24 who are high school dropouts, adjudicated youth, youth aging out of foster care, youth with disabilities, homeless youth, and other disadvantaged youth.	\$700,000.00	\$1,100,000.00	Yes	25 percent match from applicants, using sources other than federal funding	Federal Grant
This is a grant program designed to develop the capacity and ability of non-profit organizations, low-income communities, or federally recognized Indian tribes in the areas of housing, community facilities, or community and economic development.	\$50,000.00	\$250,000.00	Yes	There is a dollar-for-dollar cash match requirement.	Federal Grant
The U.S. DOL ETA is soliciting proposals to award multiple contracts to single industry intermediaries to build national partnerships under the umbrella of ApprenticeshipUSA. These industries include Healthcare, Construction, Transportation and Logistics, Energy, Manufacturing; and Information and CommunicationsTechnology (ICT).	\$0.00	\$1,000,000.00	No		Federal Contract
Promise Neighborhoods support cradle-to-career services designed to improve educational and developmental outcomes for students in our country's most distressed urban and rural neighborhoods.	\$0.00	\$500,000.00	Yes	For planning applicants, 50% of the grant award is required.	Federal Grant

The purpose of this competitive undergraduate scholarship grant

\$20,000.00

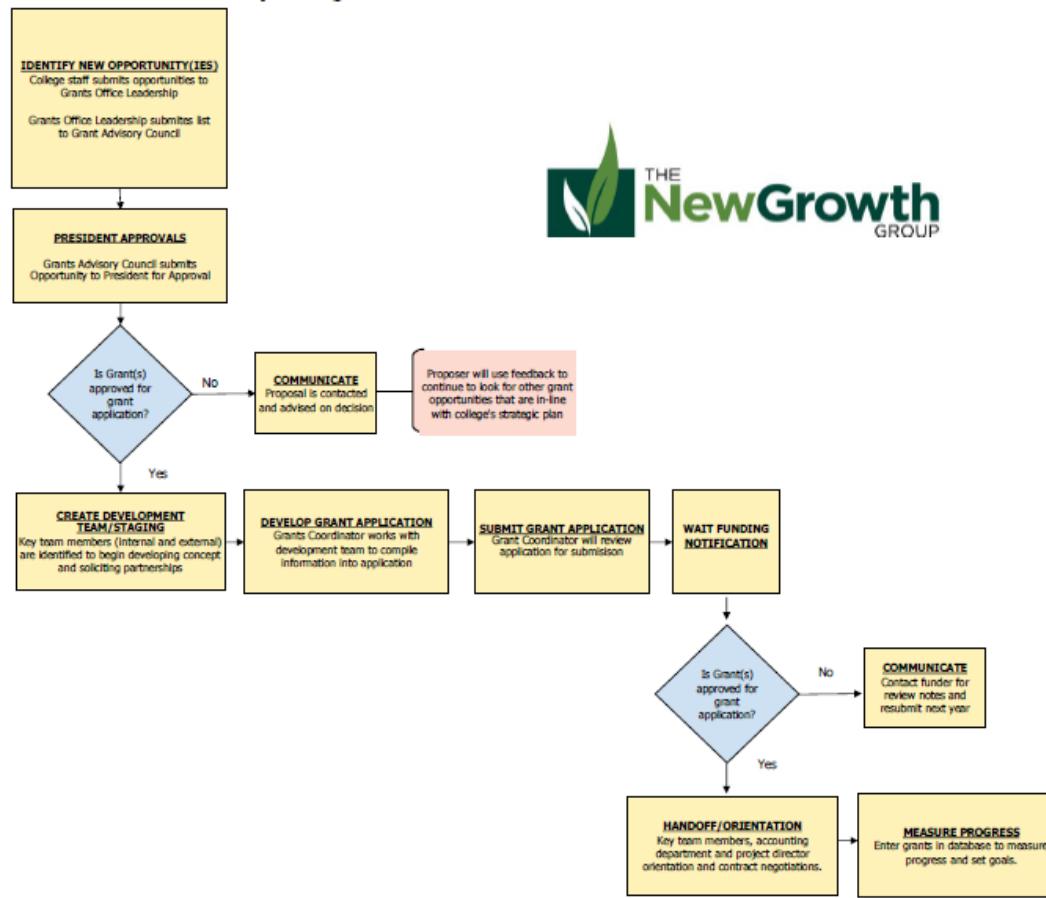
\$600,000.00

No

Federal Grant

# Selection and Staging

## *Grant Advisory Committee Development*



# Selection and Staging

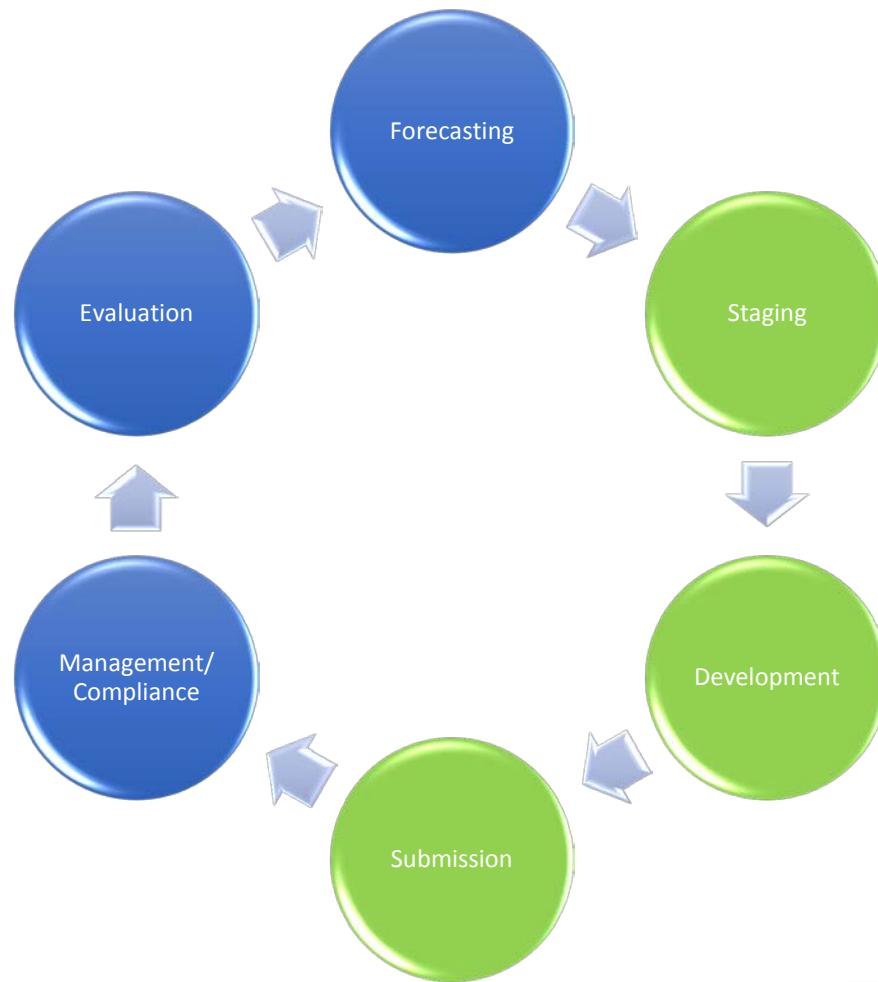
## EXTERNAL FUNDING DECISION MATRIX

Funder:

Grant Title:

Factors	Weighted Decision Criteria										Score
	Negative				Neutral			Positive			
	0	1	2	3	4	5	6	7	8	9	10
1. Fit with Consortium mission, strategic plan, research findings	Does not align with mission and plan				Marginally matches the Consortium mission and plan			Helps fulfill the Consortium mission and plan			
2. Background (expertise of Consortium in this area)	Weak in area or totally new area for Consortium				Average experience in this area			Strong experience in this area			
3. Consortium Project Team (in-house and new hires)	Poor in-house team with few qualified new hires available				Good in-house team, with good new hires available			Superb in-house team			
4. Return on investment (financial potential or benefit to students)	Poor short-term, poor long-term, likely to cost Consortium or doesn't benefit students				Questionable short- or long-term benefits			Excellent short- and long-term benefits for Consortium and students			
5. Partners (external collaborators/subcontractors)	Partners not contacted or established – weak connections				Partners will not have an effect			Partners will enhance the effort			
6. Advance information on RFP (adequate for response)	Did not expect RFP, guidelines not clear				Up-to-date with RFP, no major negatives			Good information, ready to respond			
7. Capability to respond to	Do not have staff time to				Stresses staff time, but			Have staff time to develop			

# Grants Services – Grant Life Cycle



# Successes

- Created a Grants Advisory Committee
- Developed a grant evaluation matrix
- Developed a Grants Manual
- Conducting an inventory of college grants
- Added an internal point person for grants (committee facilitation, budget visibility)
- Written several grants (with a few winners)
  - TAACCCT – New Growth provided grant writing for a \$24 million TAACCCT consortium application
  - YouthBuild (\$1M)
  - IL Youth Career Pathways (\$400K)

# Still Working

- All aspects of the process require constant management
- External partner development – internships, apprenticeships, WIOA
- Building philanthropic relationships

# Current Grant Landscape (as we know it)

- Federal USDOL and USDOE grant programs are fewer
  - Continue to hear emphasis on apprenticeships and learn/earn from USDOL, but may not materialize as a grant opportunity
  - USDOE – women and minorities in STEM, STEM teachers, TRIO
- Department of Commerce programs (ARC, DRC, EDA vulnerable in budgeting process)
- NSF still funding
- State grants available in many states (equipment, revolving loan funds, career pathways, sector initiatives)
- Philanthropic (can require more case making and relationship building than public opportunities)

# Quarterly Grants Newsletter

- Give us your card to receive our quarterly email blast of grant opportunities.
- Or contact: [cspence@newgrowthgroup.com](mailto:cspence@newgrowthgroup.com)