



CONTINUING EDUCATION &
WORKFORCE DEVELOPMENT

Finding Manageable Grants

- *Expansion for Community Education*
- *Provide Programmatic Funds*
- *Cover Operational Costs*

Where to start:

Think hard about what you want/need based on:

- Community Needs
- Industry Needs
- College Needs





DREAM BIG, DREAM OFTEN!

Write down what you desire for your organization and don't let facility limitations, funding, staffing, skill level or

FEAR

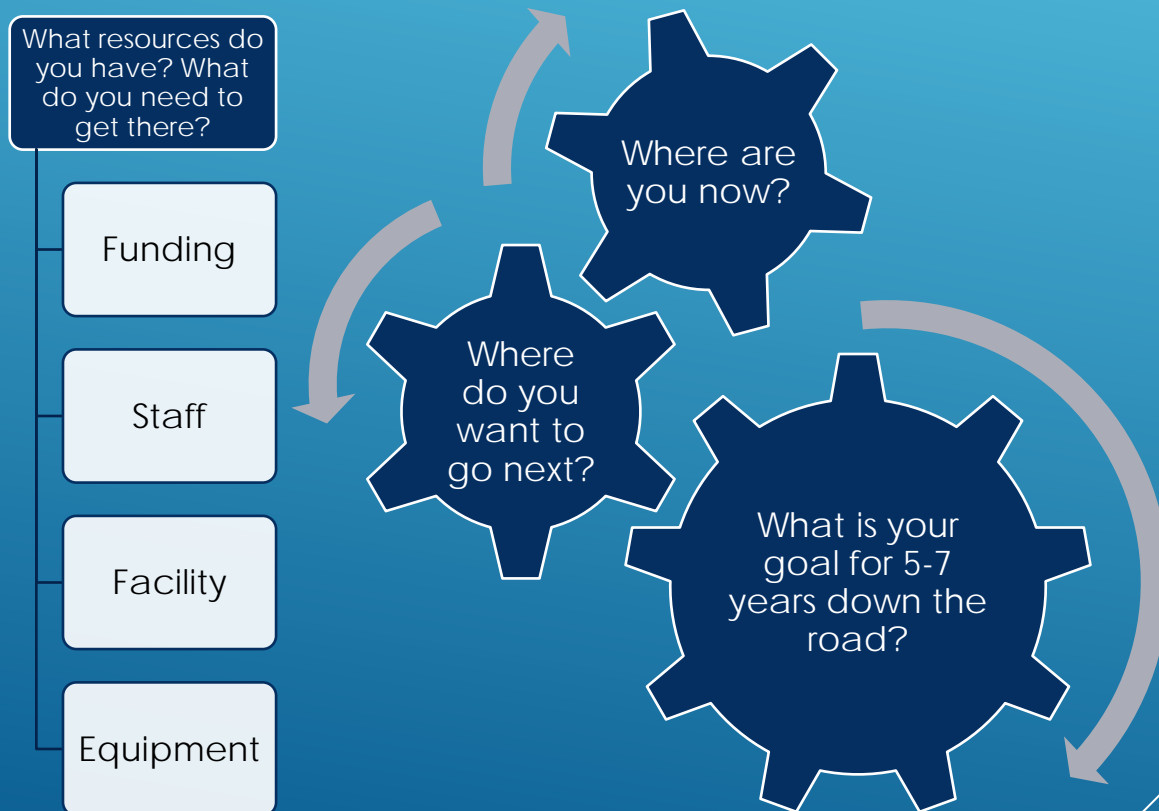
stop you!

The best way to predict the future is to invent it.



Funding Plan:

A funding plan must be strategically designed to build capacity and access - and help create the conditions for learning.



Funding Plan:

You need:

- Integrity
 - ❖ Transparency
 - ❖ Accountability and follow through
 - ❖ Don't mess up with other people's \$\$\$
- Strong Organizational Skills
- Tenacity
- Patience
- Willing staff – this can be trained with good management skills and patience!



Determining Which Grant is Right for You...

General Things to Consider

Size of the grant

Who has received the grant in the past? For what?

Is the grant funding what you need it to?

Are you likely to get the student numbers needed for the money?

How complex is the grant? The reporting?

Time

Do you have time to write the grant?

How fast do you need funds?

How long is the grant for? Is there an opportunity to reapply?

How much time will it take to Track & Report data?

Staff

Who is writing the grant?

Who is managing the grant (including partners)?

Who is managing the programs or extra staff?

Do you need someone to collect data?

Do you have College Staff support?

Funding

How much money do you need?

Don't forget personnel, overhead

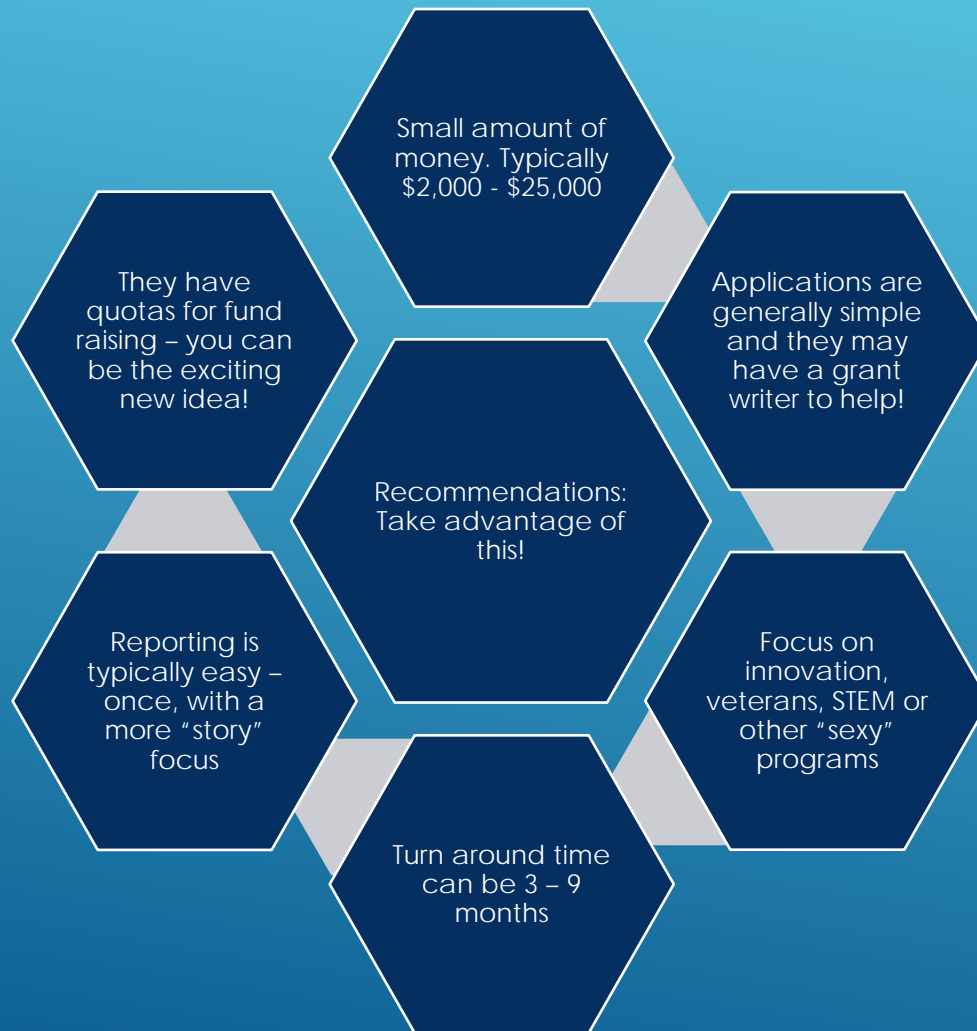
Careful of "Match"

Overestimate on supplies & equipment

If you decide to pursue grants...

- ▶ City Foundations
 - ▶ City Economic Development Foundations
 - ▶ Dept. of Labor, Dept. of Education, Dept. of Commerce, Dept. of Agriculture, etc.
 - ▶ National Science Foundation
 - ▶ Partnerships with other Schools & Organizations
(Economic Development Offices, Local Job Centers, Local Industry Organizations, School Districts, Colleges & Universities)
 - ▶ Rotary, Lion's Club, Kiwanis Club
 - ▶ United Way, Goodwill Industries
 - ▶ Women's Clubs
 - ▶ Your College Foundation
- 

YOU MAY WANT TO START SMALL - YOUR COLLEGE FOUNDATION MAY HELP



WOMEN'S CLUBS OR CITY FOUNDATIONS



WORKING WITH ANOTHER COLLEGE

Build
relationship
with
another
school that
gets grants

- Sometimes an informal RFP asking for funds
- Contract between school
- Potentially can get money annually if they have a long-term grant or one with easy renewal option
- Depending on the issuing agency, reporting can be easier

OTHER SMALLER GRANTS

United Way

Informal RFP (no formal paperwork), plus a couple of meetings with their staff

Used it for Girls STEM camp and remedial classes

Didn't use all the money and they extended the grant and include tutoring

Reporting is quarterly and required data collection and student stories

HAAS Foundation

Informal RFP with letter and some other requested documentation

Can reapply yearly

Started with \$10,000 and have gotten it raised to \$15,000 for student tuitions

Reporting is submitting pictures/student stories

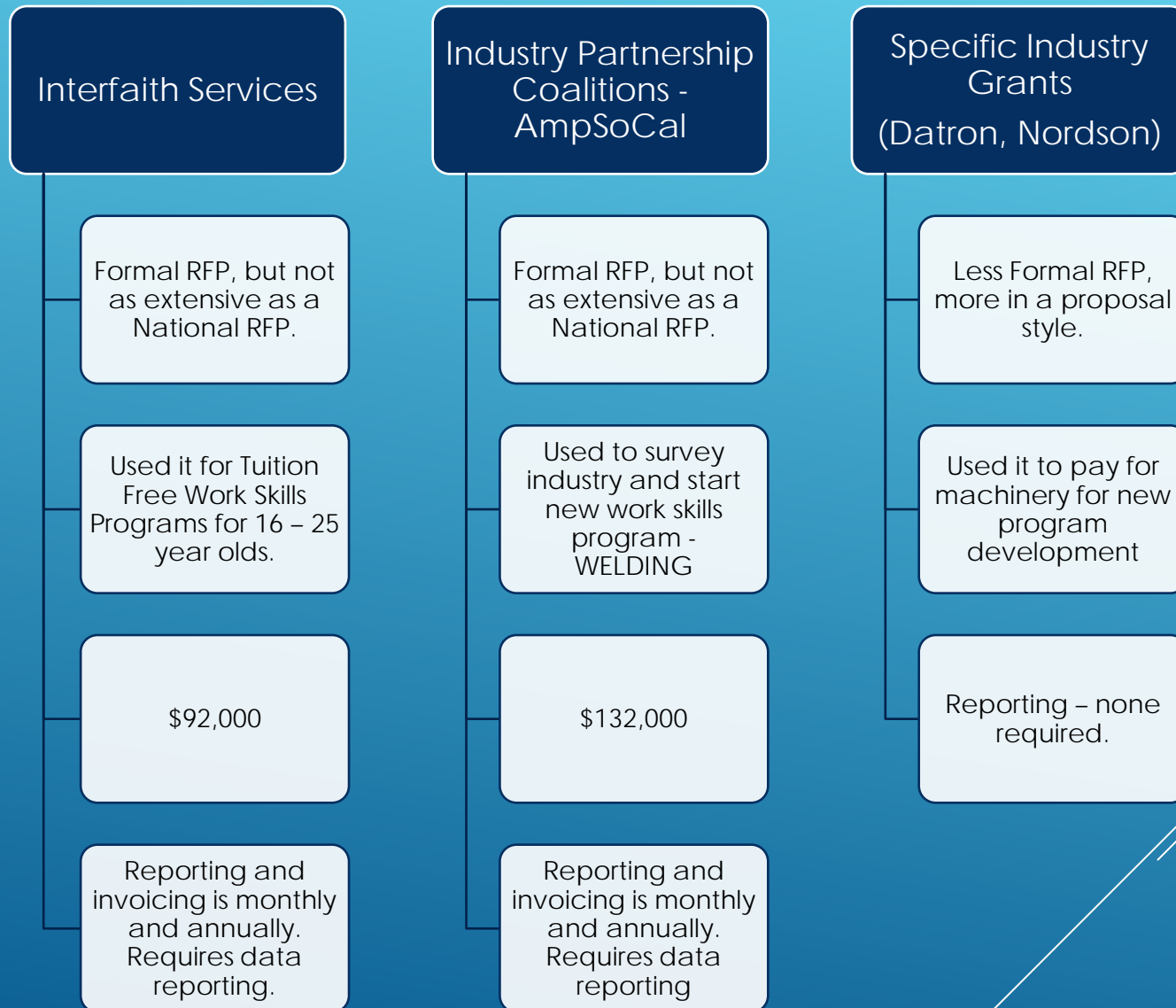
City of Oceanside

Informal RFP???

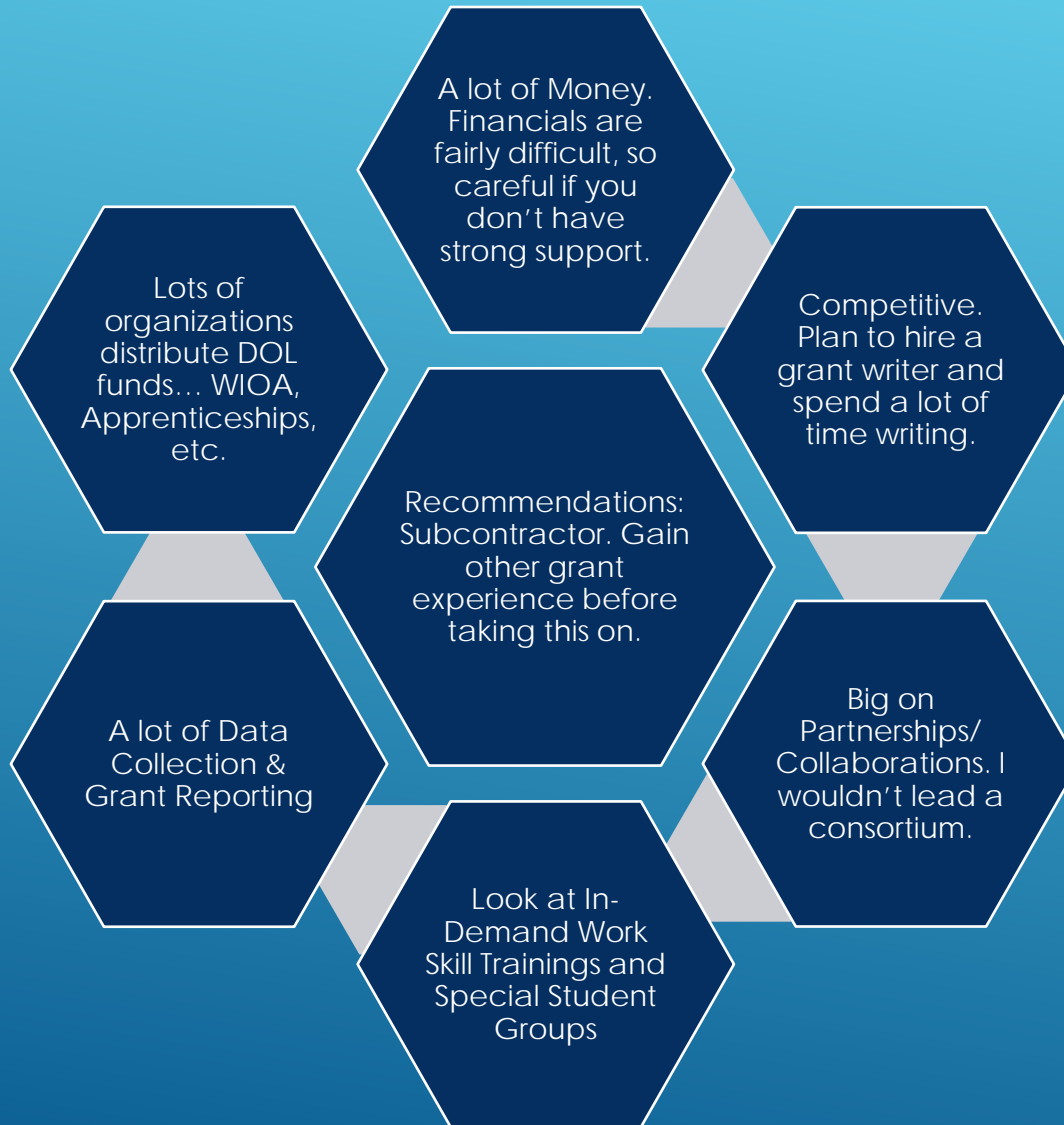
Used it to lower College for Kids tuitions

Reporting...

MEDIUM SIZED GRANTS



DEPT OF LABOR GRANTS



Other Things to Keep in Mind...

1. Share & Steal
2. Work with Your College
 - ▶ If there is Foundation grant money available, apply for it
 - ▶ If they have grant writers, use them
 - ▶ Use their industry connections
 - ▶ Use their PIO departments to spread the word. More successful grants mean more money in the future!
3. Always get buy-in before large solicitations
 - ▶ Administration
 - ▶ Foundation
 - ▶ Grants Office
 - ▶ Faculty



