



GO GRANTS!

Newsletter from the Office of Corporate, Foundation, and Government Grants

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The Office of Corporate, Foundation, and Government Grants



Carroll Galvin | Director

Welcome to the inaugural issue of *Go Grants!* With a new academic year fully underway, it may be a great time to consider how grants can grow your programs and help you fulfill your objectives.

As you begin to map the course of your work ahead, the Office of Corporate, Foundation, and Government Grants is here to support you. Together, we can find grant opportunities that are right for you. We're here to assist you throughout the process, from finding the best funding prospects to writing winning grant proposals and, ultimately, to stewarding those awards through to the realization of your best hopes for your students, your careers, and NDMU.

My hope with this newsletter is to provide you with inspiring and insightful information to help you on the path to achieving your grant goals.



Grants Help Grow NDMU!

- School of Arts, Sciences, and Business
- School of Nursing
- School of Education
- School of Pharmacy
- International Programs
- Student Life
- Renaissance Institute
- Athletics
- A Child's Place
- And so much more!



MSAC

NIH

MSDE

NSF

NEH

MHEC

The Office of Corporate, Foundation, and Government Grants: An Introduction

The Office of Corporate, Foundation, and Government Grants—part of Institutional Advancement—is dedicated to supporting the mission of NDMU and its strategic plan, *Inspired by Tradition: The Path to Transformation*. From expanding student participation in SSND works locally and globally, to building an infrastructure that reinforces both liberal arts and STEM education, to helping to fund a University Center for Women and Social Entrepreneurship, and other institutional initiatives—we have a role to play in achieving NDMU's goals for the future.

Our priority is to help NDMU meet its programmatic, capital and research goals by maximizing grant funding from external sources.

The OCFGG serves as a resource for faculty seeking support by providing a comprehensive range of grant services. We assist with identification of funding opportunities, proposal development (including providing comments on and editing of proposals, and assistance with compilation of budgets), as well as workshops for faculty who are new to grant seeking and grant writing. Once a grant has been awarded, we keep track of funds received and can assist in the process of financial and narrative reporting, making sure strong relationships are built with funders to foster goodwill for future grant opportunities.

Grant Opportunities

Maryland Higher Education Commission

MHEC sponsors Improving Teacher Quality (ITQ) grants. The purpose of this partnership grant is to improve the academic achievement of all students by providing sustained and intensive high-quality professional development to help teachers, and principals prevail as highly qualified and effective in their instructional areas. (RFP to be issued Fall 2016)



US Department of Energy

The Laboratory Equipment Donation Program (LEDP) was established to grant surplus and available used energy-related laboratory equipment to universities and colleges for use in energy oriented educational programs. The listing of equipment available through LEDP is updated as new equipment is identified. It is available at no cost for a limited time and is granted on a first-received qualified application basis. Go to www.osti.gov/ledp to apply.



A Small Grant with Big Value

Gormley Gallery and the Maryland State Arts Council

Since 2010, Geoff Delanoy, Chair of the Art Department, has been receiving small annual grants from the Maryland State Arts Council (MSAC) to fund Gormley Gallery community events. In the past six years, he's been awarded over \$10,000—and Delanoy is currently on a cycle to receive \$1,750 each year through 2018. While the amount of the MSAC grant is determined in proportion to his operating budget, it is enough to make a difference for the gallery's presence on campus and in the wider community. With these funds, Delanoy is able to host regular receptions as part of Baltimore's Artscape Gallery Network and sponsor the National Drawing & Print Competitive Exhibition, the only such show in Baltimore. As an added bonus, the grant frees up other money for the Art Department's operating budget. Delanoy manages to accomplish quite a bit with the money he receives, and he does a good job of reporting this back to the state.

After several years of managing this award, today Delanoy is an exemplary model of grant stewardship. However, there was a learning curve. He says that at first it took a lot of assistance from Institutional Advancement to make the language of his proposal “more

active and appealing to the reviewers.” IA was also helpful making sure the institutional data the proposal required was accurate and up-to-date. Then, after first winning the award, he had to learn the particulars of grant budgeting, which have more rigorous requirements than departmental budgets. Delanoy points out that, “internally, we're just concerned with the bottom line, but they're not interested in big budget buckets.” Rather, funders require specific details on how operational money is spent. “At first [managing a grant] is a lot of work,” but he adds, “it definitely gets easier.”

Delanoy is also good at reporting back to the MSAC on schedule—something funders always appreciate—and this is likely one of the reasons he is a repeat recipient of the award. In addition to keeping track of media clippings and other evidence of his program's success to include in his reports, Delanoy hosts site visits by MSAC staff who review his work on the ground. It's a nuanced relationship, he admits, but ultimately these visits connect him to the wider professional community in his field. After all, MSAC is largely staffed by arts professionals who, like Delanoy, want to see the arts have a positive impact in our community.



Grant Money Doesn't Grow on Trees!



Contact the OCFGG as soon as you identify a funding need.



Have a vision and set your goals early.



Be prepared to modify your plans to align with the requirements of funders.



Once you're awarded a grant, your work has only just begun. Grants come with the expectation that you'll steward the funds responsibly.

A Model of Successful Grant Funding

The School of Nursing Wins \$1.7 Million in a Long Line of Grants from MHEC

Since 2006, when the first of the Maryland Higher Education Commission's (MHEC) Nurse Support Program II (NSPII) grants for educational institutions and faculty development were awarded, NDMU's School of Nursing has won close to \$5.5 million through more than a dozen NSPII grants. Many of these awards fund faculty fellowships and dissertations, with award amounts of about \$20,000 per awardee—a significant contribution when professional development funding can be scarce. However, since 2008, the majority of the funding has been in support of the hugely successful RN-to-BSN program. The SON's largest award to-date came this year in the form of a five-year, \$1.7 million grant that builds on the continued success of the RN-to-BSN program with curriculum revisions and the addition of an online delivery format.

The SON's success in winning these NSPII grants is due in part to their mastery of aligning their projects to the goals of the funder and the specific program for which they are applying.

Being able to align proposal requests with the goals of funders is critical to winning grants. Fortunately, identifying a funder's

goals doesn't have to be difficult—NSPII's are stated clearly on their website and in their requests for proposals each year. Sometimes a call to a program officer or grants manager at the organization is needed to determine if an idea meets the goals a funder is looking to achieve. The challenge of *writing* winning grant proposals is understanding—and being able to clearly articulate—where your needs and a funder's goals intersect. Successful grant proposals should also demonstrate fiscal responsibility and attention to detail in their budgeting. Repeat grantees, like the School of Nursing, are those who are able to follow-through on the plans they set forth in their proposals and report their activities and program spending according to grant requirements.

With multiple program areas and announcements throughout the year, MHEC funds much more than programs in nursing. Other opportunities have included College Access Challenge, with previous funding for the *Trailblazers Scholars* program, and One Step Away, which has recently funded a near-completer program at NDMU. Want to learn more? Visit mhec.state.md.us or contact NDMU's Office of Corporate, Foundation, and Government Grants.



Grant Opportunities

Maryland State Arts Council

Through the MSAC, the Grants for Organizations (GFO) granting program provides unrestricted general operating support to nonprofit and tax-exempt organizations, as well as units of government, that produce or present ongoing arts programming open to the public. GFO awardees educate children, anchor communities, stimulate business activity and support jobs.



US Department of Commerce

The department's Minority Business Development Agency (MBDA) has announced funding for projects that support The Business Innovation for the Next Generation Initiative. The goal of this initiative is to increase entrepreneurs within America's millennial generation.

Proposed projects will provide training to businesses owned or created by minorities between the ages of 16-35 and technical support to foster entrepreneurship and business innovation. (Deadline for applications: June 21, 2017)

It Takes a Team: Who Does What?



Principal Investigator (PI): the lead faculty or staff member responsible for directing the goals of the project.



Director of Corporate, Foundation and Government Grants: responsible for supporting faculty and NDMU leaders to meet their grant goals.



Director of Financial Services: responsible for the financial administration of the grant and completing financial reports to funding agencies.





NSF Pathways to Excellence

Seeing it Through

Alix Chaillou, Chair of the Math department, has worked with STEM students outside of the classroom for the past year as part of NDMU's five-year *Pathways to Excellence* grant. Originally awarded to the University by the National Science Foundation in 2011, this \$452,000 grant has provided students with scholarships and program support in STEM disciplines, as well as offered them opportunities for engagement outside the traditional classroom setting.

Applying for, securing, and managing a federal grant has challenges all its own. These duties can be especially challenging for multi-year grants, when it's not uncommon for leadership roles to change. In this case, the *Pathways to Excellence* grant began under the work of a now retired colleague. Since taking over duties as PI, Chaillou has experienced how important keeping detailed records of program activities and spending is for grant management. While successful grant writing requires vision and a strong plan, grant reporting—especially for government grants—requires a detailed account of how that plan was implemented. Each federal agency has its own requirements and mechanisms, from application sites, such as Grants.gov and NSF's Fastlane, to reporting sites, such as Research.gov. Reviewing requirements for reports and their frequency is essential, as incorrect or overdue reports can prevent colleagues from being able to submit grants or receive funding for future projects.

Fortunately, the OCFGG works hand-in-hand with grantees and NDMU's Business Office to assist with grant oversight—keeping records of proposals, award contracts, payments, and reports for all grants across the university. NDMU plans to renew its application for the NSF's S-STEM program in 2017. For information on this opportunity and others, visit nsf.gov or contact us!



Where the Grants Are

Know What to Look For

For federally funded grants, Grants.gov is the best place to begin. Once you identify an agency that funds your type of work, you may explore their sites directly, but it also helps to think outside the box for other sources. The Maryland Governor's Grants Office (grants.maryland.gov) is a good source for funding available at the regional level. Though not extensive, the Governor's Grants Office provides links to some state, federal, and foundation grants. Keep in mind these search engines provide information on opportunities well beyond higher education funding, so you may want to limit your search criteria to funding available for colleges and universities.

For funding through private foundations, NDMU currently subscribes to Foundation Directory Online (fconline.foundationcenter.org), a database of philanthropies and the projects they fund. You will need to first register individually to perform your search. Once you identify a funder for your project, the OCFGG can use our subscription to explore and build a complete profile of the prospect in order to develop the strongest proposal. If you need assistance accessing or searching any of these databases, please feel free to contact Carla Hobson, Grants Assistant, at x5361.

Grant Workshop

Contact Carla Hobson, Grants Assistant, to register for the upcoming grant workshop scheduled for Thursday, November 10, 2016. Topics covered will include a review of grant terms, how to search for grants, and how to write a winning proposal.



Contact Us

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