
Using External Grants to Improve Learning Results

Creating Processes that Support Effective Grant
Management and Facilitate
Objective-Driven Projects



Where Would Your Institution be
Without Grants?

At Valencia~

- Significantly smaller student population
 - Federal financial aid
- Extremely limited funds available for new initiatives
 - Learning College Initiative
- Devastating cuts in equipment expenditures for the Associate of Science programs

Shrinking State and Private Dollars

- Impacted operating budgets
- Resulted more and more institutions competing for the continually shrinking grant dollars
- Leads to institutions often make promises that they can't keep in order to be competitive in the grant application process

How are Grants Used to Promote Student Learning and Advance Your Institutional Goals?

At Valencia~

- Grants have provided the vehicle to pilot test activities allowing the achievement of major initiatives:
 - Student Success Course
 - Developmental Advising Model (LifeMap)
 - Teaching and Learning Academy
 - Supplemental Learning for Developmental College-Prep courses
 - Career Program Advisors

The success of grants have a direct correlation to how they are developed; and the institutional philosophy that drives their purpose.



How Does Your Institution Use Grants to
Maximize their Effectiveness on Learning?

At Valencia~

- Grants are collaboratively developed within the framework of the College's Strategic Plan
 - This process drives the maximum use of grant dollars to insure that the grant supports "*the needs, not the wants*"
- Strategic planning permits grants to play a pivotal role, or be the stepping stone for the "next thing"
 - Projects are intentionally designed and deliberately implemented to achieve College goals

In order for grants to have the greatest impact on student learning, they must be an integral part of the organizational structure and woven into the culture of the institution.




When a Grant is Award at Your
Institution What Steps/Processes are Used
to Insure Project Success?

At Valencia~

- Committed to a formal process to launch a grant
 - *It Takes a Village* to run a grant
- Provide project director with guidance, support and expectations for performance and outcomes

Grantees often view grant funds as “free money” and/or funds exempt from any institutional constraints.




How Do You Know that Your External
Grants are Properly Managed?

At Valencia~

- Use a system of checks and balances
- Assure multiple levels of accountability and responsibility
- Follow the Statement of Work included in the approved grant proposal

With greater scrutiny placed on State and Federal funding sources this level of scrutiny follows a “trickle-down” approach




What Assurances are in Place for Grants to
Meet their Stated Objectives and
Outcomes?

At Valencia~


- Start with collaborative proposal development process (what is promised and how it is delivered)
- Outcomes/grant achievements are supported with documentation
 - Project managements begins with a strong evaluation plan
- Insure that grant projects are data/result driven
- Monitored closely

Meeting Objectives and Outcomes

- Funding sources want evidence of “what they got for their money”. Increasing these sources are under tremendous pressure to prove that grant funds were used to support the goals/objectives of their agency or department, (PART).
- Less tolerance for “we tried our best” argument.
- Colleges often face the challenge of student learning outcomes vs. agency objectives



How Does Your Institution Plan for
the Sustainability of Grant Work?



At Valencia~

- Conversation about sustainability begins at the proposal development stage
- Project activities play an important role in the success of College initiatives
- Grant results are often used as a bridge to other grant opportunities to continue the next phase of work

Maintaining Grant Work

- Sustainability can't be an afterthought.
- Projects cannot survive when implemented in isolation.
- Our colleagues, like our funders respond to data driven results.
- Project activities that are recognized, acculturated, and valued are more likely to be incorporated into the college structure.

Toni DeMaglio
Grants Compliance Officer
tdemaglio@valenciacc.edu
407-582-2911