Welcome to the latest in a series of periodic publications from the Office of Grants Development. The goal of this publication is to provide basic information to faculty and staff about the grants process at Northern Virginia Community College (NOVA) and to disseminate samples of the types of grant funding that are available. Future topics include the status of various pieces of legislation involving grants for community colleges and various grants applied for and received at NOVA. If you have any suggestions about topics to include or would like answers to specific questions, please contact Deborah Rosen, the director of grants and special projects, at drosen@nvcc.edu or at 703-323-3440 or Robert Henderson, college grants writer at rhenderson@nvcc.edu at 703-323-3493.

Grants Extravaganza!!! Welcome to 2009!!!

The Office of Grants Development welcomes all NOVA folk interested in:

- advancing themselves professionally;
- increasing the resources available to teach, travel, and enhance the educational and employment opportunities for their students; and,
- addressing the challenges their campus and our college face in meeting the 2015 Strategic Objectives.

These brave words reflect the progress we have seen our colleagues make when they reach for the American dream, map new career pathways, and build links with our sister schools and community partners in Northern Virginia.

Dan Lewis, Assistant Dean at the Woodbridge Campus, won a prestigious Virginia Foundation for the Humanities grant to bring in a well-known historian, Dr. Leni Ashmore, to deliver a lecture on the maids, butlers, and chefs who worked as slaves in Thomas Jefferson’s household. Sue Sherry of the Annandale Campus Mathematics Department won a VCCS Professional Development Grant to produce a Manual for Success Strategies in Developmental Mathematics. Milton Muldrow, an Adjunct from the National Science Foundation, won another VCCS Professional Development Grant to study the Effects of Learning Style in Teaching Global Warming. Innovative proposals have been submitted by Paula Debes, Kerin Hilker, Mike Krimmer, Johanna Weiss, La Gomez, Abe Eftekhari, Andy Cornell, Frances Villaagran-Glover, Laura Franklin, and many more. Ruthe Brown led the effort to secure Tech Prep funding. Each of these professionals has contributed materially to NOVA’s institutional capacity by contributing expertise in a disciplined approach to writing winning grant proposals. Over 100 propos-

Submit items of interest for publication in the Grants Newsletter via e-mail to drosen@nvcc.edu
als have been submitted thus far in the fiscal year. These opportunities, and more, are available to you as well in the coming year.

**Bill Browning in Workforce Development**

has garnered over $500,000 in the last year to support the work of the American Dream Team. He built on the success achieved in a grant from the Cafritz Foundation to leverage funding from Fairfax County and the American Association of Community Colleges. The American Dream Team has opened doors for thousands of Northern Virginians who are new Americans, non-native English speakers, or others who simply needed help to get started on a new direction in their lives. Congratulations to William Gary for his strong leadership in Workforce Development and the steady support for Bill Browning, Evelyn Cromartie, and all the other NOVA folks engaged in strengthening our ties to the local community.

**Milan Hayward**, as Special Assistant for Career and Technical Education, has won for the college over $1m in support to:

- build the Governor’s Career and Technical Academy in close partnership with Arlington Public Schools;
- establish a Model Adult Automotive Pathway providing employment and new careers for 80% of participants; and,
- leverage private sector support from many companies including a multi-year, $400,000 grant from Volkswagen.

NOVA faculty and staff won 12 VCCS Professional Development and Conference Mini-Grants in the last calendar year. This is up from substantially from the preceding grants cycle. NOVA’s “hit rate”, that is the number of grants funded versus the number of proposals submitted, for the last 12 months has been well over 75%. All of these success stories hinge on a willingness to do what is asked for by the grantor in a timely manner. The only secret to successful grant writing is a strategic approach to preparing the proposal.

NOVA received feedback from VCCS that confirms tried and true principles of proposal writing. **Deborah Rosen and Rob Henderson** provide assistance to faculty who consult them before submitting proposals, and that assistance makes a difference, certainly with proposals submitted to the Virginia Community College System and in all other grant efforts:

- Read and carefully follow the directions in the guidelines;
- Do not submit proposals solely for the objectives of the grant recipient...help someone else;
- And, last, but not least, we can confidently state, those NOVA folks who consult with us beforehand and follow advice, have a much greater chance of submitting a winning proposal.

Visit the Office of Grants Development website [www.nvcc.edu/grants](http://www.nvcc.edu/grants) to see the opportunities that appear on a periodic basis. Download an RFP and call the office at the numbers in the margin of this document. Or, just call Debbie or Rob to talk about your interests.

**Recurrent RFPs**

Most Federal agencies, and many private foundations, provide competitions for established programs on an annual or semi-annual basis. A proven method to succeed in writing proposals is to go after the same opportunity, building the proposal on the feedback the foundation or agency has given you in previous years.

Moreover, working on a regular basis with the Office of Grants Development will allow the staff, Deborah Rosen and Robert Henderson, to get to know your interests and expertise. In addition, a recurrent grant cycle provides you with time to plan your next effort and mobilize the partnerships that deliver grant funds and recognition for your hard work. Put your target agency on your annual grants calendar and we will help you plan, develop, write, and submit an award winning proposal.