Welcome to the latest in a series of periodic publications from the Office of Grants Development. The goal of this newsletter is to provide information to faculty and staff about the grants process at the College and to disseminate announcements of grant awards. If you have any suggestions about topics to include or would like answers to specific questions, please contact Deborah Rosen, director of grants and special projects, at drosen@nvcc.edu.

The Secret to Successful Proposal Development: Compression Planning

Have you ever sat in a meeting and wondered why people spend so much time not getting the point about meetings? Do colleagues ventilating decades old grievances seem to dominate? Why is so much time spent fruitlessly?

The answers lie not in the character defects of colleagues, but in the inadequacies of planning for and running meetings. A system getting the most out of sessions developed by McNellis and Associates of Beaver Falls, PA, provides a way to identify the purpose and the “non-purpose” of a meeting, focus the energy and talent of the group, and produce within a surprisingly short time the results that meetings are supposed to produce.

Effective meeting planning lies at the heart of this approach. The identification of the purpose and the non-purpose of the session, the setting of an agenda with time limits and outcomes including the topics that require further exploration, and focusing or drilling down on and careful vetting of the stakeholders with the most knowledge and information about how these ideas can work at our College takes place before invitations go out. These stakeholders, if properly identified, will also provide the energy to drive the ideas from brainstorming through to materialization with the financial and human resources to execute a program.

Rules of Engagement for the Exploring Session that opens these structured conversations are ways to ensure your participants “suspend judgment, listen to each other, create rich thoughts, and ensure no speeches (30 second rule).” The Rules of Engagement for the Focusing Session require participants “to attack ideas not people, narrow down to the manageable few that have been produced, focus on unique factors, and then create strength through merging ideas.” This sounds like “new-age” mumbo-jumbo but it works, it really works.

The secret sauce of “Compression Planning” is not so secret, and has been around since the 1970s. Organizations that adopt the model see accelerated proposal production schedules and higher rates of success in grant applications. See http://www.mcnellisco.com/ for further details about this important discipline that will help guide us in the development of grant applications in the Office of Sponsored Programs at NOVA. Or, call Rob Henderson at rhenderson@nvcc.edu or Deborah Rosen at drosen@nvcc.edu for more details.

Proposals Submitted to the Chancellor’s Innovation Fund

Eight innovative proposals have been submitted to the VCCS Chancellor’s Innovation Fund. This annual competitive grant is open to faculty and staff at VCCS colleges and supports innovative, targeted projects that closely align with the goals of Achieve 2015, especially the goals of increasing student access to and success in postsecondary education and training. Projects need to be completed and as

Submit items of interest for publication in the Grants Newsletter via e-mail to drosen@nvcc.edu

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Assessed over a six-month period from January through June. The College has been quite successful applying to this program in the past. Some of the latest proposals include training for online course delivery, developing additional programs to serve veterans, and creating student services programs to improve completion rates. We hope to announce the 2013 winners in next month’s newsletter. Best of luck to those who applied!

Another STARTALK Proposal Submitted

Dr. Laura Franklin, a professor of French (AL), is continuing her non-stop applications to the STARTALK program. Funded by the National Security Agency (NSA) through the University of Maryland, the program supports summer workshops at NOVA to continue to upgrade the skills of faculty nationwide who teach less-commonly taught languages. STARTALK continues to bring accolades to Dr. Franklin and the College. We look forward to another successful run.

Rapid Response Grant

One of the unsung heroes of our grant efforts is a federal program called Rapid Response, funded by the U.S. Department of Labor. Rapid Response is designed to respond to layoffs and plant closings by quickly coordinating services and providing immediate aid to companies and their affected workers. Gregory Vaughn, with NOVA’s Workforce Development Unit, handles our regional response.

The State Dislocated Worker Unit (DWU) receives notices of plant closures and mass layoffs, including those covered under the Worker Adjustment and Retraining Notification (WARN) Act. When the DWU obtains information about a major layoff, it can respond with on-site services to assist workers facing job losses. Rapid Response provides early intervention assistance designed to transition workers to their next employment as soon as possible. While the Rapid Response Program is administered at the state level, it is planned and implemented at the local level through a combined team effort.

The more quickly Rapid Response is initiated, the more time is available for workers to overcome their fears and begin their re-entry into the workforce. Early intervention allows employers and workers to communicate about worker concerns, take advantage of worker transition committee opportunities, initiate peer worker projects, and identify, design, and oversee layoff aversion and incumbent worker strategies. A Workforce Services Consultant (Mr. Vaughn represents this region) is stationed in each of the state’s major regions, and works directly with company representatives and with employees to design and deliver employment transition services before the actual layoff date. Their responsibilities include meeting with the employer to get more information about reduction in force plans, provide an overview of service options, and customize services according to workforce needs. Mr. Vaughn is located in the Pitney-Bowes Building, and is available at evaughn@nvcc.edu.

Dominion Check Presented to NOVA

On October 24th, Dominion Power presented Karen Bushaw-Newton, Assistant Professor of Biology (AN), and Sara Rilveria, Landscape Architect (CS), with an oversized check for $30,000 at a special luncheon honoring this year’s awardees. NOVA was one of four institutions of higher learning that attended the event. Dominion funds are being used to create a multipurpose Sustainability Zone at the Annandale campus.

For more information on any of the programs mentioned above please contact Deborah Rosen at drosen@nvcc.edu.

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