



---

---

---

---

---

---

---

---



---

---

---

---

---

---

---

---



---

---

---

---

---

---

---

---



---

---

---

---

---

---

---

---

- ### Strategic Grant Seeking
- Grants cost \$ and time
  - Properly aligned grant seeking reduces risk of spending \$ haphazardly and ensures sufficient match funds
  - Promotes institutionalization of grant investments and has "buy-in" required to make project successful

---

---

---

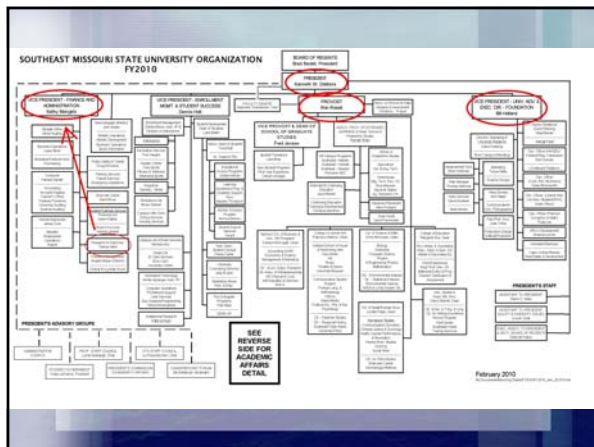
---

---

---

---

---



---

---

---

---

---

---

---

---

### Grant Seeking Gaps

- Project management for collaborative grant proposals (“driver” and “glue”)
- Grant writing for infrastructure needs
- Identification of strategic grant targets based on funding agency agendas and the institution’s capabilities

---

---

---

---

---

---

---

---

### Sponsored Programs Office

Traditional SPO	Strategically Focused SPO
<ul style="list-style-type: none"><li>• Support for faculty grant seeking</li><li>• Conduct searches for grant opportunities</li><li>• Checks for compliance with federal, state and university protocols for outgoing proposals</li><li>• Ensures complete and accurate proposal forms and documents</li></ul>	<ul style="list-style-type: none"><li>• Strategic voice in decisions regarding cross-discipline and infrastructure grant seeking priorities</li><li>• Project manager for large scale proposals that require cross-discipline collaboration</li><li>• Aggressive fund developer working alongside other income sources</li></ul>

---

---

---

---

---

---

---

---

### Strategically Focused SPO

- Access to Decision Makers
- Knowledge of Strategic Priorities
- Awareness of Future Plans
- Understanding of Agency Agendas and Funding Trends
- Time Management Skills

---

---

---

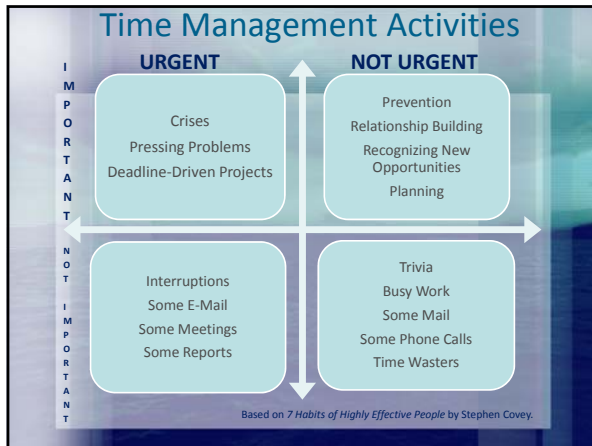
---

---

---

---

---



---

---

---

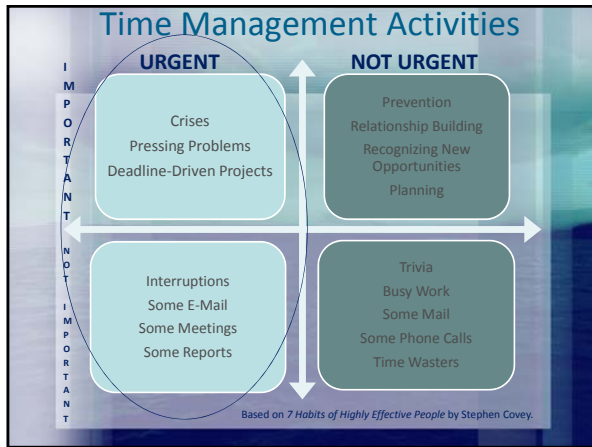
---

---

---

---

---



---

---

---

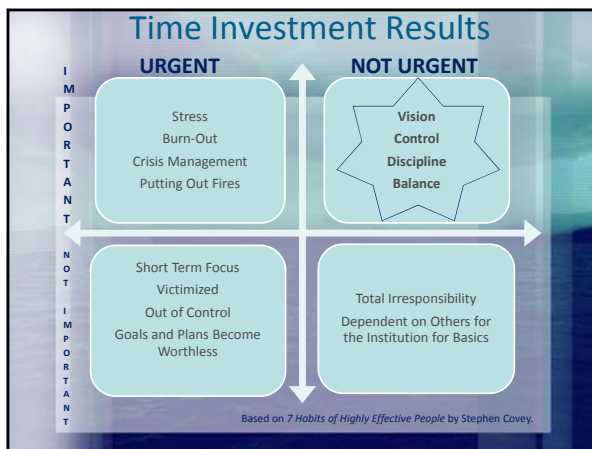
---

---

---

---

---



---

---

---

---

---

---

---

---

**U.S. Department of Education  
Strengthening Institutions (Title III)**

- **\$2M over 5 Years**
- Laboratory Renovations
- Scientific Equipment for Teaching
- Faculty Development
- Course Redesign
- Project Coordinator Position
- Endowment Funds for Maintenance

---

---

---

---

---

---

---

---

**WIFM? Building the Team**

- **Autonomy**  
– *The urge to direct our own lives.*
- **Mastery**  
– *The desire to get better and better at something that matters.*
- **Purpose**  
– *The yearning to do what we do in the service of something larger than ourselves.*

From Drive: The Surprising Truth About What Motivates Us by Daniel H. Pink (2009)

---

---

---

---

---

---

---

---

**Pre-Award Strategy**

- Study the grant mechanism
- Observe the “sausage making” of the campus strategy independent of the grant
- Manage proposal development from the SPO
- Team Writing – Everyone contributes based on his/her expertise
- Strategically focus consultant time / expense
- Communicate clearly the rewards and expectations of players if the grant is funded
- If declined - study reviewer comments, recalibrate proposal and re-apply

---

---

---

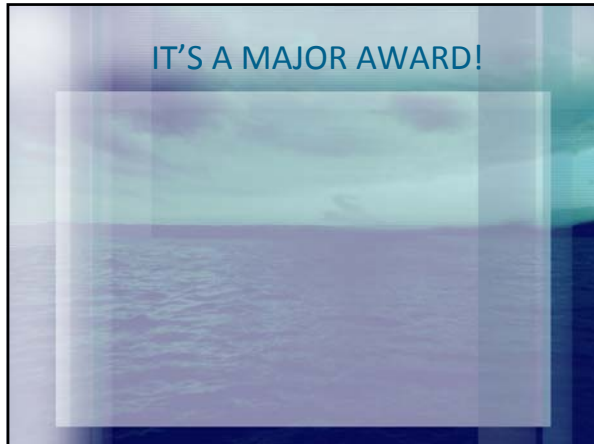
---

---

---

---

---



---

---

---

---

---

---

---

---



---

---

---

---

---

---

---

---



---

---

---

---

---

---

---

---



### Leveraging Evaluation Data

- Involve internal (permanent) personnel.
- Use data to show evidence of the efficacy of program elements.
- Use data to show needs for improvement.
- Evaluation data is formative as well as summative, so review reports as they are available rather than waiting for the final report.
- Report evaluation data to stakeholders and collaborators.

---

---

---

---

---

---

---

---

### The Strategic SPO Director

- Be proactive – know “what’s next”
- Know when to say “no”
- Carve out time for strategy and relationship building
- Communicate with program officers
- Be generous with credit
- Amplify success as a rung in a ladder, not a capstone accomplishment

---

---

---

---

---

---

---

---

### Contact Information

**Teresa Wilke**  
Director of Grant Development  
Southeast Missouri State University  
Phone: (573) 651-2018  
Email: [twilke@semo.edu](mailto:twilke@semo.edu)  
  
Southeast MO State’s Title III Website:  
<http://www.semo.edu/title3/>

---

---

---

---

---

---

---

---