### Grants and Federal Programs Department

**2006–2007 Goals and Action Steps**

*Items in blue* indicate a hyper-text link to the department’s website where the complete resource can be found. To access from this report move cursor over the text, press down Ctrl and then press enter.

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**Strategic Goal 1: Procurement**: Help develop and maintain federally-recognized and supported Centers of Excellence.

<table>
<thead>
<tr>
<th>Status</th>
<th>Action Steps and Progress</th>
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</thead>
<tbody>
<tr>
<td><strong>Identify Projects</strong></td>
<td>- Staff will continue to deepen their understanding of the Kirkwood Strategic Plan (SP) and work with Deans/Directors to identify specific projects for external funding that fit the Plan and particularly support Kirkwood’s Centers of Excellence.</td>
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<tr>
<td><strong>Action Steps/Progress</strong></td>
<td>John MacGregor serves on the KQIP Steering Committee and will update department staff. At Grants staff retreats, all Kirkwood department goals are reviewed to ensure grants support these goals.</td>
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<tr>
<td><strong>Kirkwood Center’s of Excellence</strong>:</td>
<td>As part of the department’s five-year plan to help the college build and maintain federally-recognized and supported Centers of Excellence, promotional information on four existing centers are available on line and are distributed to federal agencies and other colleges: (1) Environmental Health, Safety and Security Programs, (2) Workforce Development, (3) Science, Math and Technology, and (4) Career Academies. In ’07, promotional material for a fifth Center of Excellence, (5) International Programming, will be prepared and distributed.</td>
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| **Identify Funding Sources** | - Conduct daily review of Grants.gov and the Federal Register for external funding opportunities that support Kirkwood’s Strategic Plan and related projects. |
| **Action Steps/Progress** | Debbie Mrkvicka will spend approximately one hour per day searching on-line for funding opportunities in the Federal Register, Grants.gov, the Foundation Center, and federal department websites. An average five opportunities will be forwarded to Deans and Directors each week for further investigation. |
| **Department Funding Calendar**: | Maintain a calendar of grant opportunities, deadline dates, and links to funding sources. |

| **Develop Proposals** | - Prepare proposals in response to specific solicitations and project concepts that fit the college's five-year Strategic Plan. |
| **Action Steps/Progress** | - Prepare a Title III application that reflects needs identified in the Strategic Plan. |
| | Maintain or surpass FY’06 deliverables: |
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- During FY06, 21 new proposals for $12,189,721 and three earmark requests for $7.5 million were submitted; Proposal success rate was 81% (with 5 applications still under review as of 8/15/06); Return on investment exceeded $40 earned for every $1 spent.

In FY ’07, target the following grant programs:
- DOL's Community-Based Job Training Initiative
- ED’s Title III and FIPSE
- NSF’s ATE projects
- A DOJ or DOE earmark
- Continued funding through DHS and NIEHS
- state pass-through funds

Improve Kirkwood’s ability to secure federal grants.
- Encourage Deans to hire more faculty with PhDs, grant-writing experience, and an entrepreneurial spirit.
- Encourage faculty to attend agency-sponsored conferences to learn about federal initiatives and other colleges’ grant-funded programs.
- Work with the administration to develop grant-writing incentives for faculty (stipends, funds to attend conferences, recognition).
- Work with the administration to design a systematic depository of data, and quantification of needs and successes that can be used in grant-writing.
- Identify and nurture grant contacts in each department—persons who enjoy resource development and understand the serious responsibility involved.

## Maintain Existing & Create New Funding Opportunities

- Visit targeted federal agencies to introduce Kirkwood and our grant projects and to learn about new federal initiatives.
- Make Hill visits to introduce & reinforce importance of earmark requests.
- Prepare earmark requests for Congressional appropriations based on Kirkwood’s Strategic Plan.

### Action Steps/Progress

Schedule Washington, DC trips three times per year to visit federal agencies and Congressional offices.

Attend AACC and agency-sponsored conferences to identify new federal initiatives and funding streams.

Prepare an earmark request for a Hazard Response Technology Mid-America Library (DOJ) and a Bio-diesel Plant for training technicians (DOE).

Review lobbying contract for effectiveness.