GRANT MANAGERS BROWN BAG

SO….YOUR PROGRAM NEEDS MONEY

STRATEGIES FOR SECURING ADDITIONAL MONEY TO SUPPORT EXISTING PROJECTS

NOVEMBER 2025

WHY THIS TOPIC?

- Uncertainty of federal funding, including real and potential loss of existing funding

- Need to diversify funding

- Not all funding needs meet the definition of a program

- Project Directors requested this topic

AGENDA

- Establishing the Core Program

- Identifying Needs

- Outlining Programming

- Developing the Budget

- Finding Potential Sources of Funding

- Working with the Grant Team

ESTABLISHING THE CORE PROGRAM

- The focus is not new programming; but rather enhancements or additions to existing programming
- What is a Core Program?
  - Institutionalized by the College/District;
  - Included in the General Fund OR Supported by a long standing categorical or grant program
  - Does not need operating funds to sustain the program
  - Serves as the foundation upon which new programming can build
  - Seeks additional funding to enhance existing services
  - Led by a Program Director or Manager or Faculty Chair or Dean

- Examples
  - ➢ Student Support Services
  - ➢ EOPS
  - ➢ Guardian Scholars
  - ➢ Engagement Centers
  - ➢ Veterans Resource Center
  - ➢ Instructional Programs

IDENTIFYING NEEDS

- Benefits of a Core Program
  - Lots of data readily available
    - Understanding where the gaps exist
  - Program Review or External Evaluation exists
- Use data and evaluation findings to identify what program stakeholders need
- Align needs with program goals and objectives
  - Do not create new goals and objectives

OUTLINING PROGRAMMING

- Not all programming is created equal
- Targeted programming for small requests should be:
  - Time limited
  - Not essential to the Core Program
  - Self-contained
  - Able to be quickly and easily added to the Core Program
  - Terminable

Common Types of Project Add-Ons

- Mental Health Counseling
- Basic Needs Assistance (food, housing, child care, transportation, etc.)
- Case Management
- Professional Development
- Field Trips
- Speaker Series
- Research Experiences

DEVELOPING THE BUDGET

- Costs Amenable to Project Requests
  - Hourly, Temporary Employees
  - Faculty Special Project Requests
  - Consulting Services/Professional Services, such as mental health counseling
  - Travel
  - Direct Aid
  - Materials and Supplies

- Costs that Should be Avoided
  - Salary and Benefits for New Employees
  - Salary and Benefits for Existing Employees
    - Release Time is OK
    - Overtime is OK depending on program
  - Indirect Costs
    - Budgets are tend to be small

FINDING POTENTIAL SOURCES OF FUNDING

- Public Grants
  - Federal: Current Status - Uncertain
  - State
    - Health Careers Exploration Program (HCAI)
    - CalHumanities (suspended due to federal uncertainty)
  - Local
- Private Grants

- Private Funding
  - Generally much smaller award amounts
    - $5,000 to $100,000
  - 12 to 24 month award periods
  - Highly competitive
  - Existing relationship with funder helpful
  - Direct alignment with funder's mission, goals, and strategic priorities necessary
  - Less flexibility
  - Impact and Innovation are important

PRIVATE FUNDING

- Edison International
- California Wellness Foundation
- Inland Empire Community Foundation
- U.S. Bank
- Albertsons Companies
- Colburn Foundation
- Carpenter Foundation

- Anthony and Jeanne Pritzker Family Foundation
- Union Bank
- Bank of America
- James Irvine Foundation
- John Burton Advocates for Youth
- Arthur N. Rupe Foundation

WORKING WITH THE GRANT TEAM

- Help us help you!!
  - Send us your projects – one page is sufficient
    - Description of project
    - Target population
    - Amount of money needed
  - Request a meeting with us
    - Project development
    - Budget development
    - Brainstorming
- Share your external partners with us so we can do some prospect researching

WORKING WITH THE GRANT TEAM

- Reach out to us early in the process
  - It can take 6 to 12 months to receive a grant award
- Let us know when you submit a request on your own
  - Each college has a grant development and submission process – President approval is required
  - Critical to coordinate submissions across the District, within the colleges, and with the Foundation
  - We also track all requests and report out on them

QUESTIONS???