

# How Provosts and Vice Presidents of Advancement Can Work Together to Generate New Sources of External Funding Revenue

20  
23

Institute for Chief Academic Officers with Chief Advancement  
and Chief Communication and Marketing Officers  
November 4–7, 2023 » Tampa Marriott Water Street Hotel



The Council of  
Independent Colleges

# Presenters

Debbie Ricker, Provost, *Hood College*

Nancy Gillece, Vice President of Institutional Advancement, *Hood College*

Lauren Bowen, Provost, *Juniata College*

Jim Watt, Vice President of Advancement and New Strategic Initiatives,  
*Juniata College*

John McAllister, Managing Partner, *McAllister & Quinn LLC*

# Chair

Jessica Gerrity, Senior Vice President, *McAllister & Quinn LLC*

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- Est. 1893; private liberal arts college in Frederick, Maryland
- Originally all-women's college; fully co-ed residential in 2002
- ~1200 Undergraduates (70% residential)
  - 32 majors
- ~800 Graduate students (> 10,000 credits annually)
  - 19 Masters degrees
  - 3 Doctoral degrees
- 11:1 SFR
- \$185,000,000 Endowment





- Strength of the partnership
  - Institutional Advancement & Academic Affairs
- Designated support
  - Director of Grants & Sponsored Programs
  - Grants Compliance Manager
- McAllister & Quinn partnership
  - Menu of funding opportunities
    - Federal grants
    - Foundations
    - Congressional earmark
  - Grant writing support
  - On-campus training
- Leveraging indirect costs
  - Faculty stipends
  - Course buy-out

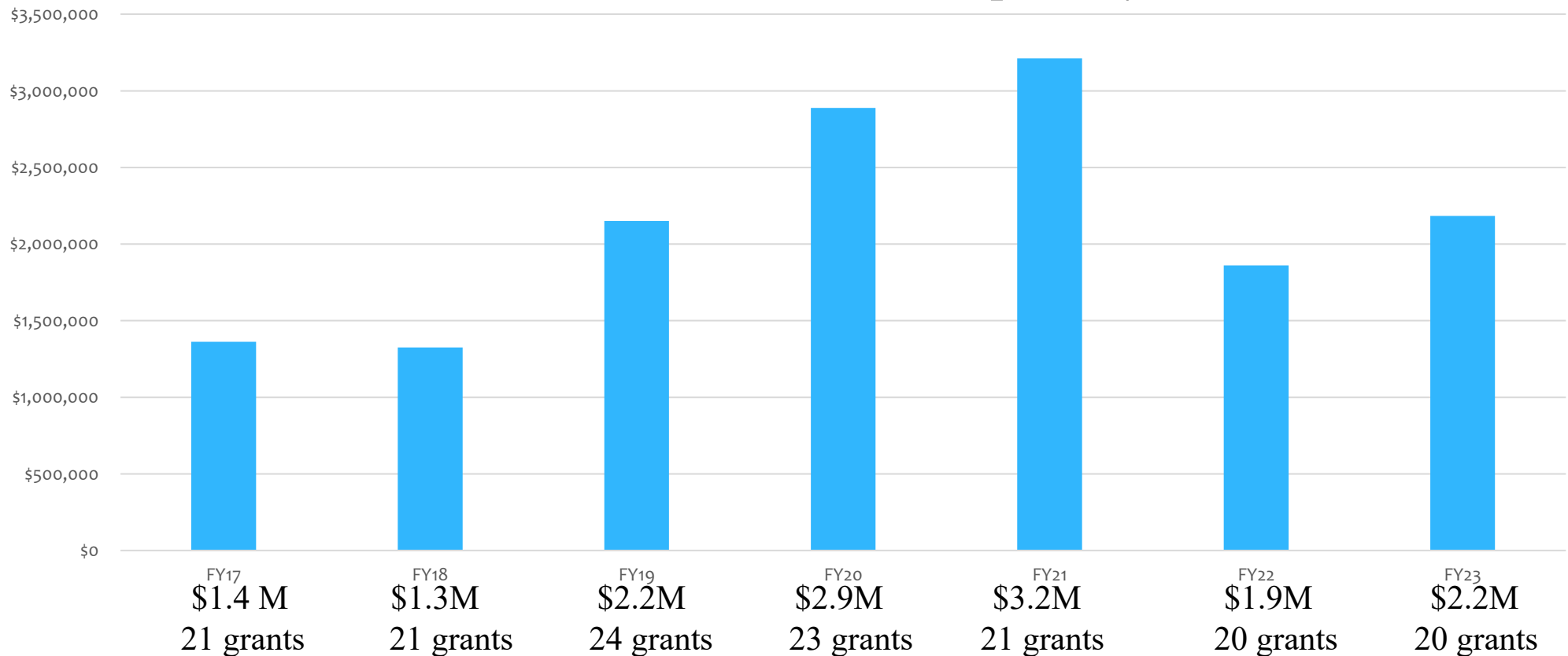


# Hood College

## Grants and Sponsored Programs Dollars Awarded

### FY17 –FY23

\$15 million awarded over past 7 years







- Private Liberal Arts College in Huntingdon, PA (est. 1876)
- 1235 Undergraduates, 81 Graduates (96% Residential)
- \$129,000,000 Endowment
- 100% of Students Receive Financial Aid with an average of 95% of financial needs met per student
- 11:1 SFR with 75% of classes having fewer than 20 students.



# **Juniata College Grants & Foundations**

## **Select Awards from 2018-2023**

### **National Endowment for the Humanities Infrastructure and Capacity Building Challenge Grants (2022)**

- Purpose – Construction of Archives and Special Collections Suite of the Learning Commons
- Amount – \$498,577

### **EDA: American Rescue Plan (2022)**

- Purpose – Economic Redevelopment Infrastructure Efforts in a post-COVID-19 environment
- Amount – \$1,5000,000 total

### **US Department of Justice, Office on Violence Against Women (DOJ OVW)**

- Purpose – funds The SPoT (Safe Place to Talk) and awareness/prevention of interpersonal violence
- Amount – \$599,760 total (\$299,813 in 2021)

### **Redevelopment Assistance Capital Project (RACP): Renovation and Expansion of the Juniata Library (2019)**

- Purpose – Learning Commons funding
- Amount – \$4,000,000

### **National Science Foundation S-STEM: STEM-Oriented Undergraduate Research (2019)**

- Purpose – Scholarships and research funding for high-achieving, low-income students
- Amount – \$999,698



**Juniata College**

# **Juniata College Grants & Foundations**

## **Select Awards from 2018-2023**

### **The Donald B. and Dorothy L. Stabler Foundation: Endowed Scholarships**

- Purpose – endowed scholarships for low-income, high-achieving students
- Amount – \$1,059,000 (total of four annual awards since 2019)

### **National Endowment for the Humanities - Humanities Connections Implementation**

- Purpose – create and implement a secondary emphasis on the Rural Experience
- Amount – \$184,925 total (\$149,989 in 2023 and \$34,936 in 2021)

### **National Science Foundation NOYCE: Energizing STEM Teaching Across Rural Schools (E-STARS)**

- Purpose – Scholarship and experiential learning for future STEM teachers
- Amount – \$2,209,353 total (\$1,199,981 in 2023 and \$1,009,372 in 2016)

### **Sherman Fairchild Foundation**

- Purpose - Fluids Lab Equipment
- Amount – \$496,500

### **Earmark through the 13<sup>th</sup> District the Community Funding Project and Dept. of Education (2022)**

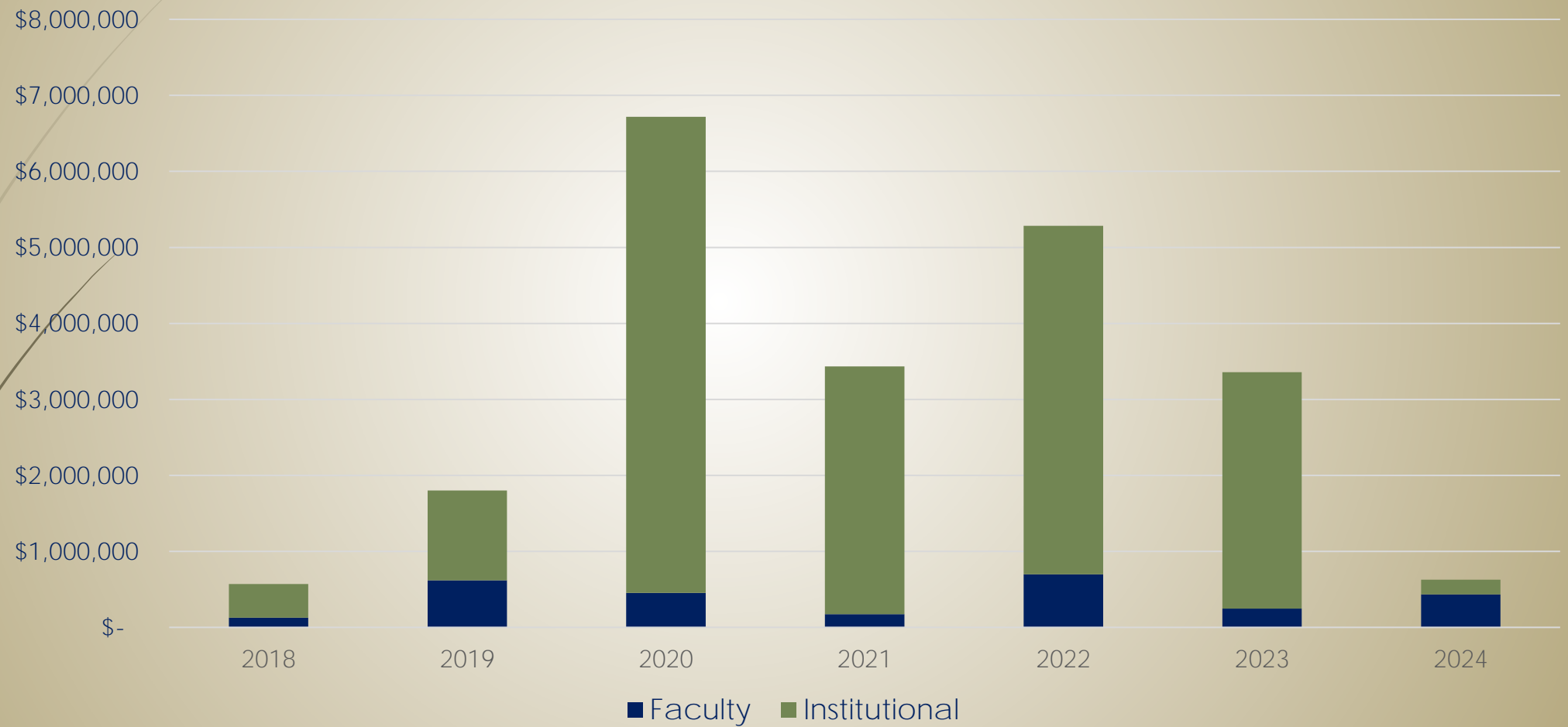
- Purpose – research, technology infrastructure, and community education
- Amount – \$995,000



**Juniata College**



# Individual versus Collaborative Institutional Grants



# Conversation Time



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Thank you  
for attending  
this session!



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