SESSION TAKEAWAYS

How grant professionals can become partners in student success
Clay Christensen: Comments, Predictions for America’s Community Colleges

2006:
“dramatically changing the shape of higher education in the United States by expanding access to and redefining the goals of advanced study.”

2014:
“Fifteen years from now more than half of the colleges will be in bankruptcy including state schools.”
ACHIEVING THE DREAM NETWORK

- 4 Million Students
- 220 Colleges
- 100 coaches and advisors
- 39 States + D.C.
Student Success: Lessons Learned from Achieving the Dream colleges
What we Know

- Interventions that are not connected and scaled are not yielding strong returns
- New generation of developmental reform to connected, customized and accelerated rather than as stand alone pre-requisite
- Entry to transition systems must be redesigned
What we Know

- Equity-minded design is essential and must be intentional and comprehensive
- Leadership matters
- We must find new ways to be part of a larger connected and dynamic system
ATD Institutional Capacity Framework

- Teaching & Learning
- Engagement & Communication
- EQUITY
- Strategy & Planning
- Data & Technology
- Policies & Practices
- Leadership & Vision
- Student-Focused Culture
Connecting Pathways to the Institutional Capacity Framework

Clarify paths to student end goals

Help students choose and enter a pathway

Ensure that students are learning

Help students stay on a path

TEACHING & LEARNING
ENGAGEMENT & COMMUNICATION
EQUITY
DATA & TECHNOLOGY
LEADERSHIP & VISION
STRATEGY & PLANNING
POLICIES & PRACTICES
Student-Focused Culture
Promise of a Guided Pathways Approach

- Clear roadmaps to student goals
- Intake redesigned as an on-ramp
- Students’ progress closely tracked
- Learning outcomes/assessments aligned across programs

- Churning
- Early transfer
- Completion
- Excess credits
- Time to degree
- Skill building
Trends Shaping Student Success and Resource Development
Top 15 Trends in Community College Student Success and Philanthropy

1. Confidence in the value of higher education is eroding and skepticism is increasing.

2. Community colleges are seeing significant drops in enrollment, threatening their fiscal stability. The number of dual enrollment students at community colleges could be masking the extent of the enrollment decline.
Top 15 Trends in Community College Student Success and Philanthropy

3. Federal policy for higher education is unclear but looks to be moving in the direction of deregulation, cuts in student aid programs, and the gutting of programs that disproportionately help students most in need.
4. Liberal arts education is under attack, with a stronger focus on vocational programs, new forms of apprenticeships, STEM, and short-term job training programs.

5. Frustration is increasing with the slow pace of incremental change and improvement in increasing the completion of traditionally underserved students, especially at community colleges, in the public (with policy makers and legislators) and in philanthropy.
Top 15 Trends in Community College Student Success and Philanthropy

6. The student success movement is entering a “next generation” of reform that calls for a new completion and access agenda. Yet, most community colleges have not moved through the first wave of student success reforms.
7. State funding continues to decline, down 17 percent since 2008. Coupled with enrollment declines and the ripple effect of state cuts on local funding, the higher education business model is being challenged.
Top 15 Trends in Community College Student Success and Philanthropy

8. The openness of college campuses, a unique and foundational strength, is now a potential vulnerability placing new pressures on facilities operations and campus safety professionals.
9. College Promise programs are sweeping the country coming in many forms, originating in a variety of ways. Many colleges are moving to the center of community-based Promise program design forming new partnerships and setting collective, community-wide educational attainment goals.
10. College affordability and student debt remain in the forefront of public dialogue and media attention. The fear of student debt poses a significant threat to educational opportunity in the United States. Default rates at community colleges, while decreasing at faster rates than other sectors, are still too high.
Top 15 Trends in Community College Student Success and Philanthropy

11. Foundations are more proactive and prescriptive, shifting to donor-driven giving with investment in proven, evidence-based models, and in cohorts of colleges rather than individual colleges.
12. Individual donors are using new vehicles to achieve their philanthropic goals including impact investing, limited liability corporations, and donor-advised funds (e.g. Sheryl Sandberg’s new giving). They are also more likely to engage in “giving while living” practices.
Top 15 Trends in Community College Student Success and Philanthropy

13. Giving at the middle of the gift pyramid is dropping off suggesting we are struggling with engaging younger alumni and growing the donor base.

14. Building social media capital is emerging as essential to supporting enrollment, completion, legislative relations, brand awareness, and philanthropy.
Top 15 Trends in Community College Student Success and Philanthropy

15. There is increasing evidence that more college students are in need of safety net supports, like access to public benefits, basic financial security supports, transportation, mental health supports, etc. to stay in college and complete.
Your Role in Advancing the Student Success Agenda on Your Campus
One: Consider these fundamental questions

- Are you connected to the student success activities on your campus?
- Are your efforts reinforcing the temptation to take on boutique interventions?
- Are you thinking about scale from the start of your proposal development?
- How are you living your equity commitments through your resource development efforts?
Two: Know Your Data

- Build the case with data (disaggregated) and track successes of efforts beyond just compliance.
- Connect with the IR leader on campus
- Look at your area ROI with new metrics
  - How is your work improving student ROI?
  - How are grants results driving the student success results?
Three: Understand your students’ “lived experiences”

- Observe
- Focus Groups
- Informal sessions
Four: Be proactive in connecting your grants work to broader student success efforts

- Look for a framework to guide your efforts
  - Strategic plan
  - ATD’s ICAT
  - Pathways
  - Loss-Momentum Framework
Five: Immerse yourself in faculty conversations

- Accreditation
- Program reviews
- Division meetings
- Student success committees
- Teach
Six: Find Ways to Innovate with Faculty

Help faculty get started by...

✓ setting goals
✓ identifying objectives
✓ determining outcomes that are specific to their problem or need AND specific to the interests of the funder.
Seven: Make your supports clear and accessible

“We’re changing the name to Sponsored Projects Office because that better aligns us with how federal agencies view these funding programs.”

“For example, the National Science Foundation does not recognize a ‘grants office’ but they do recognize ‘sponsored projects’ or ‘sponsored research.’”

- Santa Fe College Sponsored Projects Office Director
EXAMPLES OF SERVICES

- Identify funding opportunities to match Santa Fe College needs
- Provide access to digital grants funding resources
- Coordinate internal review, approval and reporting of grants
- Assist and train college personnel in developing grant proposals
- Provide technical support and advice regarding application deadlines and funding agency requirements
EXAMPLES OF SERVICES

- Coordinate research and planning in proposal development
- Help with writing, editing, and critiquing proposals; collecting data; developing proposal budgets; and preparing submissions
- Assist with the Institutional Review Board process, when applicable
- Act as a liaison between the college and funding agencies
Wildcard Thoughts

- Consider resource development as a backbone for collective impact efforts.
- Rethink resource development and financial aid connections.
- Lead and model efforts to scale interventions.
What Feeds Your Soul?

Your personal story for doing this work matters!!
Resources
COMMUNITY COLLEGE
GRANTS OFFICE WEBSITES

 Columbus State: http://www.cscc.edu/about/grants/

“The Grants Office has a full grants development process for pre-award from Ideation to Framing to Refinement/Transmittal.”

 Houston Community College: http://www.hccs.edu/departments/resources-developmentgrants-office/
COMMUNITY COLLEGE GRANTS OFFICE WEBSITES

- LaGuardia: http://www.laguardia.edu/Grants-Office/Writing-Assistance/

- Austin Community College District: http://www.austincc.edu/offices/grant-development-and-compliance
COMMUNITY COLLEGE GRANTS OFFICE WEBSITES

- Portland Community College: https://www.pcc.edu/resources/grants/

- Pasadena City College: https://pasadena.edu/institutional-effectiveness/grants-office/
COMMUNITY COLLEGE GRANTS OFFICE WEBSITES

- Sinclair Community College: http://www.sinclair.edu/about/offices/grants-development/
THANK YOU!

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