

Angling for Grants in Lean Times



Librarian to Librarian Networking Summit

East Carolina University

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**Funding reduced,
eliminated or
suspended for library
programs in
2011-12**



Improving Literacy Through School Libraries

For the first time since it was created in 2001, this program was zeroed out of the federal budget in 2011.

“This decision shows that school libraries have been abandoned by President Obama and the Department of Education,” according to Emily Sheketoff, Executive Director of the American Library Association’s Washington office.

The [DOE] has withdrawn funding from numerous successful literacy programs in order to launch new initiatives to bolster science, technology, engineering and math education,” Sheketoff says. “Apparently, what the Department of Education fails to realize is that the literacy and research skills [that] students develop through an effective school library program are the very building blocks of STEM education.”



Reading is Fundamental

On March 2, 2011, President Obama signed a bill that eliminated federal funding for RIF, the nation's largest organization providing free books and literacy resources to 4.4 million children at 17,000 locations throughout the US.

For 44 years, RIF has provided millions of books to children from low-income families, children with disabilities, homeless children, and children without adequate access to libraries. RIF has been an authorized, national program for over 30 years. RIF has received bi-partisan support and has been funded by six administrations without interruption until now.

LSTA Collection Development Grant

“This program is in transition and will not be offered this year.”

Other grants remain available from the
State Library of North Carolina

<http://statelibrary.ncdcr.gov/lsta/lsta.htm>

Angler: Definition

1. A person who fishes with a hook and line
2. A person who gets or tries to get something through scheming



Play the angles: Definition

To use every available
means to reach one's goal

THINK OUTSIDE THE BOX

Some grant opportunities may seem to have little to do with library media resources or programming but connections can always be made between academic subjects and the Information and Technology Essential Standards.

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"Your proposal is innovative. Unfortunately, we won't be able to use it because we've never tried something like that before."

Collaboration is the key to winning grants

Partnerships between classroom teachers and librarians can result in powerful proposals that enrich teaching and learning and enhance library/media resources

Why are grants awarded?

Grants are awarded to support the vision/mission of the grantor and to fulfill the purpose for which funds were allocated.

There really are millions of unclaimed grant dollars out there, waiting to be matched with the stewards who will best fulfill the vision of the grantor.

The best time to create a project is when there is no money on the table and no proposal to write.

- Know your needs
- Maintain a current wish list and collection development plan
- Serve on your School Improvement Team and school and district MTAC
- Always be ready to begin writing if an opportunity arises

**The worst time to create a project
is when an opportunity is
announced and you feel
compelled to respond even if the
guidelines don't fit your needs or
mission.**



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A grant proposal is a complete and unified piece of writing that presents a logical, top-down argument beginning with the problem and ending with the solution.

Like other stories, a grant proposal relies upon the skillful use of words and illustrations to communicate with the reader.

Why librarians make great grant writers:

- We are good storytellers
- We are great researchers
- We are proficient readers and writers
- We are detail-oriented
- We understand the big picture

Part 1: Needs Assessment, Need for Project, Community Assessment

- Introduce readers to the community
- Describe existing conditions, needs and resources
- Define problem to be solved by project



Where to find Information

<http://www.census.gov>

<http://www.ncruralcenter.org/>

<http://www.ncchild.org>

<http://statelibrary.ncdcr.gov/ncinfo.html>

<http://www.ncpublicschools.org>

<http://www.osbm.state.nc.us/>

Part 2: Project Description, Project Design, Goals and Objectives

- Describe actual operation of project
- Explain what program will accomplish
- Link all program activities to needs established in Part 1

Leave nothing to the reader's imagination. Write with precision and clarity, plainly describing your needs and objectives.

Avoid fuzzy language. Quantify anything and everything you can. Don't use words like "many," "few," "some," "most." Learn to use data sources like the U.S. Census, ABC tools, DPI website, etc. Make objectives measurable whenever possible.

Avoid jargon; spell out all acronyms the first time you use them; assume readers don't understand how we do business in North Carolina.

**The devil is in the
details.**

**Read and re-read proposal
guidelines and follow all
instructions precisely or
your application may be
DISQUALIFIED.**

Note essential details like number of pages allowed, margins, font size and style, line spacing, number of copies to send, and ***COLOR OF INK*** used for signatures.

"Thank you for all your hard work in helping to get the grant written. Unfortunately, I received a letter today stating that our application exceeded the 12 page limit described in the guidance document and that our application thus, will not be considered..."

(a true story)

Part 4: Management

- Outline how project will be administered if funds are awarded
- Describe structure and capacity of applicant organization
- Address fiscal accountability

***A good proposal
convinces readers that
both the **need** and
capacity of the
applicant justify the
competitive awarding of
funds***

Even if an organization is plainly the **most needy**, funds **will not be awarded** if the organization appears to **lack the capacity** to manage those funds or implement the program described in the proposal.

Part 3: Evaluation

- Describe how progress toward goals will be measured and documented
- Link evaluation to project design and needs assessment
- Seek both formative and summative data
- Consider employing a professional evaluator

Part 5: Budget

- Outline how funds will be used
- Explain usage of funds in budget narrative
- Use realistic numbers for expenses and in-kind contributions

Grantors will be reluctant to trust you with their money if you appear careless in your proposal.

*Would you give
a million
bucks to a guy
who looked
like a bum?*

CAUTION

Before proceeding with any grantseeking efforts, discuss your idea with your principal or supervisor. Your school or district may have administrative procedures and policies that must be followed regarding grants. Be especially wary of grants that require matching funds or obligate you, your students, your school, or your district to ANYTHING, whether monetary or non-monetary, which you may be unable or unwilling to fulfill.

Also be aware that the school or district authorizing the project is the recipient of the award, not the teacher who writes the proposal. Grant funds are deposited in the school or district account and materials and/or equipment purchased with grant funds are owned by the school in which a teacher works and not by the individual teacher.

In other words...

Be careful what you wish for,

as the person authorizing submission of a grant proposal is legally obligated to do everything proposed and/or required if funds are awarded. Seeking forgiveness instead of gaining permission is not a good choice when money and contracts are involved.

Grant Newsletters

RFP Bulletin:

<http://foundationcenter.org/newsletters/>

Federal Notifier:

[http://www07.grants.gov/applicants
/email_subscription.jsp](http://www07.grants.gov/applicants/email_subscription.jsp)

Current sources of grants for libraries

<http://statelibrary.ncdcr.gov/lsta/2012-2013Grants.htm>

http://www2.dollargeneral.com/dgliteracy/Pages/grant_programs.aspx

<http://www.laurabushfoundation.org>

<http://www.webjunction.org/funding>

<http://www.neafoundation.org/pages/educators/grant-programs/grant-application>

<http://www.ncbrightideas.com/>

<http://sites.target.com/site/en/company/page.jsp?contentId=WCMP04-031821>

<http://www.ezra-jack-keats.org/>

Potential future sources of library grants

In the new federal budget, Congress appropriated \$28.6 million for literacy. A minimum of half, or \$14.3 million must go to low income school libraries while the rest of the money will go to national not-for-profits that work for childhood literacy.

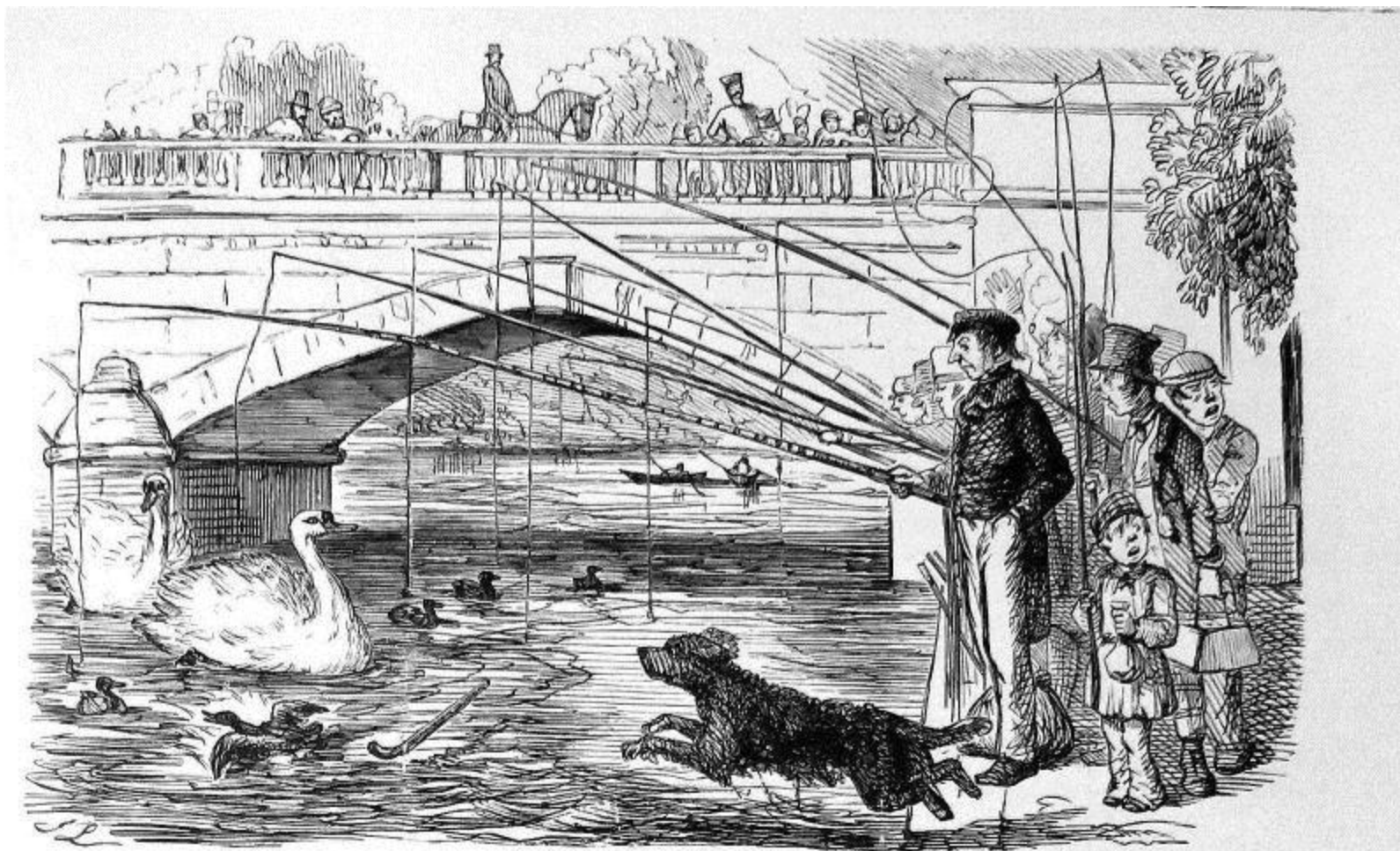
This budget appropriates money for the Institutes of Museum and Library Services (IMLS) which includes \$185 million for LSTA funding.

Strengthening Kids' Interest in Learning and Libraries (SKILLS) Act (S. 1328, H.R. 3776)

- Defines an “effective school library program” to be staffed by a state-certified school librarian, have up-to-date materials including technology, teaches digital literacy skills, and finally, has regular collaboration between other education professionals over curriculum.
- Replaces Improving Literacy Through School Libraries with Improving Literacy and College and Career Readiness Through Effective School Library Programs which would award competitive grants to underserved local schools and school districts to develop an effective school library program.
- Allows school librarians access to professional development funds under Title II of ESEA.

H.R. 3776 was referred to the House Committee on Education and the Workforce. No further action has been announced for this legislation.

S. 1328 was introduced as an amendment to the Health, Education, Labor and Pensions (HELP) Committee mark-up of the ESEA reauthorization in October 2011 but was withdrawn due to lack of support on the committee.



ANGLING IN THE SERPENTINE.—SATURDAY, P.M.

Piscator No. 1. "HAD EVER A BITE, JIM?"

Piscator No. 2. "NOT YET—I ONLY COME HERE LAST WEDNESDAY!"