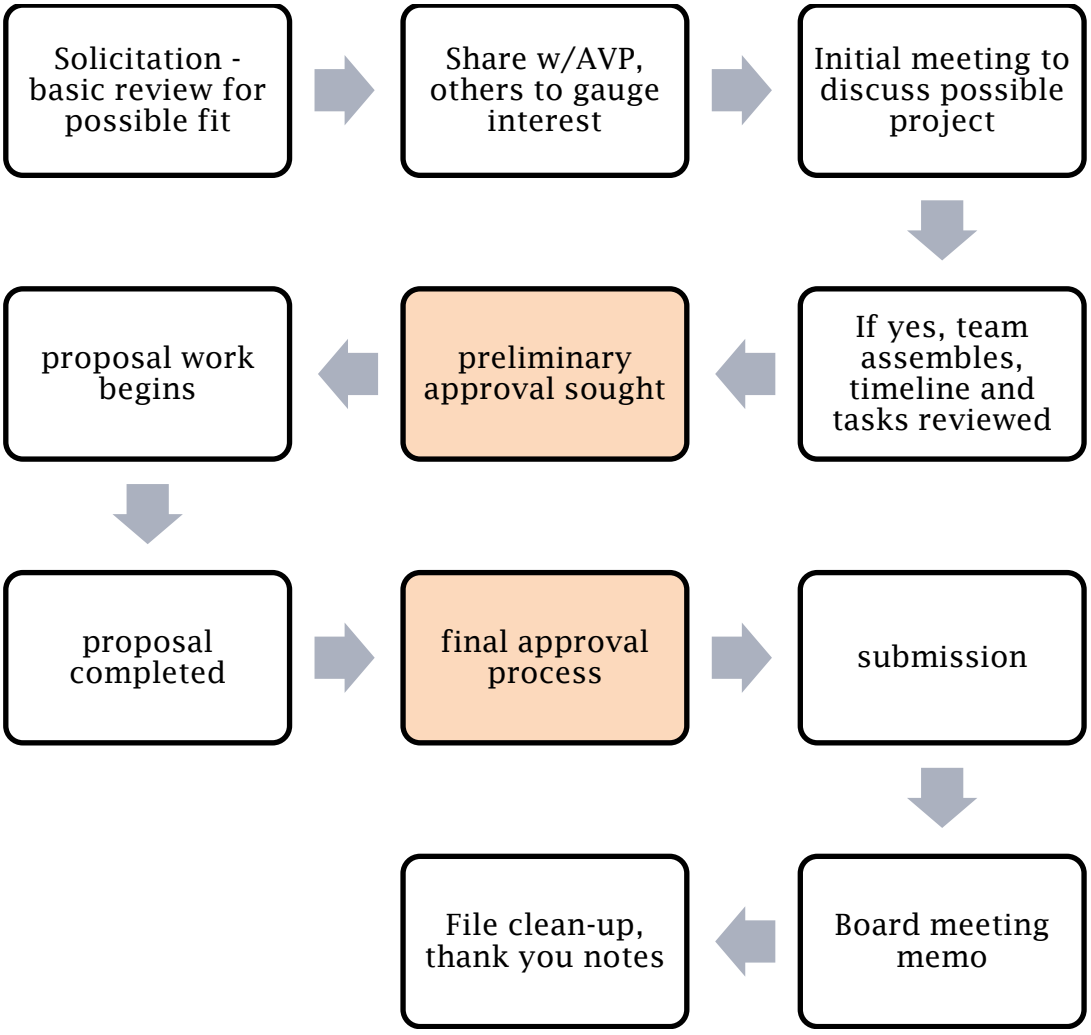
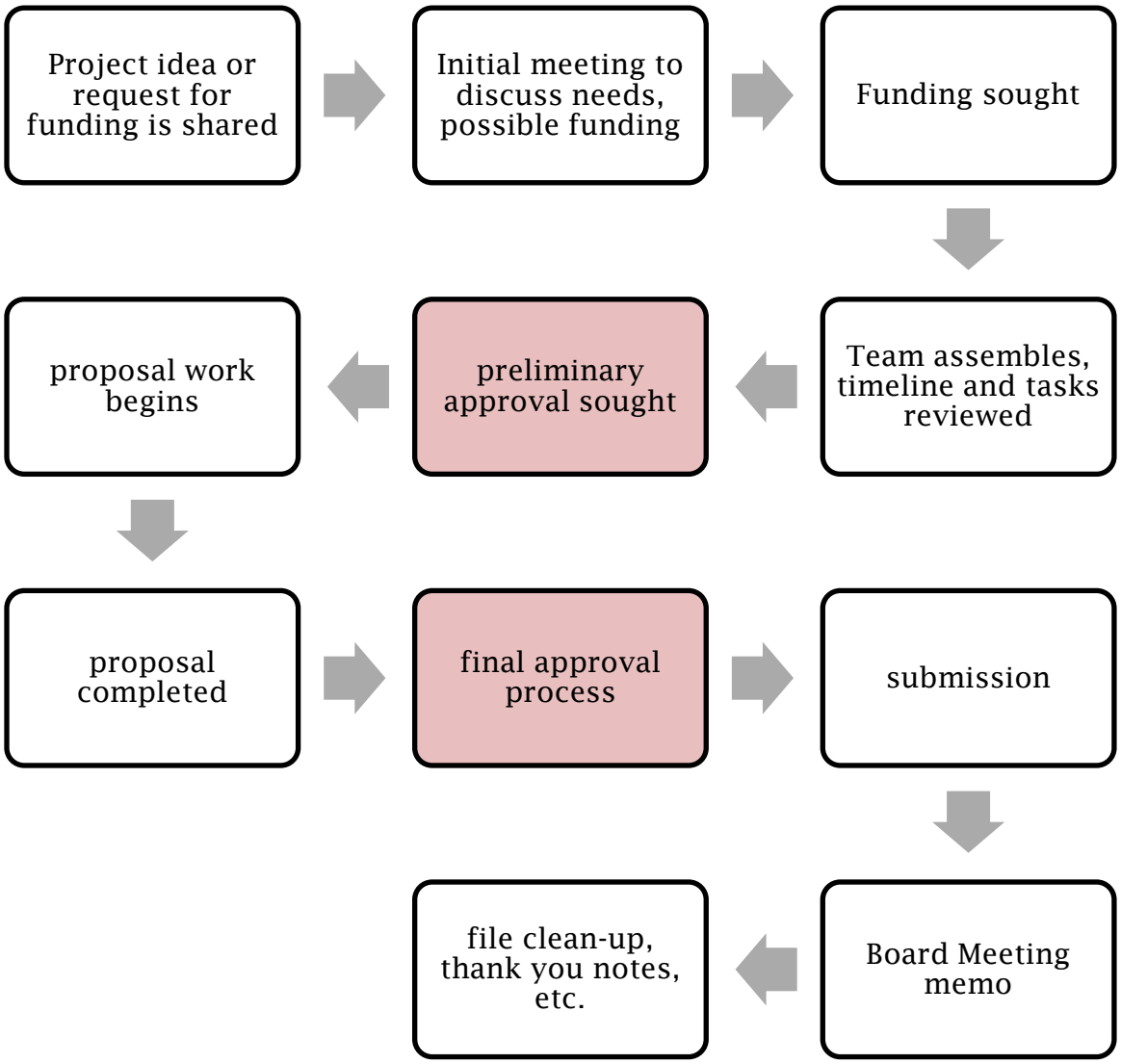
Grants Development Basic Process

1. If starting point is funding opportunity



Key Challenges:

- Time required to solicit/gain final approval
  - lack of electronic signature
  - limited time spent on review
  - unpredictable staff schedules
- Unpredictable arrival of RFPs
- Unpredictable performance of grant team members
- Limited ability to establish balanced grant development workload
- Limited understanding of grant culture throughout the College -
  - no grasp of technical details, workload, etc.

2. If starting point is outreach for funding need or project idea: