

# *Tech & Learning* Webinar

## **Writing An Innovative Grant Proposal** Getting Stimulus and Other Monies

Tuesday, May 19, 2009  
1:00 pm PDT/4:00 pm EDT

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# Introductions



Moderator:

Gwen Solomon

Custom Projects, Tech & Learning

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## Speakers



**Louise Vitiello**  
**Grants Administrator**  
**Chester Community Charter School**  
**Chester, PA**



**Troy Fischer**  
**Director of Technology**  
**Office of eLearning**  
**New York City Public Schools**

# Sponsor

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Learning.com, a leading provider of Web-delivered curriculum and assessment:

- EasyTech – Effectively integrates technology into K-8 core instruction
- Aha!Math – Turns Huh? Into Aha! with K-5 supplemental math
- Aha!Science – Brings science to life for grades 3-5
- Assessment – Get data on how well students grasp critical 21st century skills



Learning.com also provides resources and information for educators who want to win grants for technology solutions that improve student learning outcomes.

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# Agenda

- Grant Writing, a Basic Process
- Anatomy of a Technology Grant Proposal
- Success of a Stimulus Grant Project
- Innovation and research-based practices

# Polling Question 1

Which grant are you most likely to apply for in the next 0-6 months:

- a) Title II-D (EETT)
- b) 21st Century Community Learning Centers (Title IV-B)
- c) GEAR Up
- d) Improving Literacy Through School Libraries
- e) Smaller Learning Communities

## Louise Vitiello



**Louise Vitiello**  
**Grants Administrator**  
**Chester Community Charter School**  
**Chester, PA**

## Grant Writing

Grant Writing: Before you Write

Anatomy of a Technology Grant Proposal

Success of a Stimulus Grant Project

## Grant Writing: Before you Write

### #1: Identify the Project

- What does your school/district NEED?
- What are your STRATEGIC PRIORITIES?
- Search for FUNDING for solutions to your data-based needs/problems.



## Grant Writing: Before you Write

### #2: Research Available Grants

- Select a grant that addresses your needs.
- Thoroughly analyze guidelines & requirements.
- Is purpose of grant program consistent with your identified problem(s), need(s), & solutions(s)?

## Grant Writing: Before you Write

### #3: Match Grant and Project

- Does the grant purpose fit:
  - Your mission, goals and objectives?
  - Existing school programs/other grants?
  - Your technology plan?
  
- Does your program design have the support of:
  - School personnel?
  - Parents, students, community?
  - Your infrastructure/expertise?

## Grant Writing: Before you Write

### #3: Match Grant and Project (cont'd)

- Is writing this proposal worth the time based on:
  - Odds of receiving grant award?
  - Preparation costs and timeline?
  - Time needed to acquire required signatures?
  - Extent of grant program reporting required?
  - Sustainability after the grant period?



## Grant Writing: Before you Write

### #4. Assemble Planning / Writing Team

- ❑ Possible team members: grant writer, parent, principal, teacher, curriculum supervisor, counselor, board member, business community member
- ❑ Team should determine:
  - ✓ Team leader
  - ✓ Time frames
  - ✓ Project logic model / flow charts
  - ✓ Delegate proposal sections / tasks
  - ✓ Reader for continuity & completeness



## Grant Writing: Before you Write

### #5. Review Grant Guidelines and Application:

- ❑ Read the RFP **THOROUGHLY** with an eye to:
  - Applicant eligibility
  - Application deadline
  - Award amount & project scope
  - Proposal format details & standard forms
  - Submission requirements

## Grant Writing: Before you Write

### #5. Review Grant Guidelines (cont'd)

- Understand SELECTION CRITERIA!
- Study performance standards, measures and indicators required by funder.
- If possible, attend application workshop.
- When in doubt, call grant office!

## Anatomy of a Technology Grant Proposal

### #6. Write Grant Application

- Use selection criteria as headings for narrative.
- Typical criteria include:
  - A. Need for the Project
  - B. Project Design
  - C. Management Plan
  - D. Project Evaluation
  - E. Budget

## Anatomy of a Technology Grant Proposal

### #6. Write Grant Application

<b>Grant Funded Project Logic Model</b>					
<b>[A]</b> <b>Needs &amp; Gaps</b>	<b>[B-1]</b> <b>Goals &amp; Objectives</b>	<b>[B-2]</b> <b>Activities, Curricula, Programs, Services</b>	<b>[C]</b> <b>Partners' Roles &amp; Timelines</b>	<b>[D]</b> <b>Evaluation Plan</b>	<b>[E]</b> <b>Budget</b>

## Anatomy of a Technology Grant Proposal

### A. Need for the Project

- Focal Point: educational needs addressed by project
- How were needs were identified?
- What relevant data substantiate educational needs?
- Identify target population most affected by this need

*NOTE: Ideally the LEA/School's Technology Plan is based on recent technology needs assessment that can be used as the foundation of a high quality technology grant application*

## Anatomy of a Technology Grant Proposal

### A. Need for the Project (cont'd)

- State proposed solutions to problems identified
- State anticipated consequences of proposed project (e.g., improved student achievement, teacher skills, technology integration, etc.)
- Need statement should be compelling and leave the reader sympathetic toward your problem and convinced of the need for your proposed solution

## Anatomy of a Technology Grant Proposal

### B. Project Design

- State project goals and objectives
- Address stated needs
- Specify:
  - ✓ Who?
  - ✓ What?
  - ✓ When?
  - ✓ Where?
  - ✓ How Much?

Project Design	
Goals & Objectives	Activities, Curricula, Programs, Services

## Anatomy of a Technology Grant Proposal

### C. Management Plan

- Timeline
- Management team
- Likelihood of project success based on:
  - ✓ Institutional and/or partners' expertise
  - ✓ LEA/School commitment
  - ✓ LEA/School resources to support project

## Anatomy of a Technology Grant Proposal

### D. Project Evaluation

- Clear, measurable performance objectives
- Quantitative and qualitative measures
- Formative and summative assessments
- Measurement/reporting timelines
- Process to collect/report data to funding agency and to local stake-holders

❖ *NOTE: See Learning.com assessments*

## Anatomy of a Technology Grant Proposal

### E. Budget

- Adequate to support proposed activities
- Reasonable costs

❖ *NOTE: All costs must be tied to project objectives and activities that are all described in narrative.*



## Success of a Stimulus Grant Project

### ❖ Grant task continuity = key to project success

- Success of grant funded projects will depend on the school community's readiness and buy-in!
- Team approach to grant proposal development is connected to existing program planning efforts.
- Clear management plan will ensure successful project implementation, evaluation, & sustainability

## Success of a Stimulus Grant Project

### ❖ Grant task continuity = key to project success

- A high quality technology plan is best foundation for a high quality technology grant application



## Polling Question 2

What is the source of the majority of funding for your district's technology purchases?

- a) Competitive federal grants
- b) Bond issues
- c) State or local funds
- d) Existing budget-line items
- e) Private grants/endowments/other sources

# Troy Fischer



**Troy Fischer**  
**Director of Technology**  
**Office of eLearning**  
**New York City Public Schools**

# Innovation and Research-based Practices

**What is Innovation?**

**How does it relate to student achievement?**

**How does it leverage existing instructional priorities?**

**How do you perform the litmus test (research-based practices) to innovative approaches?**

**Sharing US Dept of Ed's user-friendly guide.**

**Case Studies – Successful NYC Innovations**

# What is Innovation?

**in·no·va·tion - [in-uh-vey-shuh n]**

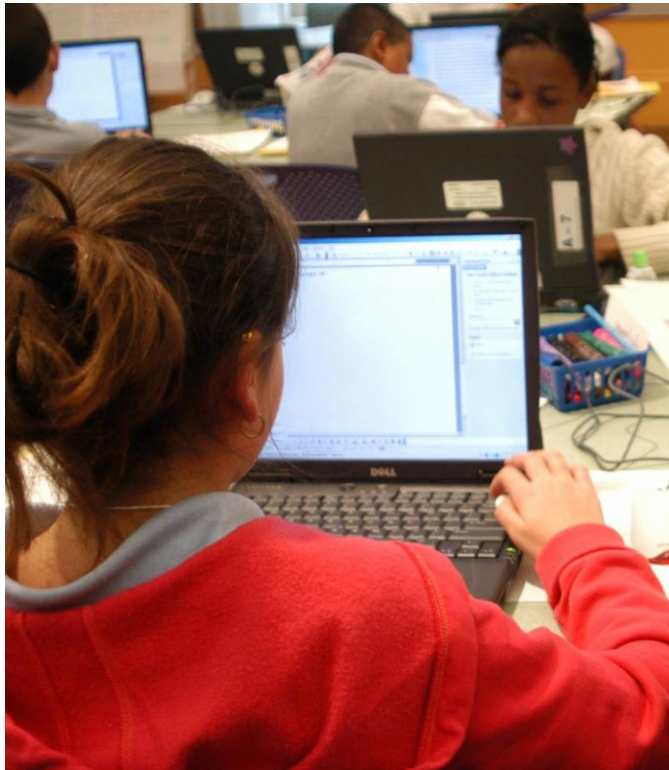
– **noun** 1. something new or different introduced: ***numerous innovations in the high-school curriculum.*** 2. the act of innovating; introduction of new things or methods

## Innovation that Leads to Student Achievement

- **NYS Standards Correlation**
- **Increased Engagement**
- **Increased time on task**
- **Supporting the notion “Learning is Fun”**
- **Digital Game-based Learning**
- **Florida Research**
- **Knowledge and Performance Assessments**



## Leverage Existing Instructional Priorities



- College Readiness
- Decreasing the HS Drop-out
- Middle School Success Campaign
- iTeach/iLearn
- Content Producers and Providers
- Increased Engagement
- Project and Inquiry Based Instruction

## Knowing your students – Assessments

- **TechLiteracy Assessment**
- **Technology Proficiency Data**
- **Support Instructional Goals**
- **Assist PD providers and Schools with targeted training**
- **Real time monitoring**

## Perform the Litmus Test (research-based practices)

**How to evaluate whether an educational intervention [or innovation] is supported by rigorous evidence?**

**While the innovation is may be new or improved the instruction problems are problems of the past?**

**What is the instructional problem of today?**

## Research-based Practices US Dept of Ed's Guide

**Step 1. Is the intervention backed by “strong” evidence of effectiveness?**

**Step 2. If the intervention is not backed by “strong” evidence, is it backed by “possible” evidence of effectiveness?**

**Step 3. If the answers to both questions above are “no,” one may conclude that the intervention is NOT supported by meaningful evidence.**

## Today's Webinar



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**Grants Administrator**  
**Chester Community Charter School**  
**Chester, PA**



**Troy Fischer**  
**Director of Technology**  
**Office of eLearning**  
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## Questions & Answers

### Resources

#### Funding Sources

[www.learning.com/go/funding](http://www.learning.com/go/funding)

**Quick Start Guide to Where the Money is and How to Get it**

<http://newbay.ebookhost.net/tl/learning/2>



# Thank You

For more information, visit  
[www.learning.com/go/funding](http://www.learning.com/go/funding)