

Getting What You Need: Funding and Resource Development

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Abstract

This workshop will give participants an opportunity to explore four critical aspects of resource development:

1. Planning and identifying needs
2. Funding and other resources
3. Building and presenting your case
4. Coordinating and allocating resources

These four topics will be explored in some depth and participants will create an action plan for their own settings. Resource materials for further learning will be shared.



The process of identifying and gaining funds to support the delivery of services and access is not mysterious but it is time consuming. Time is a commodity that most direct service providers feel they have little to spare. Their time is spent in coordinating and delivering accommodations and service. Since time is such a precious commodity it would be helpful to understand some basic priorities that are vital if you are going to seek funding for program development.

The key to all resource development starts with a plan or **Purpose**. Why do you need the funds? Can you clearly articulate (verbally and in writing) what funds are needed for and how they would be used, if available? It is important to be able to back up this need with data/facts. What facts have you gathered, where and over what period of time? Finally, how can you link this need with the priorities of your institution, division, etc.? What campus issues are of importance that you can identify as linked with how you would use funds? For example, when Harper College did an ADA plan, during this fact gathering exercise, the need for access to videos via captioning was identified. As a consequence an argument was made for allocating funds and a line item was created for this purpose.

The second priority in resource development is the principle of **Supply**. Who has the funding and what will it take for you to secure it? Who are you competing with to obtain funding? You must identify where the funding is: institutional pools of money, state and federal grants, formula funding, foundation funding, donations/fund raising, state vocational rehabilitation. Begin to research where the money is before you need it and develop relationships with the people who allocate it. Know the role of VR in your state. What will they support? How can you build partnerships or consortia with the grantors of funds?

¹ This article was written by Tom Thompson following the PEPNet conference presentation by the author and Denise Kavin.

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The third priority in resource development is the principle of **Advocacy**. Do you know how to build and gain institutional support? Don't try to do everything yourself. Who can assist you? Talk about your needs and link your needs with other identified needs/priorities. Promote your ideas to others. Don't wait until you actually need the funds but plan ahead. Enlist support for the process of writing grants. Start with an idea/project and do some data gathering. See the data gathering not only as fact finding but also as an opportunity to share your idea/need. Be sure to identify clear, achievable goals and outcomes.

The final priority in resource development is the principle of **Stewardship**. Take care of what you already have, "to him who has even more will be given." Think of yourself as a customer of those who provide you with funding. Show gratitude and share the blessings. Be sure and share the impact of your work - how it benefits students and the college. Everything we have, in the way of resources and the care we show in how we manage it, affects the future of what we are able to seek and receive. Once you have been given funding the process is not over! You must carefully manage these current resources if you are to be trusted with additional resources.



Author note:

For more information on developing resources for program development, contact the MCPO project at Harper College by calling or e-mailing us. Training in resource development, grant writing, and management of resources is available.

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