



May 26, 2021

TO: THE DISTRICT BOARD OF TRUSTEES
OF VALENCIA COLLEGE

FROM: SANFORD C. SHUGART
President

RE: SUBMISSION OF GRANT PROPOSALS

RECOMMENDED ACTION:

The President recommends that the District Board of Trustees of Valencia College approve the Submission of Grant Proposals, as presented.

A handwritten signature in black ink, reading "Sanford C. Shugart". The signature is written in a cursive style with a large, prominent initial 'S'. Below the signature is a horizontal line.

President

RESOURCE DEVELOPMENT MONTHLY REPORT
 FOR VALENCIA DISTRICT BOARD OF TRUSTEES
 April 2021



	Grants Submitted 4/01/21 - 4/30/21	Total Submitted this month: \$118,773	
Project Name: American Welding Society, Equipment for Accelerated Skills Training Welding Program (FY 2022)			
<p>Description: The Welding Program's vision is to incorporate project based learning into curriculum. Industry partners consistently indicate they need employees who can fabricate. To meet this demand, the Welding Program plans to develop projects where students build in class based off of a blueprint. The requested equipment is essential to facilitating new, relevant learning experiences for students. The welding machines purchased will not only be used by students to weld various projects but will also allow the Welding Program to teach advanced waveforms that are currently utilized in industry.</p>			
Funding Agency: American Welding Society		Campus/Program: Continuing Education	Amount Requested: \$24,987
Funding Program: Welding Workforce Grant		Accountable Administrator: Joe Battista	Match (Yes/No): No
Funding Category: Foundation		Project Director: Jason Becker	Date Submitted: 4/1/2021
Project Name: Hypertherm Spark Something Great Education Grant (FY21)			
<p>Description: The Valencia College AST Welding Program seeks to utilize the Powermax45XP to provide a more hands on approach to plasma cutting as well as to discuss the theory behind plasma cutting technology. Having this system allows students more hands on training time with the plasma cutter, aligning with employer demand for these skills.</p>			
Funding Agency: Hypertherm		Campus/Program: Continuing Education	Estimated Value: \$2,100
Funding Program: Spark Something Great Education Grants		Accountable Administrator: Joe Battista	Match (Yes/No): No
Funding Category: Foundation		Project Director: Joe Battista	Date Submitted: 4/2/2021

Project Name: Firehouse Subs: First Aid Training Equipment Request (FY 2021)

Description: Valencia's School of Public Safety requests equipment to provide first-aid, life-saving training for students in the Criminal Justice Institute. The equipment includes items such as manikins, training tourniquets, and first responder bags. The goal is to provide students with the same equipment in class that they will encounter when on the job, where lives are at risk and every second counts.

Funding Agency: Firehouse Subs Public Safety Foundation	Campus/Program: Continuing Education	Amount Requested: \$6,686
Funding Program: First Responder Grants	Accountable Administrator: Joe Battista	Match (Yes/No): No
Funding Category: Foundation	Project Director: Jeff Goltz	Date Submitted: 4/13/2021

Project Name: Duke Energy Foundation Powerful Communities: Scholarships and Outreach for the Valencia College, Accelerated Skills Training, Electric Powerline Technician Program (FY 2022)


Description: The Valencia College Foundation seeks grant funding to support Accelerated Skills Training (AST) Electric Power Lineman (EPL) Technician program outreach and scholarships for female, ethnically and racially minoritized, and/or veteran students. The AST EPL program was launched in 2019, and is the direct result of partnerships between industry and Valencia College to address energy workforce development needs. Central Florida's exponentially growing population and associated infrastructure growth, and the need to manage, maintain, and repair an increasingly complex power grid in an area prone to hurricanes are all issues causing concerns. The result of this effort is increased diversity in the community's energy workforce pipeline.

Funding Agency: Duke Energy Foundation	Campus/Program: Valencia Foundation	Amount Requested: \$75,000
Funding Program: Powerful Communities: Workforce Development	Accountable Administrator: Geraldine Gallagher	Match (Yes/No): No
Funding Category: Foundation	Project Director: Elvin Cruz-Vargas	Date Submitted: 4/30/2021

Project Name: IME Becas: Higher Education Scholarships (FY 2021)

Description: The Valencia College Foundation will serve 10-20 students with resources obtained by IME Becas / Higher Education and complementary matching funds provided by the Foundation. Resources will support the provision of \$1,000 -\$2,000 scholarships to the targeted population of Mexican or Mexican origin students who register in Valencia College’s educational programs. Valencia College Foundation’s Scholarships Team verifies that all students who are applying for the IME Becas scholarship self-identify as Mexican or of Mexican origin through a number of measures.

Funding Agency: Institute for Mexicans Abroad	Campus/Program: Valencia Foundation	Amount Requested: \$10,000
Funding Program: IME Becas Higher Education Scholarship Program	Accountable Administrator: Geraldine Gallagher	Match (Yes/No): No
Funding Category: Foundation	Project Director: Elvin Cruz-Vargas	Date Submitted: 4/30/2021

	Grants Awarded 4/01/21 - 4/30/21		Total Awarded this month: \$149,740
Campus/Program	Agency/Opportunity Name	Project	Amount
College Wide	FL DOE Strengthening Career and Technical Education for the 21st Century Act (Perkins V), Career and Technical Education: Perkins 2020-2021 Roll Forward (FY 2021)	Perkins V FY21 Roll Forward	\$149,740

April 2021

Featured Sponsored Project:
Florida Humanities support of the
Peace and Justice Institute



One leader of the grant said, "Specifically, in this last year, I have learned more about the role of black women in the preservation of community and democracy. That even as American democracy has tried again and again to shut black women out of the body politic, it has been black women who have fought again and again to save this democracy and to sustain community. "

PEACE AND
JUSTICE INSTITUTE

All People. All Voices. All Matter.

VALENCIA COLLEGE

#Votes4All:

The Power to Create a More Perfect Democracy

Dialogue as a pathway to understanding.



Reflecting on the Ocoee Voting Day Massacre of 1920, **#Votes4All: The Power to Create a More Perfect Democracy** examines universal suffrage and the ratification of the 19th amendment as a threat to white male supremacy resulting in targeted actions, including poll taxes, literacy tests, and terrorist acts of lynching, in order to suppress the vote.

COMMUNITY PARTNERS

Kaley Square
League of Women Voters Orange County
League of Women Voters Seminole County
Woman's Club of Winter Park
Ideal Women's Club, Winter Park
Delta Sigma Theta Sorority Inc.
Alpha Kappa Alpha Sorority Inc.
Zeta Phi Beta Sorority Inc.
Alliance for Truth and Justice
Association for the Study of
African American Life and History
Hannibal Square Heritage Center
Winter Park Public Library
Wells' Built Museum of African American
History and Culture
Florida Agricultural and Mechanical University
Seminole State College
City of Ocoee
Bridging the Color Divide
Muslim Women's Organization
Orange County Regional History Center
Knowledge for Living Nonprofit
RICHS at the University of Central Florida

February - October 2020
Live and Virtual
6 events | 250 participants



RESOURCE DEVELOPMENT

Grants Activity Report
2019 - 2020

VALENCIA COLLEGE



WELCOME LETTER

The purpose of this report is to provide an overview of the work of the Resource Development Office in respect to grant funding during the July 1, 2019-June 30, 2020 fiscal year. This overview includes funding sources and distribution of grant awards across the College and their relationship to strategic goals and initiatives.

This report also offers a statistical synopsis of the grant-generating activity spanning the 2019-20 fiscal year of July 1, 2019 to June 30, 2020 including the number of grants applied for and awarded. These metrics provide a baseline that can be used to set priorities and funding goals.

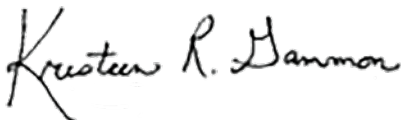
Finally, the report is an informational compendium of all grants active at any time from July 1, 2019 to June 30, 2020 and to recognize the community organizations Valencia collaborated with in pursuit of grants during 2019-20.

The success achieved in FY 2019-20 is a reflection of the innovation, dedication, and hard work put forth by faculty, staff and administration. The Resource Development Office of Valencia College managed a portfolio of \$65,468,082 representing 64 individual federal, state, local and private grants that were active during the July 1, 2019-June 30, 2020. The Resource Development Office works collaboratively and supports the work of faculty and staff on institutional projects. These projects are both innovative and strategic meeting the goals of the funding source and Valencia College.

The receipt of awards is a measure of a successful grantmaking procedure that includes a stringent approval process. Here is a glimpse of what this report contains:

- Table 4 is a synopsis of grant development activity spanning the 2019-20 fiscal year of July 1, 2019 to June 30, 2020, including grants applied for, funded and not funded.
- Table 5 displays a final win rate of 2019-20 grant application activity.

I am pleased to present the Resource Development Annual Report.



Kristeen Gammon

Assistant Vice President of Resource Development

GRANTS SUPPORT VALENCIA COLLEGE'S STRATEGIC PILLARS

PILLARS TO SUCCESS:

- Build Pathways
- Learning Assured
- Invest in Each Other
- Partner with the Community

VALENCIA COLLEGE'S COMMITMENT

To improve quality of life through access, expanded opportunities and well-being in our community.



EDUCATION

Transforming the student experience at Valencia College and across the education ecosystem to produce real results



WORKFORCE AND ECONOMY

Building on our success producing technologists and professionals while expanding opportunity for advancement for the rest of the economy



COMMUNITY

Transforming our community to create a global center of economic opportunity and sustain a better quality of life

“Valencia’s resource Development efforts have been among the best in the nation, not just securing funding, but aligning funding to our genuine priorities, implementing the strategies funded with fidelity, and building high-trust relationships with funders, grants management teams, and others inside and outside the college. Without this organizational strength, many of our best ideas would be much more difficult to bring to fruition.”

- Dr. Sandy Shugart
Valencia College President

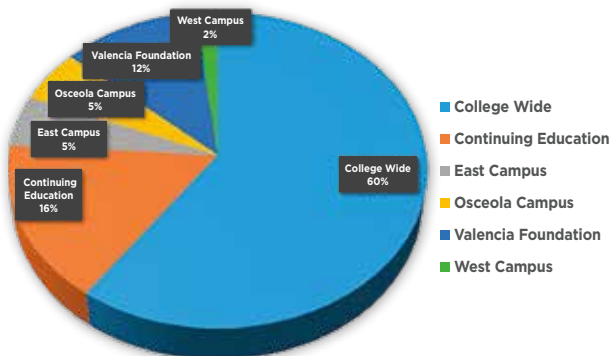


GRANTS PORTFOLIO, FY 2019 - 2020

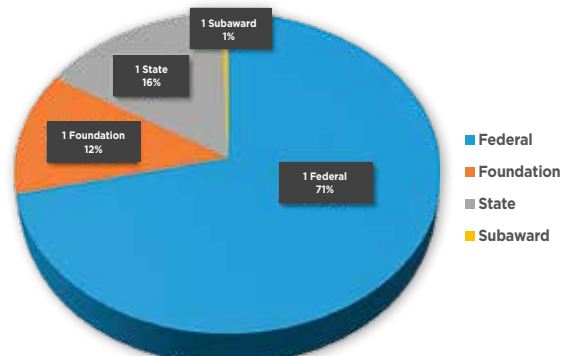
TABLE 1: Active Grants Portfolio by Location, fiscal year (FY) 2019-2020

CAMPUS	TOTAL APPLICATION AMOUNT	AWARDS
College Wide	\$39,285,664	15
Continuing Education	\$10,500,644	15
East Campus	\$3,395,722	4
Osceola Campus	\$3,507,671	5
Valencia Foundation	\$7,560,933	21
West Campus	\$1,217,448	4
GRAND TOTAL	\$65,468,082	64

Active Grants Portfolio by Location Percentage of Total Dollar Award of \$65.4 Million, 2020



Active Grants Portfolio by Funding Source Percentage of Total Dollar Award of \$65.4 Million, 2020



The portfolio reflects the total dollar value of all active grants over the July 1, 2019-June 30, 2020 fiscal year. The breakdown of the \$65,468,082 in the active grants portfolio are as follows: 60% (\$39,285,664) College Wide, 16% (\$10,500,644) Continuing Education, 12% (\$7,560,933) Valencia Foundation, 5% (\$3,507,671) Osceola Campus, 5% (\$3,395,722) East Campus, and 2% (\$1,217,448) West Campus. The portfolio represents grant-funded projects that vary in duration from months to several years. (See the Grants Compendium section for the funding period of each grant.)



EARN THE GLOBAL DISTINCTION AT

VALENCIA COLLEGE

STUDY ABROAD

VALENCIA

2020 GRANTS PORTFOLIO BY COLLEGE INITIATIVE

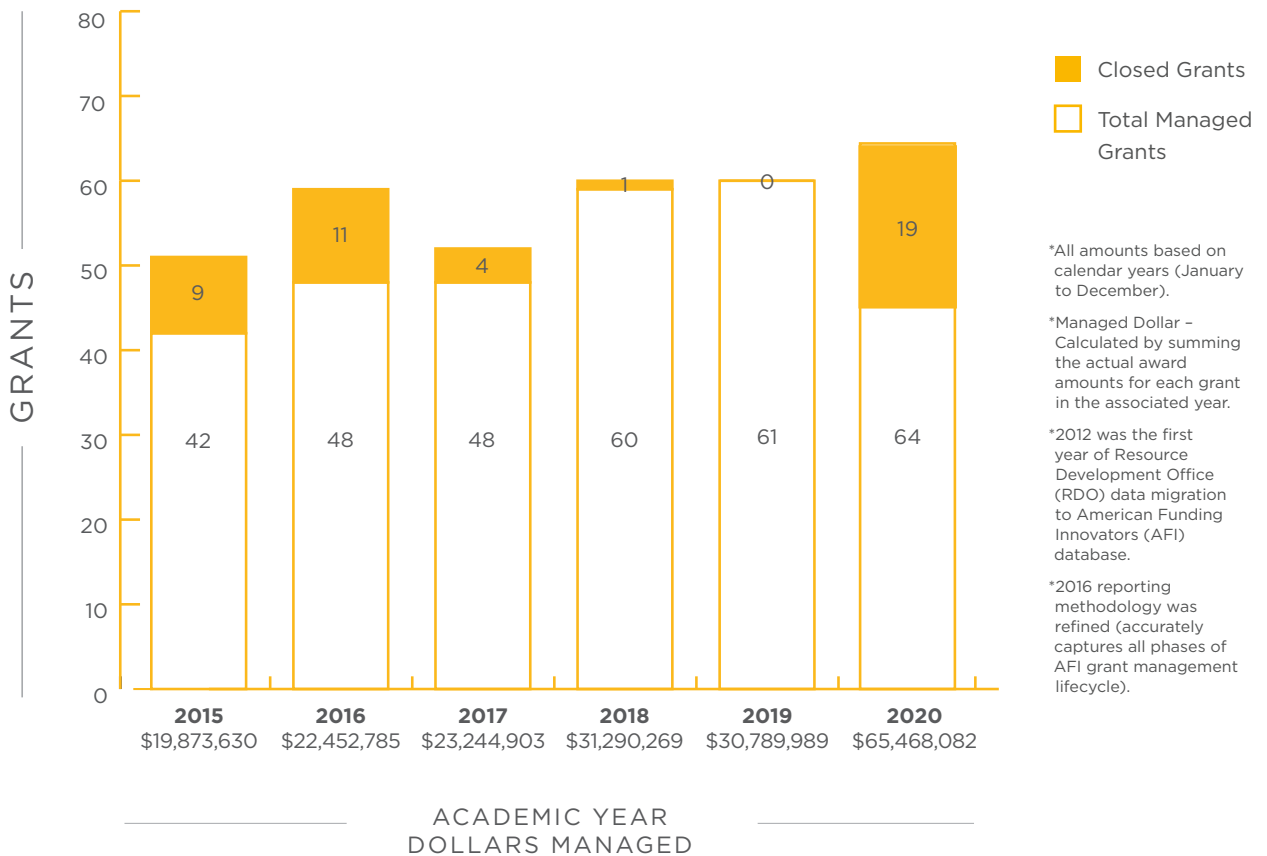
The following chart represents all grants active during the calendar year of January 1 to December 31, 2020. The table displays the primary initiative supported by the grants within the portfolio; however, it is important to note that grants may support multiple initiatives.

TABLE 2: Grants Portfolio by College Initiative

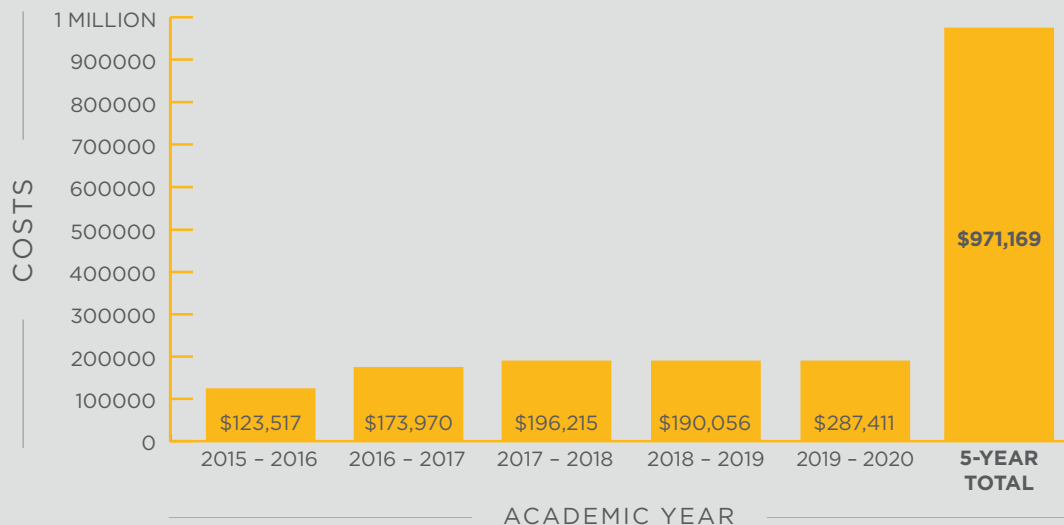
DEPARTMENT	SUPPORTED STRATEGIC INITIATIVE	AWARD AMOUNT	AWARDS
College Wide	Community	\$306,000	1
	Education	\$38,979,664	14
College Wide Total		\$39,285,664	15
Continuing Education	Education	\$3,597,988	3
	Workforce and Economy	\$6,902,656	12
Continuing Education Total		\$10,500,644	15
East Campus	Community	\$5,000	1
	Education	\$3,390,722	3
East Campus Total		\$3,395,722	4
Osceola Campus	Education	\$3,282,671	4
	Workforce and Economy	\$225,000	1
Osceola Campus Total		\$3,507,671	5
Valencia Foundation	Education	\$7,475,933	19
	Workforce and Economy	\$85,000	2
Valencia Foundation Total		\$7,560,933	21
West Campus	Education	\$1,217,448	4
West Campus Total		\$1,217,448	4
GRAND TOTAL		\$65,468,082	64

GRANTS MANAGEMENT

Grants Management 2020 Annual Report



Indirect Costs 2019 Annual Report



GRANTS DEVELOPMENT

GRANTS DEVELOPMENT ACTIVITY FROM JULY 1, 2019 TO JUNE 30, 2020

The purpose of the Resource Development Office is to further Valencia College's strategic initiatives by seeking outside funding through grants. Grant projects provide opportunity to pilot innovation; create new academic/workforce programs/training; and/or provide vital student support services for the most vulnerable populations.

The work of grant proposal development is a collaborative process that encompasses a broad range of input from the College community. Input includes content experts within the College, sponsorship of an accountable administrator/sponsor and the approval of key administrators are critical components of the grant making process. Developing competitive grant applications is an art and requires the buy-in of top leadership. The commitment of time and resources is critical to the successful submission of proposals and winning awards. All grant proposals have a sponsor who is a member of the president's cabinet. This sponsor is called an Accountable Administrator. It is their responsibility to help shepherd the work and provide necessary leadership and advocacy, especially in the case of sustaining programs or staff.

Winning grants is a great way to show success, but the partnerships within and outside of the College is invaluable. The win rate shown on the following pages is calculated for each location in two ways: 1) by applications, dividing the number of awards by the number of applications submitted, and 2) by dollars, dividing the amount funded by the total application amount. Note that the win rate of FY 2019-20 will change over time, when pending proposals are awarded or not funded. Pending grants reported in the 2019-20 Grants Activity Report will be recorded as "funded" or "not funded" in the FY 2019-20 report.

Whether the College is providing new workforce training or offering new programs, grant dollars help put people on the right trajectory. When grant dollars support student services or infrastructure for the College, it allows the College community the opportunity to try new ways of serving students.

“The Resource Development Office is a great example of what makes Valencia College’s culture effective and unique. The office champions collaboration and is focused on helping the college achieve its goals for both students and employees.”

- Dr. Brandon McKelvey,
VP, Analytics and Planning

The following presents a listing of Valencia College's Strategic Initiatives, the total amount of grant money supporting each initiative and the number of grants supporting each initiative. It is important to note that grants may support multiple initiatives.

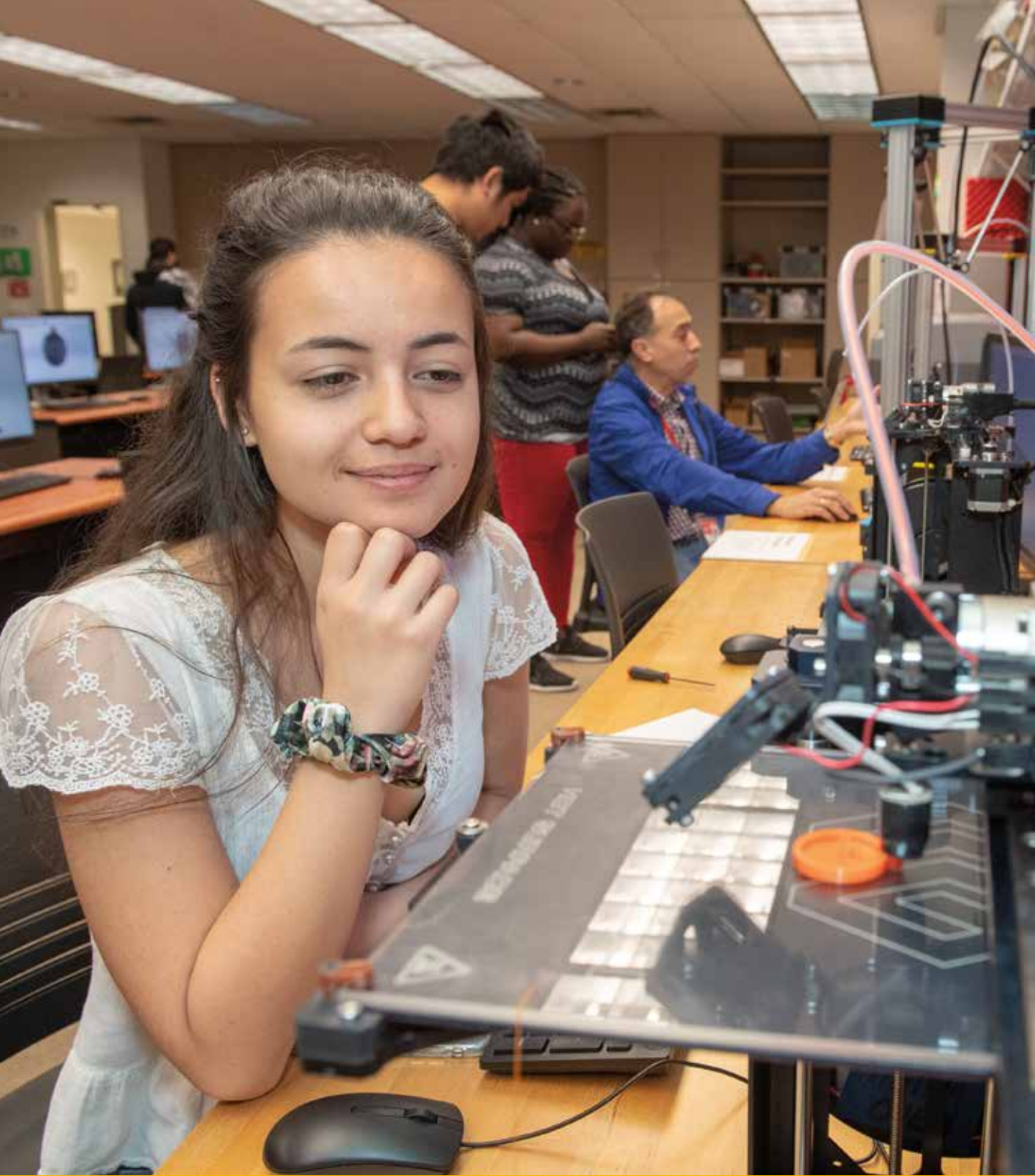
TABLE 3: 2020 Total Grant Amounts Supporting Valencia College Initiatives, FY 2019-2020

STRATEGIC INITIATIVE	TOTAL AWARD AMOUNT	NUMBER OF GRANTS
Community	\$311,000	2
Education	\$57,944,426	47
Workforce and Economy	\$7,212,656	15
GRAND TOTAL	\$65,468,082	64

APPLICATION ACTIVITY

TABLE 4: Annual FY 2019 – 2020 Grants Activity by Campus

CAMPUS	TOTAL APPLICATION AMOUNT	APPLICATIONS SUBMITTED	FUNDED AWARDS	NOT FUNDED	PENDING
College Wide	\$32,873,536	8	6	2	0
Continuing Education	\$4,497,187	8	5	3	0
East Campus	\$55,000	2	1	1	0
Osceola Campus	\$293,976	1	1	0	0
Valencia Foundation	\$189,500	6	5	1	0



“Grant funding has been instrumental in allowing us to double-down on efforts that we know enrich our students’ experiences at Valencia College, as well as accelerate development of new programs that are in high demand in our community.”

- Dr. Kathleen Plinske

Valencia College Executive Vice President and Provost

GRANT WIN RATE

The following chart illustrates the college grant win rates over the last five fiscal years.

TABLE 5: Valencia College Five-Year Application Grant Win Rate

ACADEMIC YEAR	VALUES APPLICATION AMOUNT	AWARD AMOUNT	PENDING	GRANTS SUBMITTED	AWARD COUNT	RATE OF RETURN
2015 - 2016	\$12,477,712	\$4,510,995	\$0	27	14	52%
2016 - 2017	\$23,726,295	\$6,412,179	\$6,880,221	42	22	52%
2017 - 2018	\$16,688,285	\$7,424,630	\$0	36	25	69%
2018 - 2019	\$15,948,711	\$3,744,957	\$0	33	23	70%
2019 - 2020	\$37,909,199	\$35,421,258	\$0	25	18	72%
GRAND TOTAL	\$106,750,202	\$57,514,019	\$6,880,221	163	102	"X" 63

TABLE 6: Final FY 2019-2020 Grants Activity and College Win Rate as of June 30, 2020

GRANTS ACTIVITY	NUMBER OF APPLICATIONS	DOLLAR AMOUNT
Funded	18	\$35,463,199
Not Funded	7	\$2,446,000
WIN RATE	72%	

*Please note that all grants are not funded at the amount applied.

GRANTS COMPENDIUM

The following pages list grants active at any time during the 2019 calendar year of January 1 to December 31, 2019. This list includes the total award amount spanning the entire funding period for each grant.

COLLEGEWIDE

FUNDING AGENCY	TITLE	TOTAL	FUNDING PERIOD
Department of Ed	US Dept. of Ed 2018 Defraying Costs of Enrolling Displaced Students Program	\$1,220,638	02/21/19 - 02/20/20
	ED CARES Act HEERF Institutional Portion: Valencia College Institutional Aid	\$13,841,101	05/12/20 - 05/11/21
	ED CARES Act HEERF Section 18004(a)(2): Valencia College Minority Serving Institution Funding	\$1,732,285	06/02/20 - 06/01/21
	ED CARES Act HEERF Student Aid: Valencia College Emergency Financial Aid	\$13,841,102	05/05/20 - 05/04/21
Department of Health and Human Services	DHHS SAMHSA 2018 Suicide Prevention/ Behavioral Health	\$306,000	11/30/18 - 11/29/21
Florida Department of Ed	Legislative Funding for Horizon Scholars/ Taking Stock in Children	\$180,695	07/01/19 - 06/30/20
	Carl D. Perkins Career & Technical Education 2019-2020	\$3,089,695	07/01/19 - 06/30/20
	Carl D. Perkins Career & Technical Education Roll Forward 2019-2020	\$238,927	07/01/19 - 06/30/20
	FL DOE Strengthening Career and Technical Education for the 21st Century Act Perkins V, Career and Technical Education Perkins 2020-2021	\$2,438,415	07/01/20 - 06/30/21
	FL DOE Strengthening Career and Technical Education for the 21st Century Act Perkins V, Career Pathways Entitlement Roll Forward 2020-2021	\$690,997	07/01/20 - 06/30/21
Florida Department of State	Division of Library and Information Services Florida CARES Act	\$92,383	11/25/20 - 09/30/21
National Endowment for the Humanities	Dialogues of the Experience of War Expanding the Conversation: Catharsis Across Campuses at Valencia College	\$91,517	08/01/19 - 07/31/21
National Science Foundation	Louis Stokes Alliances for Minority Participation - Bridges to Baccalaureate Alliance Program: ENGAGE	\$1,499,968	08/01/17 - 07/31/21

FUNDING AGENCY	TITLE	TOTAL	FUNDING PERIOD
Siemens USA	Siemens USA: ECPT and LSAMP Support	\$20,000	03/01/19 - 07/31/21
State Farm Foundation	Internship and Workforce Services Business Competition	\$1,941	09/25/20 - 04/30/21
College Wide Total		\$39,285,664	

CONTINUING EDUCATION

FUNDING AGENCY	TITLE	TOTAL	FUNDING PERIOD
American Association of Community Colleges	Metallica Scholars Initiative	\$100,000	02/01/20 - 01/31/21
Bank of America Charitable Association	Economic Mobility for Individuals and Families	\$75,000	10/12/20 - 10/11/21
City of Orlando	City of Orlando Community Reinvestment Program	\$100,000	01/01/20 - 12/31/21
Department of Defense	Lightweight Innovations for Tomorrow (LIFT) Subaward to Valencia College	\$96,000	11/01/20 - 12/31/21
Department of Ed	Governors Emergency Education Relief (GEER) Fund under the Coronavirus Aid, Relief, and Economic Security (CARES) Act, Rapid Credentialing	\$2,283,020	05/28/20 - 09/30/22
Department of Labor	Greater Orlando YouthBuild	\$1,093,940	11/07/16 - 02/16/20
	Greater Orlando YouthBuild Construction Plus	\$1,100,000	02/01/19 - 05/31/20
Department of State	Community College Initiative Subaward NOVA	\$221,028	07/01/19 - 06/30/20
Department of Treasury	Osceola County CARES Act Funding	\$794,653	09/08/20 - 06/30/21
Florida Department of Economic Opportunity	Florida Job Growth Grant: Workforce Training Downtown	\$2,320,000	03/02/18 - 06/30/23
	Disaster Recovery for Hurricane Irma Workforce Recovery Training Program	\$1,972,003	07/16/20 - 01/09/23
Lockheed Martin	Advanced Manufacturing Scholarships	\$300,000	09/27/18 - 09/27/21
	CAT Marketing and Recruiting 2020	\$10,000	07/22/19 - 07/21/20
	CAT Marketing and Recruiting 2021	\$10,000	09/01/20 - 08/31/21
Truist Foundation	Truist Foundation: Economic Mobility	\$25,000	12/01/20 - 11/30/21
Continuing Education Total		\$10,500,644	

EAST CAMPUS

FUNDING AGENCY	TITLE	TOTAL	FUNDING PERIOD
Department of Ed	Title V, Developing Hispanic-Serving Institutions Program: Strengthening Academic Advising and Transfer	\$2,625,000	10/01/15 - 09/30/20
	Title V, Developing Hispanic Serving Institutions Supplemental Funding	\$115,722	10/01/18 - 09/30/20
Florida Humanities Council	Community Project Grants: Peace and Justice Institute: Votes4All	\$5,000	01/01/20 - 01/01/21
National Science Foundation	S-STEM: Engaging for Completion Through Opportunities in Research	\$650,000	01/01/19 - 12/31/23
East Campus Total		\$3,395,772	

OSCEOLA CAMPUS

FUNDING AGENCY	TITLE	TOTAL	FUNDING PERIOD
Department of Agriculture	Hispanic-Serving Institutions (HSI) Education Grants Program: Project SALSA	\$213,695	09/01/16 - 08/31/20
Department of Education	Title V, Developing Hispanic-Serving Institutions Program: College to Careers	\$2,625,000	10/01/15 - 03/31/21
National Science Foundation	Advanced Technological Education: Engineering Technology and Supply Chain Automation	\$225,000	07/01/18 - 06/30/21
	NSF ATE: Lake Nona Campus Biotechnology Internship Opportunities		10/01/20 - 09/30/23
Tavistock	Lake Nona Educational Ecosystem	\$150,000	01/23/19 - 05/30/22
Osceola Campus Total		\$3,507,671	



“The resource development team went above and beyond to provide exceptional service for the numerous grants supporting the Global, Professional and Continuing Education initiatives. Their work helped benefit numerous students in Accelerated Skills Training and YouthBuild.”

- Joe Battista

Vice President of Global, Professional and Continuing Education



VALENCIA COLLEGE FOUNDATION

FUNDING AGENCY	TITLE	TOTAL	FUNDING PERIOD
Central Florida Hotel and Lodging Foundation, Inc.	West Campus Building Renovation	\$50,000	04/22/14 - 04/22/24
Duke Energy Foundation	Duke Energy Foundation Powerful Communities: Workforce Scholarships	\$75,000	09/05/19 - 09/04/20
Helios Education Foundation	Helios Education Ecosystem Phase 2: Collaborative Build	\$6,400,000	09/26/17 - 07/31/20
Institute for Mexicans Abroad	IME Becas: Higher Education Scholarships	\$10,000	08/28/20 - 11/30/20
Institute of Real Estate Management	Scholarships for Residential Property Management	\$25,000	10/01/18 - 12/29/23
Lockheed Martin	COVID-19 Support for Valencia College Foundation	\$75,000	09/24/20 - 09/23/21
Rotary Club of Winter Park Charitable Foundation	Rotary Club of Winter Park 2020 Scholarships	\$2,000	09/02/19 - 09/01/20
	Take Stock in Children Scholarships	\$100,000	03/06/17 - 09/30/21
Take Stock in Children - State Agency	FL DOE Legislative Funding	\$220,649	07/01/20 - 06/30/21
	Take Stock in Children 2020 Affiliate Mini Grant	\$3,500	01/01/20 - 01/01/25
	Support of Take Stock in Children at Memorial Middle School	\$200,000	04/10/18 - 06/30/23
Universal Orlando Foundation	Art of Tomorrow Scholars	\$193,952	09/01/16 - 08/30/20
	Art of Tomorrow 19/20 Supplemental	\$31,438	09/01/19 - 08/30/20
	Art of Tomorrow 20/21 Supplemental	\$59,394	09/01/20 - 08/30/21
Valley Bank	Valley Bank Scholarships for Horizon Scholars Program	\$25,000	01/01/20 - 12/31/20
Wells Fargo Foundation	Programmatic Support for Valencia College Horizons Program	\$15,000	06/10/19 - 12/31/21
	Programmatic Support for Valencia College Horizons Program	\$15,000	07/01/20 - 12/31/21
	Collaboration Grants 2019	\$10,000	01/01/19 - 12/31/21
	Collaboration Grants 2020	\$10,000	01/01/20 - 12/31/21
Westgate Resorts Foundation	Strong Families Strong Workforce 2019	\$20,000	01/10/19 - 01/10/20
	Strong Families Strong Workforce 2020	\$20,000	01/01/20 - 12/31/21
Valencia Foundation Total		\$7,560,933	

WEST CAMPUS

FUNDING AGENCY	TITLE	TOTAL	FUNDING PERIOD
Carrier Global Corporation	Carrier Global Corporation: Energy Management and Control Technology EMCT Support	\$44,000	12/02/20 - 12/30/24
Florida Department of Ed	FL DOE Subaward OCPS Title II	\$60,332	07/01/20 - 06/30/21
National Science Foundation	Improving Undergraduate STEM Education: E-Path	\$213,116	07/15/17 - 06/30/20
	NSF Advanced Technological Education (ATE) Energy Management	\$900,000	06/15/16 - 05/31/21
West Campus Total		\$1,217,448	

“The Resource Development team works closely with Valencia College Foundation to acquire private funding to support student access, completion and equity, as well as enhance scholarship and rigor.”

- Dr. Geraldine Gallagher,
Foundation President and CEO

COMMUNITY COLLABORATORS

Oftentimes, grants require the support of organizations and members of our local community. The following is a list of some of the community collaborators who have played an integral role in many of our active awards.

3E Consultants Inc	Dept of Homeland Security	Global Peace Film Festival
Academy of Construction Technology (ACT)	Donald W. McIntosh Associates, Inc.	Goodwill Industries
Adaptive Consulting Engineers	DRMP, Inc.	Goodwin Reality
AdventHealth Orlando	Duke Energy Florida	Grace Landings
All Within My Hands	E.D.D. of Florida	Greater Orlando Aviation Authority
Amazon	Early Learning Coalition of Orange County	Habitat for Humanity of Greater Orlando & Osceola County
American Hotel & Lodging Association	East Orlando Chamber of Commerce	Hannibal Square Heritage Center
AEI Affiliated Engineers, Inc.	Electronics Arts	Hanson Professional Services Inc.
Automated Logic	EMCOR Services MSI - Mechanical Services	Harris Corporation
Barnes, Ferland and Associates, Inc.	Environmental Consulting and Technology, Inc.	Harter-Adams Architects
Belimo	Experience Kissimmee	Health Department of Orange County
Bishop Grady Villa	Falk Research	HKS Orlando
Boeing	Felburn Foundation	Hope Community Center
Bridge the Gap Coalition	Fleet Farming	Honeywell Building Solutions
BRIDG (Formerly ICAMR)	Florida A&M University	IDignity
Brook Hollow Farms	Florida Air Museum	iFLY
CareerSource	Florida Blue	Intern Pursuit
Central Avenue Elementary	Florida Department of Education	Jacobs
Central Florida Hotel and Lodging Association	Florida Department of Environmental Protection	JBT AeroTech
CFL Associated Builders	Florida Hospital	JetBlue Airlines
City of Orlando	Florida Humanities	Johnsons Controls Orlando Office
Civil Air Patrol	Florida State Colleges	Joseph Lawrence Utilities Co.
Clean the World	Florida Institute of Technology	Jr. Davis Construction Company, Inc.
Coalition for the Homeless	Foundation for Orange County Public Schools	Junior Achievement of Central Florida
Community Hope Center (Kissimmee)	Franklin, Hart & Reid	Kissimmee Chamber of Commerce
Comprehensive Energy Services, Inc.	Freedom Ride	Kissimmee Fire Dept
Concord Rents Apartments	FSBDC AT UCF (small business Association)	Kissimmee Police Department
Cornerstone Hospice	Garney Construction	Lake Nona Chamber of Commerce
Covenant House Florida	Give Kids the World	Lake Nona Life Project
CPPI Charles Perry Partners, Inc.	GMB Engineers & Planners, Inc.	Lexington Design and Fabrication
DeltaMaker		Limbach Company
DennCo Inc.		Lockheed Martin

Lynx	Poinciana Medical Center	Truth and Justice Project
M&B Steel Fabricators, Inc.	Polytechnic University of Puerto Rico (Orlando Campus)	UC Synergetic- A Pike Company
Marjon Construction	PPG Porter Paints	United States Airforce
Matern Professional Engineering	Protean Design Group, inc.	Universal Creative- Universal Parks and Resorts
MC2, Inc.	Public Works Department	Universal Orlando Resort
Myra Planning and Design LLC	RB Advisory LLC	Universal Studios Foundation
National Aeronautics and Space Administration (NASA) Kennedy Space Center	R.C. Stevens Construction Company	University of Alaska
National Science Foundation BEST Center/The Association of Controls Professionals 501-(c)-3	Raytheon	University of Central Florida
NAWIC (Nat Assoc Women in Const)	Reedy Creek Energy Services	University of Florida College of Agricultural & Life Sciences
Nemours Children's Hospital	Rosen Shingle Creek Hotel	University of Florida Institute of Food & Agricultural Sciences
Northrop Grumman	Rural Metro Ambulance	University of Rhode Island
OCPS Foundation	Samaritan Resource Center	University of the Virgin Islands
Ohio State University Moritz School of Law	Santa Fe College	USDR
Orange County Academy	School District of Osceola County	USTA
Orange County Division of Building Safety	Schellman Company	Valencia College
Orange County Library System	SeaWorld	Victim Service Center of Central Florida
Orange County Public Schools	Second Harvest Food Bank	Visium Resources, Inc.
Orange County Public Works Department	Siemens Energy Inc.	Vision of Flight
Orlando Health	Siemens Industry Inc.	Votum Construction
Orlando Police Department	Siemens Power Generation	Walt Disney World Resort
Orlando Science Center	SimCom Inc.	Walmart
Osceola Council on Aging	Simetri, Inc.	Wantman Droup, Inc
Osceola County Corrections	Southeastern Surveying and Mapping	Wells Fargo
Osceola County Fire Svcs	Southwest Airlines	Welbro Building Construction
Osceola County Government	St Cloud Fire Dept	Women in HVACR
Osceola County Juvenile Probation	System Services	Zebra Coalition
Osceola Regional Medical Center	Target	ZEN Thermostat
Osceola Technical College	Tavistock Development Company	ZIO
OUC	Tavistock Foundation	
Pet Alliance	Thales	
	TLC Engineering for Architecture	
	Trane Commercial Systems	
	Transition House	

DEFINITIONS

The Resource Development Office annual report is the official record showing our performance as a snapshot of time. This is the best method of reporting resource development activities due to the nature of the development lifecycle; as funding opportunities are continuously being applied for, awarded and managed. Additionally, the snapshot in time provides a structure to accurately report awards that may currently be in the pending stages. Award decisions by sponsoring entities average 6 to 12 months (from date of submittal) before reaching an award decision and may cross over academic years.

To accurately assign time and effort, this report utilizes the academic year in which the proposal was submitted as the key indicator to assign levels of effort and performance.

ACADEMIC YEAR

The period of time as defined between the dates of July 1 to June 30.

APPLICATION AMOUNT

The amount of funding being pursued by Valencia College to carry out specific activities and achieve the outcomes proposed in the grant proposal. The award amount includes allowable indirect costs.

AWARD AMOUNT

The amount of grant dollars awarded to Valencia College to carry out specific activities and achieve the outcomes proposed in the grant proposal. The award amount includes allowable indirect costs.

PENDING

The amount of funding being evaluated for award by the funding agency on behalf of Valencia College.

GRANTS SUBMITTED

Represents the number of grants that were successfully competed and submitted for review during an academic year.

AWARD COUNT

Represents the number of awards received and managed by Valencia College. These awards are allocated to the year in which the corresponding proposal was submitted.

RATE OF RETURN

A metric that shows award efficiency. It is a percentage calculated by dividing the Award Count by the Grants Submitted in each academic year.

MEAN DOLLAR OF APPLICATION

A metric showing the magnitude level of funding being pursued during an academic year. It is an average derived from dividing the Application Amount by the Grants Submitted in an academic year.

VISION

Valencia is a premier learning college that transforms lives, strengthens community, and inspires individuals to excellence.

MISSION

Valencia provides opportunities for academic, technical and life-long learning in a collaborative culture dedicated to inquiry, results and excellence.

VALUES

LEARNING by committing to Valencia's core competencies—Think, Value, Communicate, and Act—and the potential of each person to learn at the highest levels of achievement for personal and professional success.

PEOPLE by creating a caring, inclusive and safe environment that inspires all people to achieve their goals, share their success and encourage others.

DIVERSITY by fostering the understanding it builds in learning relations and appreciating the dimensions it adds to our quality of life.

ACCESS by reaching out to our communities, inviting and supporting all learners and partners to achieve their goals.

INTEGRITY by respecting the ideas of freedom, civic responsibility, academic honesty, personal ethics, and the courage to act.

DISTRICT OFFICE

1768 Park Center Drive
Orlando, FL 32835

**ADVANCED MANUFACTURING
TRAINING CENTER**

1099 Shady Lane
Kissimmee, FL 34744

DOWNTOWN CAMPUS

500 W Livingston Street
Orlando, FL 32801

EAST CAMPUS

701 N Econlockhatchee Trail
Orlando, FL 32825

LAKE NONA CAMPUS

12350 Narcoossee Road
Orlando, FL 32832

OSCEOLA CAMPUS

1800 Denn John Lane
Kissimmee, FL 34744

POINCIANA CAMPUS

3255 Pleasant Hill Road
Kissimmee, Florida 34746

SCHOOL OF PUBLIC SAFETY

8600 Valencia College Lane
Orlando, FL 32825

WEST CAMPUS

1800 South Kirkman Road
Orlando, FL 32811

WINTER PARK CAMPUS

850 W Morse Boulevard
Winter Park, FL 32789

valenciacollege.edu/academics/analytics-and-planning/resource-development/index.php

VALENCIACOLLEGE



RESOURCE DEVELOPMENT

Grants Activity Report
2019 - 2020

VALENCIA COLLEGE



WELCOME LETTER

The purpose of this report is to provide an overview of the work of the Resource Development Office in respect to grant funding during the July 1, 2019-June 30, 2020 fiscal year. This overview includes funding sources and distribution of grant awards across the College and their relationship to strategic goals and initiatives.

This report also offers a statistical synopsis of the grant-generating activity spanning the 2019-20 fiscal year of July 1, 2019 to June 30, 2020 including the number of grants applied for and awarded. These metrics provide a baseline that can be used to set priorities and funding goals.

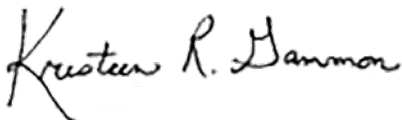
Finally, the report is an informational compendium of all grants active at any time from July 1, 2019 to June 30, 2020 and to recognize the community organizations Valencia collaborated with in pursuit of grants during 2019-20.

The success achieved in FY 2019-20 is a reflection of the innovation, dedication, and hard work put forth by faculty, staff and administration. The Resource Development Office of Valencia College managed a portfolio of \$65,468,082 representing 64 individual federal, state, local and private grants that were active during the July 1, 2019-June 30, 2020. The Resource Development Office works collaboratively and supports the work of faculty and staff on institutional projects. These projects are both innovative and strategic meeting the goals of the funding source and Valencia College.

The receipt of awards is a measure of a successful grantmaking procedure that includes a stringent approval process. Here is a glimpse of what this report contains:

- Table 4 is a synopsis of grant development activity spanning the 2019-20 fiscal year of July 1, 2019 to June 30, 2020, including grants applied for, funded and not funded.
- Table 5 displays a final win rate of 2019-20 grant application activity.

I am pleased to present the Resource Development Annual Report.



Kristeen Gammon
Assistant Vice President of Resource Development

GRANTS SUPPORT VALENCIA COLLEGE'S STRATEGIC PILLARS

PILLARS TO SUCCESS:

- Build Pathways
- Learning Assured
- Invest in Each Other
- Partner with the Community

VALENCIA COLLEGE'S COMMITMENT

To improve quality of life through access, expanded opportunities and well-being in our community.



EDUCATION

Transforming the student experience at Valencia College and across the education ecosystem to produce real results



WORKFORCE AND ECONOMY

Building on our success producing technologists and professionals while expanding opportunity for advancement for the rest of the economy



COMMUNITY

Transforming our community to create a global center of economic opportunity and sustain a better quality of life

“Valencia’s resource Development efforts have been among the best in the nation, not just securing funding, but aligning funding to our genuine priorities, implementing the strategies funded with fidelity, and building high-trust relationships with funders, grants management teams, and others inside and outside the college. Without this organizational strength, many of our best ideas would be much more difficult to bring to fruition.”

- Dr. Sandy Shugart
Valencia College President

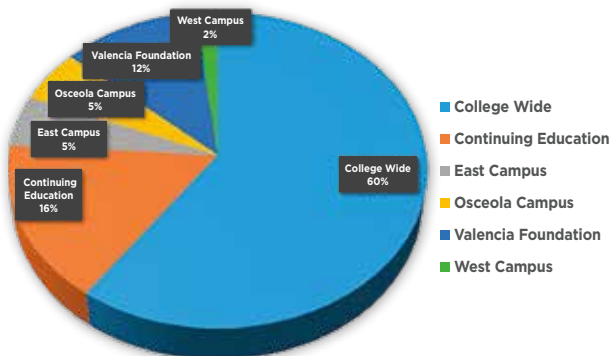


GRANTS PORTFOLIO, FY 2019 - 2020

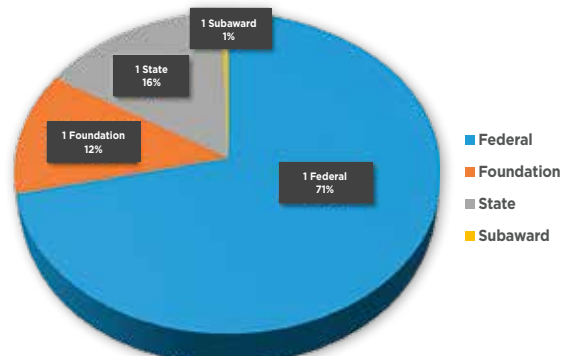
TABLE 1: Active Grants Portfolio by Location, fiscal year (FY) 2019-2020

CAMPUS	TOTAL APPLICATION AMOUNT	AWARDS
College Wide	\$39,285,664	15
Continuing Education	\$10,500,644	15
East Campus	\$3,395,722	4
Osceola Campus	\$3,507,671	5
Valencia Foundation	\$7,560,933	21
West Campus	\$1,217,448	4
GRAND TOTAL	\$65,468,082	64

Active Grants Portfolio by Location Percentage of Total Dollar Award of \$65.4 Million, 2020



Active Grants Portfolio by Funding Source Percentage of Total Dollar Award of \$65.4 Million, 2020



The portfolio reflects the total dollar value of all active grants over the July 1, 2019-June 30 2020 fiscal year. The breakdown of the \$65,468,082 in the active grants portfolio are as follows: 60% (\$39,285,664) College Wide, 16% (\$10,500,644) Continuing Education, 12% (\$7,560,933) Valencia Foundation, 5% (\$3,507,671) Osceola Campus, 5% (\$3,395,722) East Campus, and 2% (\$1,217,448) West Campus. The portfolio represents grant-funded projects that vary in duration from months to several years. (See the Grants Compendium section for the funding period of each grant.)



EARN THE GLOBAL DISTINCTION AT

VALENCIA COLLEGE

STUDY ABROAD

VALENCIA

2020 GRANTS PORTFOLIO BY COLLEGE INITIATIVE

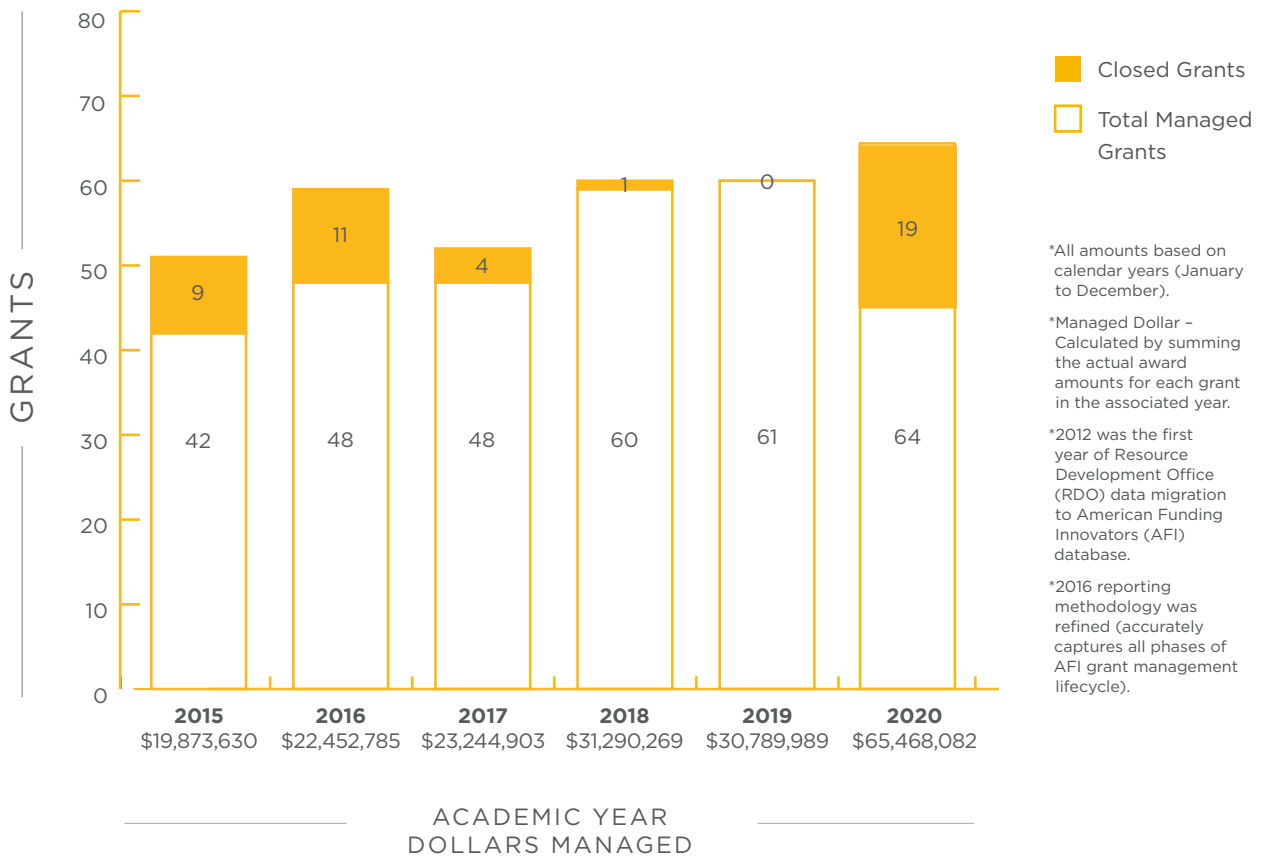
The following chart represents all grants active during the calendar year of January 1 to December 31, 2020. The table displays the primary initiative supported by the grants within the portfolio; however, it is important to note that grants may support multiple initiatives.

TABLE 2: Grants Portfolio by College Initiative

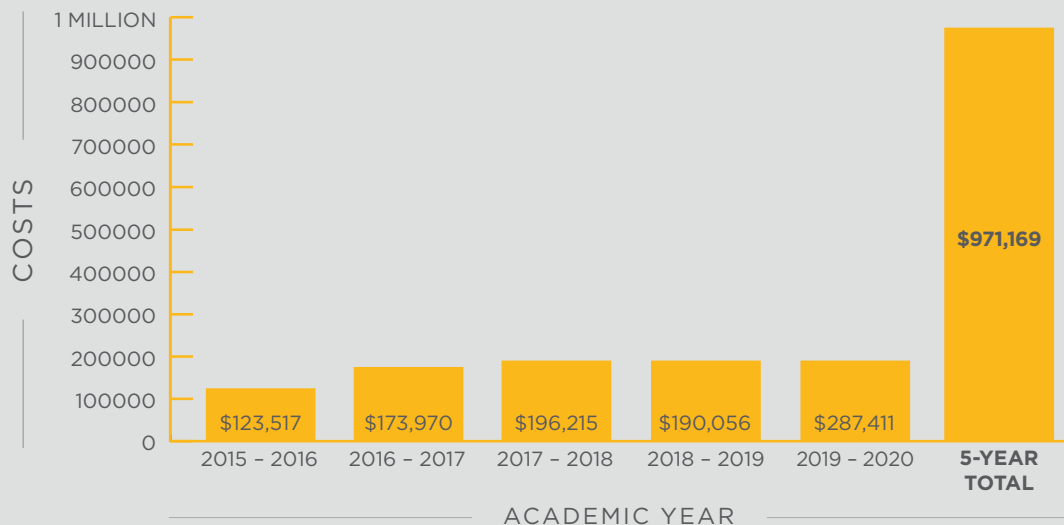
DEPARTMENT	SUPPORTED STRATEGIC INITIATIVE	AWARD AMOUNT	AWARDS
College Wide	Community	\$306,000	1
	Education	\$38,979,664	14
College Wide Total		\$39,285,664	15
Continuing Education	Education	\$3,597,988	3
	Workforce and Economy	\$6,902,656	12
Continuing Education Total		\$10,500,644	15
East Campus	Community	\$5,000	1
	Education	\$3,390,722	3
East Campus Total		\$3,395,722	4
Osceola Campus	Education	\$3,282,671	4
	Workforce and Economy	\$225,000	1
Osceola Campus Total		\$3,507,671	5
Valencia Foundation	Education	\$7,475,933	19
	Workforce and Economy	\$85,000	2
Valencia Foundation Total		\$7,560,933	21
West Campus	Education	\$1,217,448	4
West Campus Total		\$1,217,448	4
GRAND TOTAL		\$65,468,082	64

GRANTS MANAGEMENT

Grants Management 2020 Annual Report



Indirect Costs 2019 Annual Report



GRANTS DEVELOPMENT

GRANTS DEVELOPMENT ACTIVITY FROM JULY 1, 2019 TO JUNE 30, 2020

The purpose of the Resource Development Office is to further Valencia College's strategic initiatives by seeking outside funding through grants. Grant projects provide opportunity to pilot innovation; create new academic/workforce programs/training; and/or provide vital student support services for the most vulnerable populations.

The work of grant proposal development is a collaborative process that encompasses a broad range of input from the College community. Input includes content experts within the College, sponsorship of an accountable administrator/sponsor and the approval of key administrators are critical components of the grant making process. Developing competitive grant applications is an art and requires the buy-in of top leadership. The commitment of time and resources is critical to the successful submission of proposals and winning awards. All grant proposals have a sponsor who is a member of the president's cabinet. This sponsor is called an Accountable Administrator. It is their responsibility to help shepherd the work and provide necessary leadership and advocacy, especially in the case of sustaining programs or staff.

Winning grants is a great way to show success, but the partnerships within and outside of the College is invaluable. The win rate shown on the following pages is calculated for each location in two ways: 1) by applications, dividing the number of awards by the number of applications submitted, and 2) by dollars, dividing the amount funded by the total application amount. Note that the win rate of FY 2019-20 will change over time, when pending proposals are awarded or not funded. Pending grants reported in the 2019-20 Grants Activity Report will be recorded as "funded" or "not funded" in the FY 2019-20 report.

Whether the College is providing new workforce training or offering new programs, grant dollars help put people on the right trajectory. When grant dollars support student services or infrastructure for the College, it allows the College community the opportunity to try new ways of serving students.

“The Resource Development Office is a great example of what makes Valencia College’s culture effective and unique. The office champions collaboration and is focused on helping the college achieve its goals for both students and employees.”

- Dr. Brandon McKelvey,
VP, Analytics and Planning

The following presents a listing of Valencia College's Strategic Initiatives, the total amount of grant money supporting each initiative and the number of grants supporting each initiative. It is important to note that grants may support multiple initiatives.

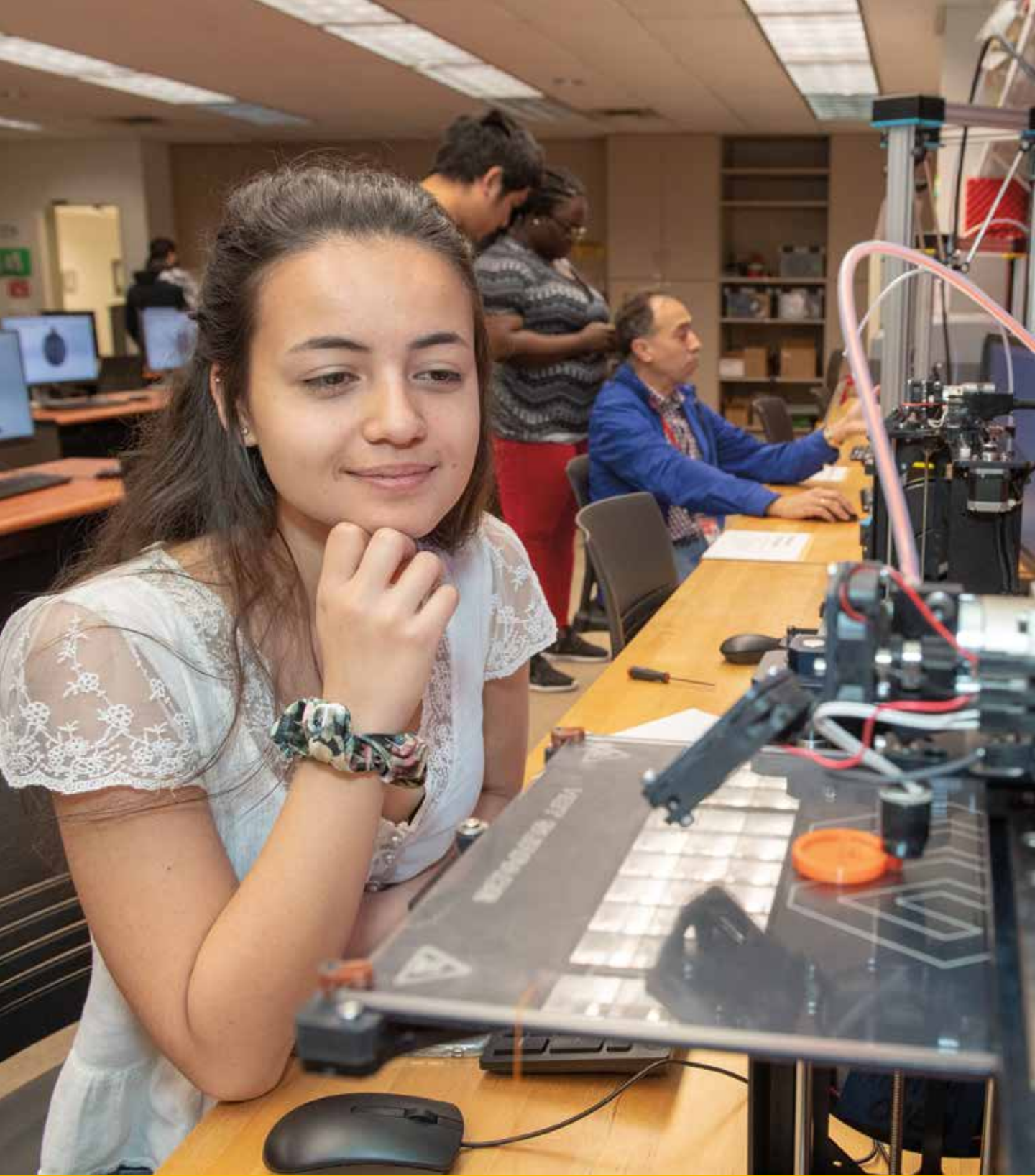
TABLE 3: 2020 Total Grant Amounts Supporting Valencia College Initiatives, FY 2019-2020

STRATEGIC INITIATIVE	TOTAL AWARD AMOUNT	NUMBER OF GRANTS
Community	\$311,000	2
Education	\$57,944,426	47
Workforce and Economy	\$7,212,656	15
GRAND TOTAL	\$65,468,082	64

APPLICATION ACTIVITY

TABLE 4: Annual FY 2019 – 2020 Grants Activity by Campus

CAMPUS	TOTAL APPLICATION AMOUNT	APPLICATIONS SUBMITTED	FUNDED AWARDS	NOT FUNDED	PENDING
College Wide	\$32,873,536	8	6	2	0
Continuing Education	\$4,497,187	8	5	3	0
East Campus	\$55,000	2	1	1	0
Osceola Campus	\$293,976	1	1	0	0
Valencia Foundation	\$189,500	6	5	1	0



“Grant funding has been instrumental in allowing us to double-down on efforts that we know enrich our students’ experiences at Valencia College, as well as accelerate development of new programs that are in high demand in our community.”

- Dr. Kathleen Plinske

Valencia College Executive Vice President and Provost

GRANT WIN RATE

The following chart illustrates the college grant win rates over the last five fiscal years.

TABLE 5: Valencia College Five-Year Application Grant Win Rate

ACADEMIC YEAR	VALUES APPLICATION AMOUNT	AWARD AMOUNT	PENDING	GRANTS SUBMITTED	AWARD COUNT	RATE OF RETURN
2015 - 2016	\$12,477,712	\$4,510,995	\$0	27	14	52%
2016 - 2017	\$23,726,295	\$6,412,179	\$6,880,221	42	22	52%
2017 - 2018	\$16,688,285	\$7,424,630	\$0	36	25	69%
2018 - 2019	\$15,948,711	\$3,744,957	\$0	33	23	70%
2019 - 2020	\$37,909,199	\$35,421,258	\$0	25	18	72%
GRAND TOTAL	\$106,750,202	\$57,514,019	\$6,880,221	163	102	"X" 63

TABLE 6: Final FY 2019-2020 Grants Activity and College Win Rate as of June 30, 2020

GRANTS ACTIVITY	NUMBER OF APPLICATIONS	DOLLAR AMOUNT
Funded	18	\$35,463,199
Not Funded	7	\$2,446,000
WIN RATE	72%	

*Please note that all grants are not funded at the amount applied.

GRANTS COMPENDIUM

The following pages list grants active at any time during the 2019 calendar year of January 1 to December 31, 2019. This list includes the total award amount spanning the entire funding period for each grant.

COLLEGEWIDE

FUNDING AGENCY	TITLE	TOTAL	FUNDING PERIOD
Department of Ed	US Dept. of Ed 2018 Defraying Costs of Enrolling Displaced Students Program	\$1,220,638	02/21/19 - 02/20/20
	ED CARES Act HEERF Institutional Portion: Valencia College Institutional Aid	\$13,841,101	05/12/20 - 05/11/21
	ED CARES Act HEERF Section 18004(a)(2): Valencia College Minority Serving Institution Funding	\$1,732,285	06/02/20 - 06/01/21
	ED CARES Act HEERF Student Aid: Valencia College Emergency Financial Aid	\$13,841,102	05/05/20 - 05/04/21
Department of Health and Human Services	DHHS SAMHSA 2018 Suicide Prevention/ Behavioral Health	\$306,000	11/30/18 - 11/29/21
Florida Department of Ed	Legislative Funding for Horizon Scholars/ Taking Stock in Children	\$180,695	07/01/19 - 06/30/20
	Carl D. Perkins Career & Technical Education 2019-2020	\$3,089,695	07/01/19 - 06/30/20
	Carl D. Perkins Career & Technical Education Roll Forward 2019-2020	\$238,927	07/01/19 - 06/30/20
	FL DOE Strengthening Career and Technical Education for the 21st Century Act Perkins V, Career and Technical Education Perkins 2020-2021	\$2,438,415	07/01/20 - 06/30/21
	FL DOE Strengthening Career and Technical Education for the 21st Century Act Perkins V, Career Pathways Entitlement Roll Forward 2020-2021	\$690,997	07/01/20 - 06/30/21
Florida Department of State	Division of Library and Information Services Florida CARES Act	\$92,383	11/25/20 - 09/30/21
National Endowment for the Humanities	Dialogues of the Experience of War Expanding the Conversation: Catharsis Across Campuses at Valencia College	\$91,517	08/01/19 - 07/31/21
National Science Foundation	Louis Stokes Alliances for Minority Participation - Bridges to Baccalaureate Alliance Program: ENGAGE	\$1,499,968	08/01/17 - 07/31/21

FUNDING AGENCY	TITLE	TOTAL	FUNDING PERIOD
Siemens USA	Siemens USA: ECPT and LSAMP Support	\$20,000	03/01/19 - 07/31/21
State Farm Foundation	Internship and Workforce Services Business Competition	\$1,941	09/25/20 - 04/30/21
College Wide Total		\$39,285,664	

CONTINUING EDUCATION

FUNDING AGENCY	TITLE	TOTAL	FUNDING PERIOD
American Association of Community Colleges	Metallica Scholars Initiative	\$100,000	02/01/20 - 01/31/21
Bank of America Charitable Association	Economic Mobility for Individuals and Families	\$75,000	10/12/20 - 10/11/21
City of Orlando	City of Orlando Community Reinvestment Program	\$100,000	01/01/20 - 12/31/21
Department of Defense	Lightweight Innovations for Tomorrow (LIFT) Subaward to Valencia College	\$96,000	11/01/20 - 12/31/21
Department of Ed	Governors Emergency Education Relief (GEER) Fund under the Coronavirus Aid, Relief, and Economic Security (CARES) Act, Rapid Credentialing	\$2,283,020	05/28/20 - 09/30/22
Department of Labor	Greater Orlando YouthBuild	\$1,093,940	11/07/16 - 02/16/20
	Greater Orlando YouthBuild Construction Plus	\$1,100,000	02/01/19 - 05/31/20
Department of State	Community College Initiative Subaward NOVA	\$221,028	07/01/19 - 06/30/20
Department of Treasury	Osceola County CARES Act Funding	\$794,653	09/08/20 - 06/30/21
Florida Department of Economic Opportunity	Florida Job Growth Grant: Workforce Training Downtown	\$2,320,000	03/02/18 - 06/30/23
	Disaster Recovery for Hurricane Irma Workforce Recovery Training Program	\$1,972,003	07/16/20 - 01/09/23
Lockheed Martin	Advanced Manufacturing Scholarships	\$300,000	09/27/18 - 09/27/21
	CAT Marketing and Recruiting 2020	\$10,000	07/22/19 - 07/21/20
	CAT Marketing and Recruiting 2021	\$10,000	09/01/20 - 08/31/21
Truist Foundation	Truist Foundation: Economic Mobility	\$25,000	12/01/20 - 11/30/21
Continuing Education Total		\$10,500,644	

EAST CAMPUS

FUNDING AGENCY	TITLE	TOTAL	FUNDING PERIOD
Department of Ed	Title V, Developing Hispanic-Serving Institutions Program: Strengthening Academic Advising and Transfer	\$2,625,000	10/01/15 - 09/30/20
	Title V, Developing Hispanic Serving Institutions Supplemental Funding	\$115,722	10/01/18 - 09/30/20
Florida Humanities Council	Community Project Grants: Peace and Justice Institute: Votes4All	\$5,000	01/01/20 - 01/01/21
National Science Foundation	S-STEM: Engaging for Completion Through Opportunities in Research	\$650,000	01/01/19 - 12/31/23
East Campus Total		\$3,395,772	

OSCEOLA CAMPUS

FUNDING AGENCY	TITLE	TOTAL	FUNDING PERIOD
Department of Agriculture	Hispanic-Serving Institutions (HSI) Education Grants Program: Project SALSA	\$213,695	09/01/16 - 08/31/20
Department of Education	Title V, Developing Hispanic-Serving Institutions Program: College to Careers	\$2,625,000	10/01/15 - 03/31/21
National Science Foundation	Advanced Technological Education: Engineering Technology and Supply Chain Automation	\$225,000	07/01/18 - 06/30/21
	NSF ATE: Lake Nona Campus Biotechnology Internship Opportunities		10/01/20 - 09/30/23
Tavistock	Lake Nona Educational Ecosystem	\$150,000	01/23/19 - 05/30/22
Osceola Campus Total		\$3,507,671	



“The resource development team went above and beyond to provide exceptional service for the numerous grants supporting the Global, Professional and Continuing Education initiatives. Their work helped benefit numerous students in Accelerated Skills Training and YouthBuild.”

- Joe Battista

Vice President of Global, Professional and Continuing Education



VALENCIA COLLEGE FOUNDATION

FUNDING AGENCY	TITLE	TOTAL	FUNDING PERIOD
Central Florida Hotel and Lodging Foundation, Inc.	West Campus Building Renovation	\$50,000	04/22/14 - 04/22/24
Duke Energy Foundation	Duke Energy Foundation Powerful Communities: Workforce Scholarships	\$75,000	09/05/19 - 09/04/20
Helios Education Foundation	Helios Education Ecosystem Phase 2: Collaborative Build	\$6,400,000	09/26/17 - 07/31/20
Institute for Mexicans Abroad	IME Becas: Higher Education Scholarships	\$10,000	08/28/20 - 11/30/20
Institute of Real Estate Management	Scholarships for Residential Property Management	\$25,000	10/01/18 - 12/29/23
Lockheed Martin	COVID-19 Support for Valencia College Foundation	\$75,000	09/24/20 - 09/23/21
Rotary Club of Winter Park Charitable Foundation	Rotary Club of Winter Park 2020 Scholarships	\$2,000	09/02/19 - 09/01/20
	Take Stock in Children Scholarships	\$100,000	03/06/17 - 09/30/21
Take Stock in Children - State Agency	FL DOE Legislative Funding	\$220,649	07/01/20 - 06/30/21
	Take Stock in Children 2020 Affiliate Mini Grant	\$3,500	01/01/20 - 01/01/25
	Support of Take Stock in Children at Memorial Middle School	\$200,000	04/10/18 - 06/30/23
Universal Orlando Foundation	Art of Tomorrow Scholars	\$193,952	09/01/16 - 08/30/20
	Art of Tomorrow 19/20 Supplemental	\$31,438	09/01/19 - 08/30/20
	Art of Tomorrow 20/21 Supplemental	\$59,394	09/01/20 - 08/30/21
Valley Bank	Valley Bank Scholarships for Horizon Scholars Program	\$25,000	01/01/20 - 12/31/20
Wells Fargo Foundation	Programmatic Support for Valencia College Horizons Program	\$15,000	06/10/19 - 12/31/21
	Programmatic Support for Valencia College Horizons Program	\$15,000	07/01/20 - 12/31/21
	Collaboration Grants 2019	\$10,000	01/01/19 - 12/31/21
	Collaboration Grants 2020	\$10,000	01/01/20 - 12/31/21
Westgate Resorts Foundation	Strong Families Strong Workforce 2019	\$20,000	01/10/19 - 01/10/20
	Strong Families Strong Workforce 2020	\$20,000	01/01/20 - 12/31/21
Valencia Foundation Total		\$7,560,933	

WEST CAMPUS

FUNDING AGENCY	TITLE	TOTAL	FUNDING PERIOD
Carrier Global Corporation	Carrier Global Corporation: Energy Management and Control Technology EMCT Support	\$44,000	12/02/20 - 12/30/24
Florida Department of Ed	FL DOE Subaward OCPS Title II	\$60,332	07/01/20 - 06/30/21
National Science Foundation	Improving Undergraduate STEM Education: E-Path	\$213,116	07/15/17 - 06/30/20
	NSF Advanced Technological Education (ATE) Energy Management	\$900,000	06/15/16 - 05/31/21
West Campus Total		\$1,217,448	

“The Resource Development team works closely with Valencia College Foundation to acquire private funding to support student access, completion and equity, as well as enhance scholarship and rigor.”

- Dr. Geraldine Gallagher,
Foundation President and CEO

COMMUNITY COLLABORATORS

Oftentimes, grants require the support of organizations and members of our local community. The following is a list of some of the community collaborators who have played an integral role in many of our active awards.

3E Consultants Inc	Dept of Homeland Security	Global Peace Film Festival
Academy of Construction Technology (ACT)	Donald W. McIntosh Associates, Inc.	Goodwill Industries
Adaptive Consulting Engineers	DRMP, Inc.	Goodwin Reality
AdventHealth Orlando	Duke Energy Florida	Grace Landings
All Within My Hands	E.D.D. of Florida	Greater Orlando Aviation Authority
Amazon	Early Learning Coalition of Orange County	Habitat for Humanity of Greater Orlando & Osceola County
American Hotel & Lodging Association	East Orlando Chamber of Commerce	Hannibal Square Heritage Center
AEI Affiliated Engineers, Inc.	Electronics Arts	Hanson Professional Services Inc.
Automated Logic	EMCOR Services MSI - Mechanical Services	Harris Corporation
Barnes, Ferland and Associates, Inc.	Environmental Consulting and Technology, Inc.	Harter-Adams Architects
Belimo	Experience Kissimmee	Health Department of Orange County
Bishop Grady Villa	Falk Research	HKS Orlando
Boeing	Felburn Foundation	Hope Community Center
Bridge the Gap Coalition	Fleet Farming	Honeywell Building Solutions
BRIDG (Formerly ICAMR)	Florida A&M University	IDignity
Brook Hollow Farms	Florida Air Museum	iFLY
CareerSource	Florida Blue	Intern Pursuit
Central Avenue Elementary	Florida Department of Education	Jacobs
Central Florida Hotel and Lodging Association	Florida Department of Environmental Protection	JBT AeroTech
CFL Associated Builders	Florida Hospital	JetBlue Airlines
City of Orlando	Florida Humanities	Johnsons Controls Orlando Office
Civil Air Patrol	Florida State Colleges	Joseph Lawrence Utilities Co.
Clean the World	Florida Institute of Technology	Jr. Davis Construction Company, Inc.
Coalition for the Homeless	Foundation for Orange County Public Schools	Junior Achievement of Central Florida
Community Hope Center (Kissimmee)	Franklin, Hart & Reid	Kissimmee Chamber of Commerce
Comprehensive Energy Services, Inc.	Freedom Ride	Kissimmee Fire Dept
Concord Rents Apartments	FSBDC AT UCF (small business Association)	Kissimmee Police Department
Cornerstone Hospice	Garney Construction	Lake Nona Chamber of Commerce
Covenant House Florida	Give Kids the World	Lake Nona Life Project
CPPI Charles Perry Partners, Inc.	GMB Engineers & Planners, Inc.	Lexington Design and Fabrication
DeltaMaker		Limbach Company
DennCo Inc.		Lockheed Martin

Lynx	Poinciana Medical Center	Truth and Justice Project
M&B Steel Fabricators, Inc.	Polytechnic University of Puerto Rico (Orlando Campus)	UC Synergetic- A Pike Company
Marjon Construction	PPG Porter Paints	United States Airforce
Matern Professional Engineering	Protean Design Group, inc.	Universal Creative- Universal Parks and Resorts
MC2, Inc.	Public Works Department	Universal Orlando Resort
Myra Planning and Design LLC	RB Advisory LLC	Universal Studios Foundation
National Aeronautics and Space Administration (NASA) Kennedy Space Center	R.C. Stevens Construction Company	University of Alaska
National Science Foundation BEST Center/The Association of Controls Professionals 501-(c)-3	Raytheon	University of Central Florida
NAWIC (Nat Assoc Women in Const)	Reedy Creek Energy Services	University of Florida College of Agricultural & Life Sciences
Nemours Children's Hospital	Rosen Shingle Creek Hotel	University of Florida Institute of Food & Agricultural Sciences
Northrop Grumman	Rural Metro Ambulance	University of Rhode Island
OCPS Foundation	Samaritan Resource Center	University of the Virgin Islands
Ohio State University Moritz School of Law	Santa Fe College	USDR
Orange County Academy	School District of Osceola County	USTA
Orange County Division of Building Safety	Schellman Company	Valencia College
Orange County Library System	SeaWorld	Victim Service Center of Central Florida
Orange County Public Schools	Second Harvest Food Bank	Visium Resources, Inc.
Orange County Public Works Department	Siemens Energy Inc.	Vision of Flight
Orlando Health	Siemens Industry Inc.	Votum Construction
Orlando Police Department	Siemens Power Generation	Walt Disney World Resort
Orlando Science Center	SimCom Inc.	Walmart
Osceola Council on Aging	Simetri, Inc.	Wantman Droup, Inc
Osceola County Corrections	Southeastern Surveying and Mapping	Wells Fargo
Osceola County Fire Svcs	Southwest Airlines	Welbro Building Construction
Osceola County Government	St Cloud Fire Dept	Women in HVACR
Osceola County Juvenile Probation	System Services	Zebra Coalition
Osceola Regional Medical Center	Target	ZEN Thermostat
Osceola Technical College	Tavistock Development Company	ZIO
OUC	Tavistock Foundation	
Pet Alliance	Thales	
	TLC Engineering for Architecture	
	Trane Commercial Systems	
	Transition House	

DEFINITIONS

The Resource Development Office annual report is the official record showing our performance as a snapshot of time. This is the best method of reporting resource development activities due to the nature of the development lifecycle; as funding opportunities are continuously being applied for, awarded and managed. Additionally, the snapshot in time provides a structure to accurately report awards that may currently be in the pending stages. Award decisions by sponsoring entities average 6 to 12 months (from date of submittal) before reaching an award decision and may cross over academic years.

To accurately assign time and effort, this report utilizes the academic year in which the proposal was submitted as the key indicator to assign levels of effort and performance.

ACADEMIC YEAR

The period of time as defined between the dates of July 1 to June 30.

APPLICATION AMOUNT

The amount of funding being pursued by Valencia College to carry out specific activities and achieve the outcomes proposed in the grant proposal. The award amount includes allowable indirect costs.

AWARD AMOUNT

The amount of grant dollars awarded to Valencia College to carry out specific activities and achieve the outcomes proposed in the grant proposal. The award amount includes allowable indirect costs.

PENDING

The amount of funding being evaluated for award by the funding agency on behalf of Valencia College.

GRANTS SUBMITTED

Represents the number of grants that were successfully competed and submitted for review during an academic year.

AWARD COUNT

Represents the number of awards received and managed by Valencia College. These awards are allocated to the year in which the corresponding proposal was submitted.

RATE OF RETURN

A metric that shows award efficiency. It is a percentage calculated by dividing the Award Count by the Grants Submitted in each academic year.

MEAN DOLLAR OF APPLICATION

A metric showing the magnitude level of funding being pursued during an academic year. It is an average derived from dividing the Application Amount by the Grants Submitted in an academic year.

VISION

Valencia is a premier learning college that transforms lives, strengthens community, and inspires individuals to excellence.

MISSION

Valencia provides opportunities for academic, technical and life-long learning in a collaborative culture dedicated to inquiry, results and excellence.

VALUES

LEARNING by committing to Valencia's core competencies—Think, Value, Communicate, and Act—and the potential of each person to learn at the highest levels of achievement for personal and professional success.

PEOPLE by creating a caring, inclusive and safe environment that inspires all people to achieve their goals, share their success and encourage others.

DIVERSITY by fostering the understanding it builds in learning relations and appreciating the dimensions it adds to our quality of life.

ACCESS by reaching out to our communities, inviting and supporting all learners and partners to achieve their goals.

INTEGRITY by respecting the ideas of freedom, civic responsibility, academic honesty, personal ethics, and the courage to act.

DISTRICT OFFICE

1768 Park Center Drive
Orlando, FL 32835

**ADVANCED MANUFACTURING
TRAINING CENTER**

1099 Shady Lane
Kissimmee, FL 34744

DOWNTOWN CAMPUS

500 W Livingston Street
Orlando, FL 32801

EAST CAMPUS

701 N Econlockhatchee Trail
Orlando, FL 32825

LAKE NONA CAMPUS

12350 Narcoossee Road
Orlando, FL 32832

OSCEOLA CAMPUS

1800 Denn John Lane
Kissimmee, FL 34744

POINCIANA CAMPUS

3255 Pleasant Hill Road
Kissimmee, Florida 34746

SCHOOL OF PUBLIC SAFETY

8600 Valencia College Lane
Orlando, FL 32825

WEST CAMPUS

1800 South Kirkman Road
Orlando, FL 32811

WINTER PARK CAMPUS

850 W Morse Boulevard
Winter Park, FL 32789

valenciacollege.edu/academics/analytics-and-planning/resource-development/index.php

VALENCIACOLLEGE



RESOURCE DEVELOPMENT

Grants Activity Report
2019 - 2020

VALENCIA COLLEGE



WELCOME LETTER

The purpose of this report is to provide an overview of the work of the Resource Development Office in respect to grant funding during the July 1, 2019-June 30, 2020 fiscal year. This overview includes funding sources and distribution of grant awards across the College and their relationship to strategic goals and initiatives.

This report also offers a statistical synopsis of the grant-generating activity spanning the 2019-20 fiscal year of July 1, 2019 to June 30, 2020 including the number of grants applied for and awarded. These metrics provide a baseline that can be used to set priorities and funding goals.

Finally, the report is an informational compendium of all grants active at any time from July 1, 2019 to June 30, 2020 and to recognize the community organizations Valencia collaborated with in pursuit of grants during 2019-20.

The success achieved in FY 2019-20 is a reflection of the innovation, dedication, and hard work put forth by faculty, staff and administration. The Resource Development Office of Valencia College managed a portfolio of \$65,468,082 representing 64 individual federal, state, local and private grants that were active during the July 1, 2019-June 30, 2020. The Resource Development Office works collaboratively and supports the work of faculty and staff on institutional projects. These projects are both innovative and strategic meeting the goals of the funding source and Valencia College.

The receipt of awards is a measure of a successful grantmaking procedure that includes a stringent approval process. Here is a glimpse of what this report contains:

- Table 4 is a synopsis of grant development activity spanning the 2019-20 fiscal year of July 1, 2019 to June 30, 2020, including grants applied for, funded and not funded.
- Table 5 displays a final win rate of 2019-20 grant application activity.

I am pleased to present the Resource Development Annual Report.



Kristeen Gammon
Assistant Vice President of Resource Development

GRANTS SUPPORT VALENCIA COLLEGE'S STRATEGIC PILLARS

PILLARS TO SUCCESS:

- Build Pathways
- Learning Assured
- Invest in Each Other
- Partner with the Community

VALENCIA COLLEGE'S COMMITMENT

To improve quality of life through access, expanded opportunities and well-being in our community.



EDUCATION

Transforming the student experience at Valencia College and across the education ecosystem to produce real results



WORKFORCE AND ECONOMY

Building on our success producing technologists and professionals while expanding opportunity for advancement for the rest of the economy



COMMUNITY

Transforming our community to create a global center of economic opportunity and sustain a better quality of life

“Valencia’s resource Development efforts have been among the best in the nation, not just securing funding, but aligning funding to our genuine priorities, implementing the strategies funded with fidelity, and building high-trust relationships with funders, grants management teams, and others inside and outside the college. Without this organizational strength, many of our best ideas would be much more difficult to bring to fruition.”

- Dr. Sandy Shugart
Valencia College President

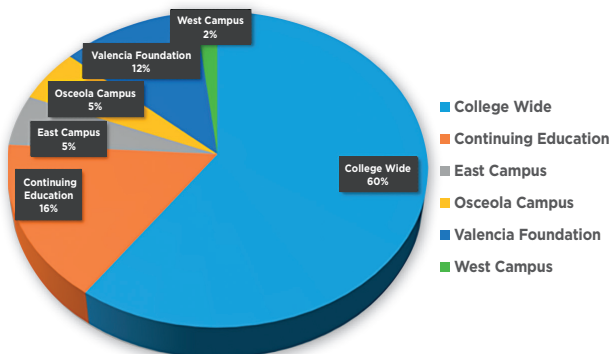


GRANTS PORTFOLIO, FY 2019 - 2020

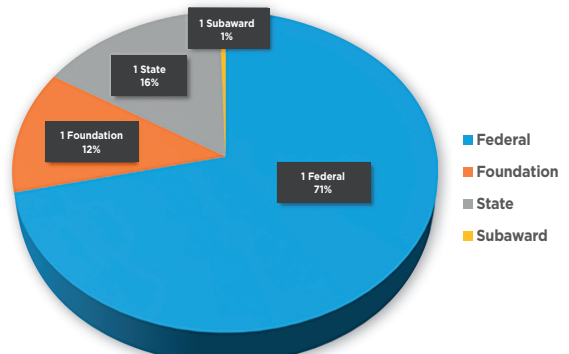
TABLE 1: Active Grants Portfolio by Location, fiscal year (FY) 2019-2020

CAMPUS	TOTAL APPLICATION AMOUNT	AWARDS
College Wide	\$39,285,664	15
Continuing Education	\$10,500,644	15
East Campus	\$3,395,722	4
Osceola Campus	\$3,507,671	5
Valencia Foundation	\$7,560,933	21
West Campus	\$1,217,448	4
GRAND TOTAL	\$65,468,082	64

Active Grants Portfolio by Location Percentage of Total Dollar Award of \$65.4 Million, 2020



Active Grants Portfolio by Funding Source Percentage of Total Dollar Award of \$65.4 Million, 2020



The portfolio reflects the total dollar value of all active grants over the July 1, 2019-June 30 2020 fiscal year. The breakdown of the \$65,468,082 in the active grants portfolio are as follows: 60% (\$39,285,664) College Wide, 16% (\$10,500,644) Continuing Education, 12% (\$7,560,933) Valencia Foundation, 5% (\$3,507,671) Osceola Campus, 5% (\$3,395,722) East Campus, and 2% (\$1,217,448) West Campus. The portfolio represents grant-funded projects that vary in duration from months to several years. (See the Grants Compendium section for the funding period of each grant.)



EARN THE GLOBAL DISTINCTION AT

VALENCIA COLLEGE

STUDY ABROAD

VALENCIA

2020 GRANTS PORTFOLIO BY COLLEGE INITIATIVE

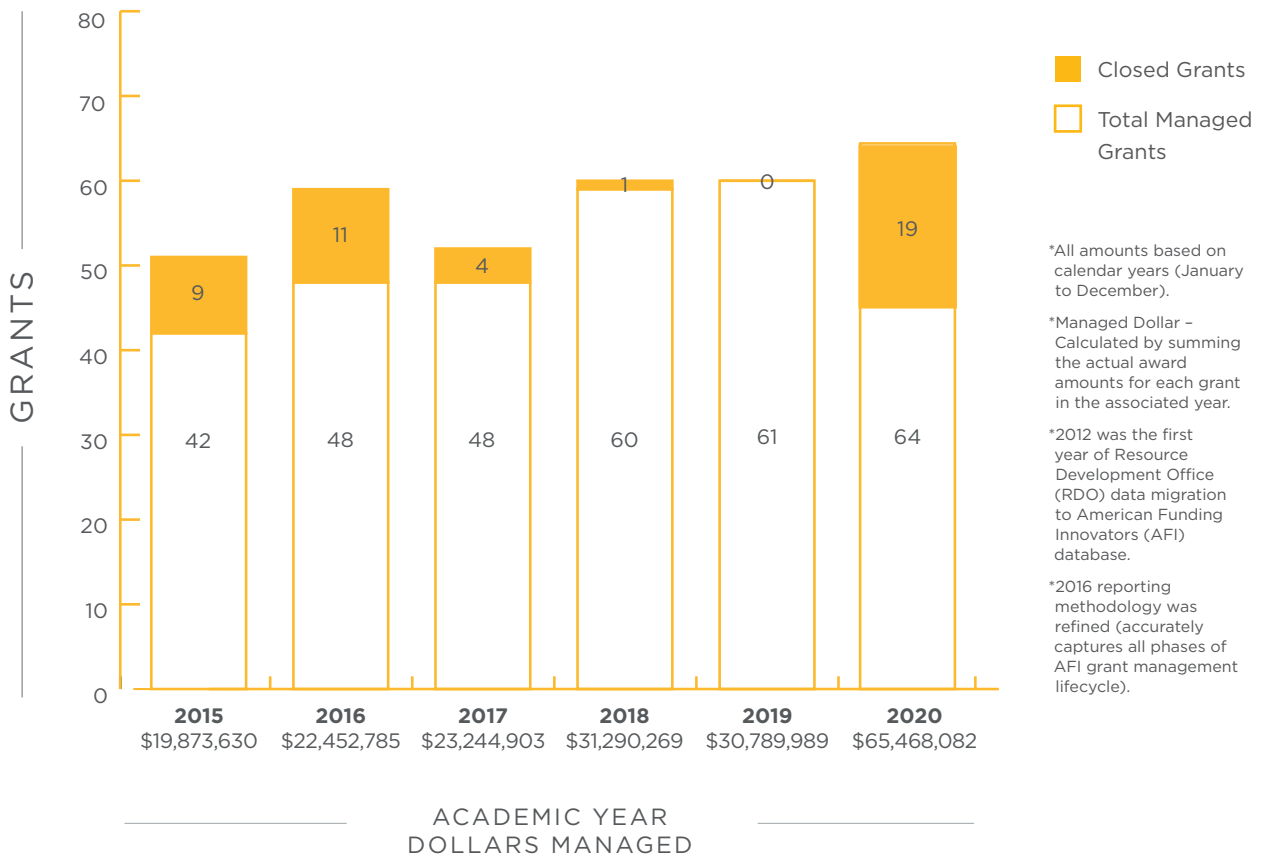
The following chart represents all grants active during the calendar year of January 1 to December 31, 2020. The table displays the primary initiative supported by the grants within the portfolio; however, it is important to note that grants may support multiple initiatives.

TABLE 2: Grants Portfolio by College Initiative

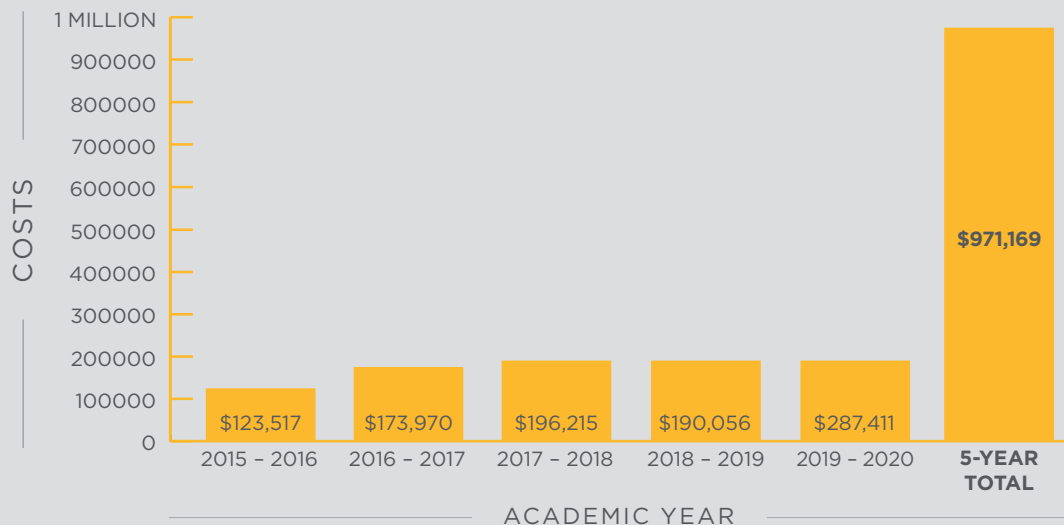
DEPARTMENT	SUPPORTED STRATEGIC INITIATIVE	AWARD AMOUNT	AWARDS
College Wide	Community	\$306,000	1
	Education	\$38,979,664	14
College Wide Total		\$39,285,664	15
Continuing Education	Education	\$3,597,988	3
	Workforce and Economy	\$6,902,656	12
Continuing Education Total		\$10,500,644	15
East Campus	Community	\$5,000	1
	Education	\$3,390,722	3
East Campus Total		\$3,395,722	4
Osceola Campus	Education	\$3,282,671	4
	Workforce and Economy	\$225,000	1
Osceola Campus Total		\$3,507,671	5
Valencia Foundation	Education	\$7,475,933	19
	Workforce and Economy	\$85,000	2
Valencia Foundation Total		\$7,560,933	21
West Campus	Education	\$1,217,448	4
West Campus Total		\$1,217,448	4
GRAND TOTAL		\$65,468,082	64

GRANTS MANAGEMENT

Grants Management 2020 Annual Report



Indirect Costs 2019 Annual Report



GRANTS DEVELOPMENT

GRANTS DEVELOPMENT ACTIVITY FROM JULY 1, 2019 TO JUNE 30, 2020

The purpose of the Resource Development Office is to further Valencia College's strategic initiatives by seeking outside funding through grants. Grant projects provide opportunity to pilot innovation; create new academic/workforce programs/training; and/or provide vital student support services for the most vulnerable populations.

The work of grant proposal development is a collaborative process that encompasses a broad range of input from the College community. Input includes content experts within the College, sponsorship of an accountable administrator/sponsor and the approval of key administrators are critical components of the grant making process. Developing competitive grant applications is an art and requires the buy-in of top leadership. The commitment of time and resources is critical to the successful submission of proposals and winning awards. All grant proposals have a sponsor who is a member of the president's cabinet. This sponsor is called an Accountable Administrator. It is their responsibility to help shepherd the work and provide necessary leadership and advocacy, especially in the case of sustaining programs or staff.

Winning grants is a great way to show success, but the partnerships within and outside of the College is invaluable. The win rate shown on the following pages is calculated for each location in two ways: 1) by applications, dividing the number of awards by the number of applications submitted, and 2) by dollars, dividing the amount funded by the total application amount. Note that the win rate of FY 2019-20 will change over time, when pending proposals are awarded or not funded. Pending grants reported in the 2019-20 Grants Activity Report will be recorded as "funded" or "not funded" in the FY 2019-20 report.

Whether the College is providing new workforce training or offering new programs, grant dollars help put people on the right trajectory. When grant dollars support student services or infrastructure for the College, it allows the College community the opportunity to try new ways of serving students.

"The Resource Development Office is a great example of what makes Valencia College's culture effective and unique. The office champions collaboration and is focused on helping the college achieve its goals for both students and employees."

- Dr. Brandon McKelvey,
VP, Analytics and Planning

The following presents a listing of Valencia College's Strategic Initiatives, the total amount of grant money supporting each initiative and the number of grants supporting each initiative. It is important to note that grants may support multiple initiatives.

TABLE 3: 2020 Total Grant Amounts Supporting Valencia College Initiatives, FY 2019-2020

STRATEGIC INITIATIVE	TOTAL AWARD AMOUNT	NUMBER OF GRANTS
Community	\$311,000	2
Education	\$57,944,426	47
Workforce and Economy	\$7,212,656	15
GRAND TOTAL	\$65,468,082	64

APPLICATION ACTIVITY

TABLE 4: Annual FY 2019 – 2020 Grants Activity by Campus

CAMPUS	TOTAL APPLICATION AMOUNT	APPLICATIONS SUBMITTED	FUNDED AWARDS	NOT FUNDED	PENDING
College Wide	\$32,873,536	8	6	2	0
Continuing Education	\$4,497,187	8	5	3	0
East Campus	\$55,000	2	1	1	0
Osceola Campus	\$293,976	1	1	0	0
Valencia Foundation	\$189,500	6	5	1	0



“Grant funding has been instrumental in allowing us to double-down on efforts that we know enrich our students’ experiences at Valencia College, as well as accelerate development of new programs that are in high demand in our community.”

- Dr. Kathleen Plinske

Valencia College Executive Vice President and Provost

GRANT WIN RATE

The following chart illustrates the college grant win rates over the last five fiscal years.

TABLE 5: Valencia College Five-Year Application Grant Win Rate

ACADEMIC YEAR	VALUES APPLICATION AMOUNT	AWARD AMOUNT	PENDING	GRANTS SUBMITTED	AWARD COUNT	RATE OF RETURN
2015 - 2016	\$12,477,712	\$4,510,995	\$0	27	14	52%
2016 - 2017	\$23,726,295	\$6,412,179	\$6,880,221	42	22	52%
2017 - 2018	\$16,688,285	\$7,424,630	\$0	36	25	69%
2018 - 2019	\$15,948,711	\$3,744,957	\$0	33	23	70%
2019 - 2020	\$37,909,199	\$35,421,258	\$0	25	18	72%
GRAND TOTAL	\$106,750,202	\$57,514,019	\$6,880,221	163	102	"X" 63

TABLE 6: Final FY 2019-2020 Grants Activity and College Win Rate as of June 30, 2020

GRANTS ACTIVITY	NUMBER OF APPLICATIONS	DOLLAR AMOUNT
Funded	18	\$35,463,199
Not Funded	7	\$2,446,000
WIN RATE	72%	

*Please note that all grants are not funded at the amount applied.

GRANTS COMPENDIUM

The following pages list grants active at any time during the 2019 calendar year of January 1 to December 31, 2019. This list includes the total award amount spanning the entire funding period for each grant.

COLLEGEWIDE

FUNDING AGENCY	TITLE	TOTAL	FUNDING PERIOD
Department of Ed	US Dept. of Ed 2018 Defraying Costs of Enrolling Displaced Students Program	\$1,220,638	02/21/19 - 02/20/20
	ED CARES Act HEERF Institutional Portion: Valencia College Institutional Aid	\$13,841,101	05/12/20 - 05/11/21
	ED CARES Act HEERF Section 18004(a)(2): Valencia College Minority Serving Institution Funding	\$1,732,285	06/02/20 - 06/01/21
	ED CARES Act HEERF Student Aid: Valencia College Emergency Financial Aid	\$13,841,102	05/05/20 - 05/04/21
Department of Health and Human Services	DHHS SAMHSA 2018 Suicide Prevention/ Behavioral Health	\$306,000	11/30/18 - 11/29/21
Florida Department of Ed	Legislative Funding for Horizon Scholars/ Taking Stock in Children	\$180,695	07/01/19 - 06/30/20
	Carl D. Perkins Career & Technical Education 2019-2020	\$3,089,695	07/01/19 - 06/30/20
	Carl D. Perkins Career & Technical Education Roll Forward 2019-2020	\$238,927	07/01/19 - 06/30/20
	FL DOE Strengthening Career and Technical Education for the 21st Century Act Perkins V, Career and Technical Education Perkins 2020-2021	\$2,438,415	07/01/20 - 06/30/21
	FL DOE Strengthening Career and Technical Education for the 21st Century Act Perkins V, Career Pathways Entitlement Roll Forward 2020-2021	\$690,997	07/01/20 - 06/30/21
Florida Department of State	Division of Library and Information Services Florida CARES Act	\$92,383	11/25/20 - 09/30/21
National Endowment for the Humanities	Dialogues of the Experience of War Expanding the Conversation: Catharsis Across Campuses at Valencia College	\$91,517	08/01/19 - 07/31/21
National Science Foundation	Louis Stokes Alliances for Minority Participation - Bridges to Baccalaureate Alliance Program: ENGAGE	\$1,499,968	08/01/17 - 07/31/21

FUNDING AGENCY	TITLE	TOTAL	FUNDING PERIOD
Siemens USA	Siemens USA: ECPT and LSAMP Support	\$20,000	03/01/19 - 07/31/21
State Farm Foundation	Internship and Workforce Services Business Competition	\$1,941	09/25/20 - 04/30/21
College Wide Total		\$39,285,664	

CONTINUING EDUCATION

FUNDING AGENCY	TITLE	TOTAL	FUNDING PERIOD
American Association of Community Colleges	Metallica Scholars Initiative	\$100,000	02/01/20 - 01/31/21
Bank of America Charitable Association	Economic Mobility for Individuals and Families	\$75,000	10/12/20 - 10/11/21
City of Orlando	City of Orlando Community Reinvestment Program	\$100,000	01/01/20 - 12/31/21
Department of Defense	Lightweight Innovations for Tomorrow (LIFT) Subaward to Valencia College	\$96,000	11/01/20 - 12/31/21
Department of Ed	Governors Emergency Education Relief (GEER) Fund under the Coronavirus Aid, Relief, and Economic Security (CARES) Act, Rapid Credentialing	\$2,283,020	05/28/20 - 09/30/22
Department of Labor	Greater Orlando YouthBuild	\$1,093,940	11/07/16 - 02/16/20
	Greater Orlando YouthBuild Construction Plus	\$1,100,000	02/01/19 - 05/31/20
Department of State	Community College Initiative Subaward NOVA	\$221,028	07/01/19 - 06/30/20
Department of Treasury	Osceola County CARES Act Funding	\$794,653	09/08/20 - 06/30/21
Florida Department of Economic Opportunity	Florida Job Growth Grant: Workforce Training Downtown	\$2,320,000	03/02/18 - 06/30/23
	Disaster Recovery for Hurricane Irma Workforce Recovery Training Program	\$1,972,003	07/16/20 - 01/09/23
Lockheed Martin	Advanced Manufacturing Scholarships	\$300,000	09/27/18 - 09/27/21
	CAT Marketing and Recruiting 2020	\$10,000	07/22/19 - 07/21/20
	CAT Marketing and Recruiting 2021	\$10,000	09/01/20 - 08/31/21
Truist Foundation	Truist Foundation: Economic Mobility	\$25,000	12/01/20 - 11/30/21
Continuing Education Total		\$10,500,644	

EAST CAMPUS

FUNDING AGENCY	TITLE	TOTAL	FUNDING PERIOD
Department of Ed	Title V, Developing Hispanic-Serving Institutions Program: Strengthening Academic Advising and Transfer	\$2,625,000	10/01/15 - 09/30/20
	Title V, Developing Hispanic Serving Institutions Supplemental Funding	\$115,722	10/01/18 - 09/30/20
Florida Humanities Council	Community Project Grants: Peace and Justice Institute: Votes4All	\$5,000	01/01/20 - 01/01/21
National Science Foundation	S-STEM: Engaging for Completion Through Opportunities in Research	\$650,000	01/01/19 - 12/31/23
East Campus Total		\$3,395,772	

OSCEOLA CAMPUS

FUNDING AGENCY	TITLE	TOTAL	FUNDING PERIOD
Department of Agriculture	Hispanic-Serving Institutions (HSI) Education Grants Program: Project SALSA	\$213,695	09/01/16 - 08/31/20
Department of Education	Title V, Developing Hispanic-Serving Institutions Program: College to Careers	\$2,625,000	10/01/15 - 03/31/21
National Science Foundation	Advanced Technological Education: Engineering Technology and Supply Chain Automation	\$225,000	07/01/18 - 06/30/21
	NSF ATE: Lake Nona Campus Biotechnology Internship Opportunities		10/01/20 - 09/30/23
Tavistock	Lake Nona Educational Ecosystem	\$150,000	01/23/19 - 05/30/22
Osceola Campus Total		\$3,507,671	



“The resource development team went above and beyond to provide exceptional service for the numerous grants supporting the Global, Professional and Continuing Education initiatives. Their work helped benefit numerous students in Accelerated Skills Training and YouthBuild.”

- Joe Battista

Vice President of Global, Professional and Continuing Education



VALENCIA COLLEGE FOUNDATION

FUNDING AGENCY	TITLE	TOTAL	FUNDING PERIOD
Central Florida Hotel and Lodging Foundation, Inc.	West Campus Building Renovation	\$50,000	04/22/14 - 04/22/24
Duke Energy Foundation	Duke Energy Foundation Powerful Communities: Workforce Scholarships	\$75,000	09/05/19 - 09/04/20
Helios Education Foundation	Helios Education Ecosystem Phase 2: Collaborative Build	\$6,400,000	09/26/17 - 07/31/20
Institute for Mexicans Abroad	IME Becas: Higher Education Scholarships	\$10,000	08/28/20 - 11/30/20
Institute of Real Estate Management	Scholarships for Residential Property Management	\$25,000	10/01/18 - 12/29/23
Lockheed Martin	COVID-19 Support for Valencia College Foundation	\$75,000	09/24/20 - 09/23/21
Rotary Club of Winter Park Charitable Foundation	Rotary Club of Winter Park 2020 Scholarships	\$2,000	09/02/19 - 09/01/20
	Take Stock in Children Scholarships	\$100,000	03/06/17 - 09/30/21
Take Stock in Children - State Agency	FL DOE Legislative Funding	\$220,649	07/01/20 - 06/30/21
	Take Stock in Children 2020 Affiliate Mini Grant	\$3,500	01/01/20 - 01/01/25
	Support of Take Stock in Children at Memorial Middle School	\$200,000	04/10/18 - 06/30/23
Universal Orlando Foundation	Art of Tomorrow Scholars	\$193,952	09/01/16 - 08/30/20
	Art of Tomorrow 19/20 Supplemental	\$31,438	09/01/19 - 08/30/20
	Art of Tomorrow 20/21 Supplemental	\$59,394	09/01/20 - 08/30/21
Valley Bank	Valley Bank Scholarships for Horizon Scholars Program	\$25,000	01/01/20 - 12/31/20
Wells Fargo Foundation	Programmatic Support for Valencia College Horizons Program	\$15,000	06/10/19 - 12/31/21
	Programmatic Support for Valencia College Horizons Program	\$15,000	07/01/20 - 12/31/21
	Collaboration Grants 2019	\$10,000	01/01/19 - 12/31/21
	Collaboration Grants 2020	\$10,000	01/01/20 - 12/31/21
Westgate Resorts Foundation	Strong Families Strong Workforce 2019	\$20,000	01/10/19 - 01/10/20
	Strong Families Strong Workforce 2020	\$20,000	01/01/20 - 12/31/21
Valencia Foundation Total		\$7,560,933	

WEST CAMPUS

FUNDING AGENCY	TITLE	TOTAL	FUNDING PERIOD
Carrier Global Corporation	Carrier Global Corporation: Energy Management and Control Technology EMCT Support	\$44,000	12/02/20 - 12/30/24
Florida Department of Ed	FL DOE Subaward OCPS Title II	\$60,332	07/01/20 - 06/30/21
National Science Foundation	Improving Undergraduate STEM Education: E-Path	\$213,116	07/15/17 - 06/30/20
	NSF Advanced Technological Education (ATE) Energy Management	\$900,000	06/15/16 - 05/31/21
West Campus Total		\$1,217,448	

“The Resource Development team works closely with Valencia College Foundation to acquire private funding to support student access, completion and equity, as well as enhance scholarship and rigor.”

- Dr. Geraldine Gallagher,
Foundation President and CEO

COMMUNITY COLLABORATORS

Oftentimes, grants require the support of organizations and members of our local community. The following is a list of some of the community collaborators who have played an integral role in many of our active awards.

3E Consultants Inc	Dept of Homeland Security	Global Peace Film Festival
Academy of Construction Technology (ACT)	Donald W. McIntosh Associates, Inc.	Goodwill Industries
Adaptive Consulting Engineers	DRMP, Inc.	Goodwin Reality
AdventHealth Orlando	Duke Energy Florida	Grace Landings
All Within My Hands	E.D.D. of Florida	Greater Orlando Aviation Authority
Amazon	Early Learning Coalition of Orange County	Habitat for Humanity of Greater Orlando & Osceola County
American Hotel & Lodging Association	East Orlando Chamber of Commerce	Hannibal Square Heritage Center
AEI Affiliated Engineers, Inc.	Electronics Arts	Hanson Professional Services Inc.
Automated Logic	EMCOR Services MSI - Mechanical Services	Harris Corporation
Barnes, Ferland and Associates, Inc.	Environmental Consulting and Technology, Inc.	Harter-Adams Architects
Belimo	Experience Kissimmee	Health Department of Orange County
Bishop Grady Villa	Falk Research	HKS Orlando
Boeing	Felburn Foundation	Hope Community Center
Bridge the Gap Coalition	Fleet Farming	Honeywell Building Solutions
BRIDG (Formerly ICAMR)	Florida A&M University	IDignity
Brook Hollow Farms	Florida Air Museum	iFLY
CareerSource	Florida Blue	Intern Pursuit
Central Avenue Elementary	Florida Department of Education	Jacobs
Central Florida Hotel and Lodging Association	Florida Department of Environmental Protection	JBT AeroTech
CFL Associated Builders	Florida Hospital	JetBlue Airlines
City of Orlando	Florida Humanities	Johnsons Controls Orlando Office
Civil Air Patrol	Florida State Colleges	Joseph Lawrence Utilities Co.
Clean the World	Florida Institute of Technology	Jr. Davis Construction Company, Inc.
Coalition for the Homeless	Foundation for Orange County Public Schools	Junior Achievement of Central Florida
Community Hope Center (Kissimmee)	Franklin, Hart & Reid	Kissimmee Chamber of Commerce
Comprehensive Energy Services, Inc.	Freedom Ride	Kissimmee Fire Dept
Concord Rents Apartments	FSBDC AT UCF (small business Association)	Kissimmee Police Department
Cornerstone Hospice	Garney Construction	Lake Nona Chamber of Commerce
Covenant House Florida	Give Kids the World	Lake Nona Life Project
CPPI Charles Perry Partners, Inc.	GMB Engineers & Planners, Inc.	Lexington Design and Fabrication
DeltaMaker		Limbach Company
DennCo Inc.		Lockheed Martin

Lynx	Poinciana Medical Center	Truth and Justice Project
M&B Steel Fabricators, Inc.	Polytechnic University of Puerto Rico (Orlando Campus)	UC Synergetic- A Pike Company
Marjon Construction	PPG Porter Paints	United States Airforce
Matern Professional Engineering	Protean Design Group, inc.	Universal Creative- Universal Parks and Resorts
MC2, Inc.	Public Works Department	Universal Orlando Resort
Myra Planning and Design LLC	RB Advisory LLC	Universal Studios Foundation
National Aeronautics and Space Administration (NASA) Kennedy Space Center	R.C. Stevens Construction Company	University of Alaska
National Science Foundation BEST Center/The Association of Controls Professionals 501-(c)-3	Raytheon	University of Central Florida
NAWIC (Nat Assoc Women in Const)	Reedy Creek Energy Services	University of Florida College of Agricultural & Life Sciences
Nemours Children's Hospital	Rosen Shingle Creek Hotel	University of Florida Institute of Food & Agricultural Sciences
Northrop Grumman	Rural Metro Ambulance	University of Rhode Island
OCPS Foundation	Samaritan Resource Center	University of the Virgin Islands
Ohio State University Moritz School of Law	Santa Fe College	USDR
Orange County Academy	School District of Osceola County	USTA
Orange County Division of Building Safety	Schellman Company	Valencia College
Orange County Library System	SeaWorld	Victim Service Center of Central Florida
Orange County Public Schools	Second Harvest Food Bank	Visium Resources, Inc.
Orange County Public Works Department	Siemens Energy Inc.	Vision of Flight
Orlando Health	Siemens Industry Inc.	Votum Construction
Orlando Police Department	Siemens Power Generation	Walt Disney World Resort
Orlando Science Center	SimCom Inc.	Walmart
Osceola Council on Aging	Simetri, Inc.	Wantman Droup, Inc
Osceola County Corrections	Southeastern Surveying and Mapping	Wells Fargo
Osceola County Fire Svcs	Southwest Airlines	Welbro Building Construction
Osceola County Government	St Cloud Fire Dept	Women in HVACR
Osceola County Juvenile Probation	System Services	Zebra Coalition
Osceola Regional Medical Center	Target	ZEN Thermostat
Osceola Technical College	Tavistock Development Company	ZIO
OUC	Tavistock Foundation	
Pet Alliance	Thales	
	TLC Engineering for Architecture	
	Trane Commercial Systems	
	Transition House	

DEFINITIONS

The Resource Development Office annual report is the official record showing our performance as a snapshot of time. This is the best method of reporting resource development activities due to the nature of the development lifecycle; as funding opportunities are continuously being applied for, awarded and managed. Additionally, the snapshot in time provides a structure to accurately report awards that may currently be in the pending stages. Award decisions by sponsoring entities average 6 to 12 months (from date of submittal) before reaching an award decision and may cross over academic years.

To accurately assign time and effort, this report utilizes the academic year in which the proposal was submitted as the key indicator to assign levels of effort and performance.

ACADEMIC YEAR

The period of time as defined between the dates of July 1 to June 30.

APPLICATION AMOUNT

The amount of funding being pursued by Valencia College to carry out specific activities and achieve the outcomes proposed in the grant proposal. The award amount includes allowable indirect costs.

AWARD AMOUNT

The amount of grant dollars awarded to Valencia College to carry out specific activities and achieve the outcomes proposed in the grant proposal. The award amount includes allowable indirect costs.

PENDING

The amount of funding being evaluated for award by the funding agency on behalf of Valencia College.

GRANTS SUBMITTED

Represents the number of grants that were successfully competed and submitted for review during an academic year.

AWARD COUNT

Represents the number of awards received and managed by Valencia College. These awards are allocated to the year in which the corresponding proposal was submitted.

RATE OF RETURN

A metric that shows award efficiency. It is a percentage calculated by dividing the Award Count by the Grants Submitted in each academic year.

MEAN DOLLAR OF APPLICATION

A metric showing the magnitude level of funding being pursued during an academic year. It is an average derived from dividing the Application Amount by the Grants Submitted in an academic year.

VISION

Valencia is a premier learning college that transforms lives, strengthens community, and inspires individuals to excellence.

MISSION

Valencia provides opportunities for academic, technical and life-long learning in a collaborative culture dedicated to inquiry, results and excellence.

VALUES

LEARNING by committing to Valencia's core competencies—Think, Value, Communicate, and Act—and the potential of each person to learn at the highest levels of achievement for personal and professional success.

PEOPLE by creating a caring, inclusive and safe environment that inspires all people to achieve their goals, share their success and encourage others.

DIVERSITY by fostering the understanding it builds in learning relations and appreciating the dimensions it adds to our quality of life.

ACCESS by reaching out to our communities, inviting and supporting all learners and partners to achieve their goals.

INTEGRITY by respecting the ideas of freedom, civic responsibility, academic honesty, personal ethics, and the courage to act.

DISTRICT OFFICE

1768 Park Center Drive
Orlando, FL 32835

**ADVANCED MANUFACTURING
TRAINING CENTER**

1099 Shady Lane
Kissimmee, FL 34744

DOWNTOWN CAMPUS

500 W Livingston Street
Orlando, FL 32801

EAST CAMPUS

701 N Econlockhatchee Trail
Orlando, FL 32825

LAKE NONA CAMPUS

12350 Narcoossee Road
Orlando, FL 32832

OSCEOLA CAMPUS

1800 Denn John Lane
Kissimmee, FL 34744

POINCIANA CAMPUS

3255 Pleasant Hill Road
Kissimmee, Florida 34746

SCHOOL OF PUBLIC SAFETY

8600 Valencia College Lane
Orlando, FL 32825

WEST CAMPUS

1800 South Kirkman Road
Orlando, FL 32811

WINTER PARK CAMPUS

850 W Morse Boulevard
Winter Park, FL 32789

valenciacollege.edu/academics/analytics-and-planning/resource-development/index.php

VALENCIACOLLEGE