



**Title:** Grant Funding Opportunities

**Date/Time:** Thursday, July 31, 2:30 PM – 4:30 PM

**Location:** Renaissance Austin Hotel

**Description:** Expand your grant-seeking efforts and learn about non-governmental funding sources. Deborah Koch, Director of Grants for Springfield Technical Community College, will talk about foundation and corporate funders, help you determine what makes a project fundable, tell you how to identify potential funders, and guide you on writing sharp, winning proposals.

**Presenter:**

**Deborah Koch** is currently Director of Grants at Springfield Technical Community College. Prior to this, she worked as a research and writing consultant, specializing in foundation grantseeking, and served as Director of Foundation Relations at the University of Massachusetts Amherst.

Before working at the University, Ms. Koch was the Director of The Union Institute's Center for Public Policy in Washington, DC, the Institute being the original university without walls. In directing the Institute's research about the role of nonprofit institutions in a democratic society, Ms. Koch published several works, including *Mission Possible: 202 Ways to Strengthen the Nonprofit Sector's Infrastructure*, and *The Nonprofit Policy Agenda*.

Ms. Koch worked five years as the "Grants and Projects" staff person for Congressman Harley O. Staggers Jr. of West Virginia. As a result of this work, she wrote a chapter, "Managing Projects Work" in *Frontline Management*, published by the Congressional Management Foundation, and was a regular presenter for the Congressional Research Service.

Ms. Koch has conducted numerous workshops on grantsmanship and has consulted for groups such as the Council on Foundations, the Foundation Center, the Kellogg Foundation, the National Council of Nonprofit Associations, and the Universities of Texas and Colorado. Ms. Koch received an MPA from the John F. Kennedy School of Government at Harvard University and her BGS from the University of Maryland.