

**VICKI SHIPMAN
CONSULTANT GOALS**

Objective One: Research and Develop Funding Opportunities – 435 hours

- 1) Create funding resource matrices for projects as assigned.
- 2) Network with funding agencies.
- 3) Respond to request for proposals.
- 4) Solicit and leverage additional (creative) funding sources.
- 5) Attend funding source workshops, conferences, and meetings.
- 6) Implement revenue generating activities.

Objective Two: Establish Grant Proposal and Management System – 168 hours

- 1) Research and develop a proposal submittal process.
- 2) Research and develop determination tools for grant submittal.
- 3) Research and develop a grant management handbook.
- 4) Research and develop project performance measures and accountability.

Objective Three: Education and Outreach Opportunities – 67 hours

- 1) Conduct an analysis of current curriculum and certifications where sustainability may be integrated.
- 2) Establish liaison with faculty, students, businesses and citizens.
- 3) Prepare and submit correspondence to College's Public Information Office for media release.
- 4) Prepare and deliver project presentations.
- 5) Establish relationships with other organizations.