

Don't Qualify for a Bailout?  
Jump Start Your IB Program with  
a Federal **Grant!**

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# Why write a grant?



- You're dedicated to international business education
- You want to do something innovative
- You can generate excitement with your colleagues
- Your school doesn't have any money for you
- It's fun

# Federal Grants for IB Education

- Fund for Improvement of Post-Secondary Education (FIPSE)  
<http://www.ed.gov/about/offices/list/ope/fipse/index.html>
- National Security Education Program (NSEP)  
<http://www.usajobs.gov/EI62.asp>
- US Department of Education
  - Fulbright-Hays  
<http://www.ed.gov/programs/iegpsfra/index.html>
  - **Title VI**  
<http://www.ed.gov/about/offices/list/ope/iegps/title-six.html>

# Title VI B Business and International Education (BIE) Grants

- BIE history

- 1983-2009: 26 consecutive years

- 600 grants

- 10,000 applicants

- FY 06 \$4.4 mil

- FY 07 \$4.3 mil

- FY 08 \$4.1 mil

# Title VI B Business and International Education (BIE) Grants

- Grants for  $\leq 2$  years
- Two- and four-year colleges / univs (IHEs)
- ~ 100 applicants for ~ 20 new grants/year;
  - ~ 20 community colleges apply, ~ 5 awards/year
- Range \$50,000-110,000 year
  - Average \$81,000/year

# Title VI B Business and International Education (BIE) Grants

- *Higher Education Act of 1965 (HEA)*, as amended, Title VI, Part B, Sec. 613
- Congress' intent: "To promote education and training that will contribute to the ability of United States business to prosper in an international economy."
- To award grants to IHEs
  - "to improve the academic teaching of the business curriculum and
  - "to conduct outreach activities that expand the capacity of the business community to engage in international economic activities."

# Title VI B Business and International Education (BIE) Grants

## Eligible IHEs

- Agreement with Chamber of Commerce, trade association, or business DBI
- Match funds one-to-one in cash or in kind

## Peer reviewers' criteria

- Three grant criteria (students – faculty – outreach)
  1. Extent of need
  2. Plan of operation
  3. Quality of management plan
  4. Budget and cost effectiveness
  5. Plan of evaluation
  6. Adequacy of resources

# The three Components of BIE Grants, and examples of activities

GRANT COMPONENTS ↓	ACTIVITY	COUNTRY/ REGION	INDUSTRY
<b>Students (curriculum)</b>	Supply chain management certificate; Research exports for companies; Less-common language proficiency...	China; India; Mexico ...	Wine; Energy; Agriculture...
<b>Faculty</b>	Produce teaching cases on doing business in _____; Train to teach Int'l Finance		
<b>Outreach to Local Companies</b>	Increase exports of _____ to _____; Conduct trade missions to _____...		



# How to start writing a grant



- Do your homework
  - Read grants
  - Visit grantees
  - Know grantor's priorities
  - Choose a few big objectives
  - Analyze your local situation
  - Be innovative
  - Brainstorm with others
  - Ask for help

# Title VI B- Business and International Education (BIE) Grants

- Plan ahead

- Spring: Get last year's application

- Summer: Start working four months before deadline

- Learn your school's grants rules

- Identify

- Objectives, responsible units, resources, timing, deliverables

- Personnel, consultants

- Budget

- Time line and activities

# Title VI B- Business and International Education (BIE) Grants

- Write!

- Get someone to critique it
- Write it again
- Get your school's signatures
- Submit it *before* the deadline!



# What's in it for your school?

- A jump start
- A trial balloon for international business education activities
- Flexibility
- Autonomy

# What's in it for you? (as PI/Director)

- Some summer pay
- Recognition for promotion and tenure
- Flexibility (and autonomy)
- Network with other BIE directors

# Dates to remember



- BIE Deadline: Early November
- Reviews: December – January
- Notification: May
- Implementation:
  - Year 1: July 1 2010 – June 30 2011
  - Year 2: July 1 2011 – June 30, 2012

# Key dates

- For the 2010-2012 cycle:
  - November 2009: Submit proposal
  - May 2010: Funding notification
  - July 1 2010: Funding starts
    - April 30 2011: Spring Year 1 report:
    - March-May 2011: Year 1 external evaluation
    - August 31 2011: Fall Year 1 report
  - April-August 2012: Final external evaluation
  - September 30 2012: Final Year 2 report:
- BIE Director's Conference
  - October 2010
  - October 2011

# Find out more

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- US Department of Education BIE Program  
<http://www.ed.gov/programs/iegpsbie/index.html>
- Federal Register to access Requests For Proposals (RFPs) by Federal Agency  
[http://www.access.gpo.gov/su\\_docs/aces/fr-cont.html](http://www.access.gpo.gov/su_docs/aces/fr-cont.html)
- Get Started Steps to register to submit a Federal grant  
[http://www.grants.gov/applicants/get\\_registered.jsp](http://www.grants.gov/applicants/get_registered.jsp)



Questions? Call me!

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