

Division of Advancement Department of Government and Foundation Relations

Strategic Plan June 1, 2024 – May 31, 2026

Goal: Over the next two fiscal years, the Department will enhance relationships with a pool of foundations and government entities through cultivation and application submission. It is anticipated that 40 submissions will total approximately \$8,000,000.

Objectives:

1. Review Mercyhurst priorities, programs, and initiatives to identify resource needs.

- a. Monitor Strategic Plan and other key initiatives as identified by the president's Council and/or the senior leadership of the University.
- b. Be knowledgeable about academic and programmatic initiatives across the university.
 - Attend campus-wide meetings.
 - Meet with department chairs, faculty, and administrators to determine programmatic/research needs.

2. Create a culture of sponsored research and programs through outreach to faculty and incentivizing the pursuit of external funding.

- a. Work collaboratively with the VP's, Finance, and Departments to establish policies and procedures on how to support grant seekers.
- b. Serve as a resource to grant seekers.

3. Match grant-making agencies' interest with university priorities.

- a. Conduct research on potential funding sources.
- b. Whenever possible, contact funding source to discuss concept and proposal requirements.
- c. Schedule site visits whenever possible (particularly with foundations).
- d. Establish connections with various constituent groups to increase outreach (President, VP, Trustees).

4. Proposal Development – Transform ideas into a proposal

- a. Intent to Apply for External Funding Form (work with departments for approval).
- b. Research, write, edit, and prepare proposal narrative.
- c. Develop a budget that meets the programmatic needs of the initiative.
- d. Adhere to the proposal guidelines as dictated by the funding source.

- e. Ensure proposals are in compliance with funding source requirements and University policies.
- f. Secure all requested financial documents and letters of support (if required).

5. Internal Connections

A. AWARD

- Adhere to internal processes for recording grant activity and post-award administration (Finance, Advancement Services, Communications, etc.)
- Notify Project Director, Finance, Communications, and others.
- Execute contract agreement.
- Write and submit an acknowledgement letter.
- Work with Finance and Advancement Services to record your gift payment, account setup, and budget.
- Meet with PI/PD to discuss grant management.

B. STEWARDSHIP

- Work with Program Director for Mid-year and Final Performance Reports.
- Cultivate for future ask.

6. External Connections

- a. Collaborate with McAllister & Quinn to submit large select grants.
- b. Meet periodically with local community and government agencies.
- d. Monitor legislative and regulatory developments for issues that impact the University and its constituencies.
- e. Brief key legislators on university highlights once or twice annually.
- f. Maintain strong working relationships with key organizations (Commission on Independent Colleges & Universities; etc.) in the higher education community.
- g. Develop and execute strategy (in conjunction with M&Q) to access discretionary state funding.

GFR Staff:

Lisa Lessun, Director

Natasha Beauchesne, Coordinator

Peyton Jackson, Coordinator of Strategic Initiatives

Leigh Ann Newman, Faculty Research and Grants Compliance Officer

Attachments:

1. Funding Priorities
2. Key Personnel
3. Campaign Activity (June 1, 2022 – March 29, 2024)
4. Prospect Grid

Funding Priorities 2024-2026

1) The Six Centers of Excellence

- a) Center for Security
- b) Center for Sustainability
- c) McGarry Center for Neurodiversity
- d) Center for Public Health & Wellness
- e) Center for Contemporary Humanities
- f) Mercyhurst Institute for Arts & Culture

2) Hidden Talents

- a) Neurodiverse Individuals
 - Prepare individuals for professional life.
- b) New Americans
 - Prepare for a globalized future.
- c) Veterans
 - Increase their possibilities.

3) Regional Renaissance

- a. Revitalization of Erie
- b. Serving the Underserved
- c. Social Cohesion
 - Battle against poverty.
 - Create healthier communities.

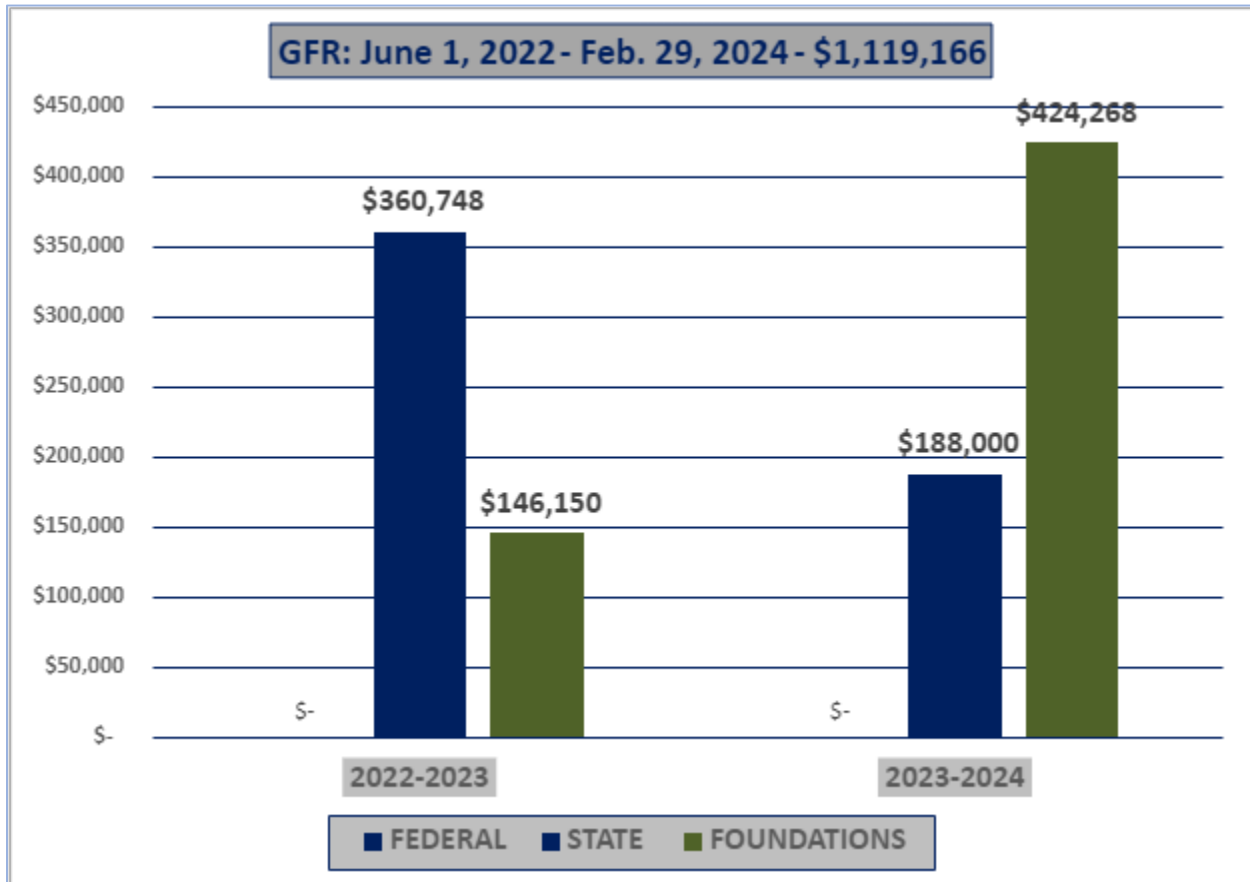
4) Athletics

- a. Include sports as a component of growth.

5) Other Support

- a. **Market Distinctiveness:**
 - 1) Intel Program
 - 2) Police Academy
 - 3) Neurodiversity
 - 4) Fashion Merchandising
 - 5) Hospitality
- b. **Centennial**
- c. **Retention**

Campaign activity (as of Feb 29, 2024)



MERCYHURST UNIVERSITY

Q3: 2023-2024 (December, January, February)

Funder	Request	Status	Partner	Submission Date	Purpose	Notes
FEDERAL						
STATE						
Arts Organizations and Arts Programs (PCA)	\$13,000	Pending	Brett Johnson	1/16/2024	MIAC Programming	We don't request amount--awarded \$13k for several years
Partners for Campus-Community Engagement	\$3,000	Funded	Bethany Woods	Awarded	Workshop and networking event to connect professors with community groups to enhance community engagement	
America250PA	\$2,300,000	Pending	Sam/Kathy	FEB 2, 2024	Renovations for D'Angelo Center	
FOUNDATIONS						
Lyrasis - Catalyst Fund	\$12,000		Nora Arkelian	23-Feb	Russian propaganda posters	
Booth Ferris	\$300,000	Pending	Sue Sweeney	2/1/2024		

Q4: 2023-2024 (March, April, May)

Funder	Request	Status	Partner	Submission Date	Purpose	Notes
FEDERAL						
C CAE (Office of Director of National Intelligence)	\$2,500,000	In Progress	Lindy Smart	March/April 2024	Intelligence Community Center of Academic Excellence designation	
NSF S-STEM				3/11/24	Scholarships for students in STEM	Question of eligibility -- can't include health care majors
SAMHSA - Opioid						
SAMHSA - Suicide Prevention	\$300,000	In progress	Judy Smith			
STATE						
Earmark	\$450,000		Bill Hale		Police Academy	
FOUNDATIONS						
NetVue CIC Vocation Across the Academy	Will not apply				Vocational Exploration	Requires 1/3 match
Catherine's Circle through Sisters of Mercy		In Progress		around 3/14/24	Small grants (up to \$3k?)	Various awards in the past
Hearst Foundation	\$125,000		?			
Erie Community Foundation	\$250,000		Bill Hale		Police Academy	
Walmart Foundation	\$5,000					

Q1: 2024-2025 (June, July, August)

Funder	Request	Status	Partner	Submission Date	Purpose	Notes
FEDERAL						
NEA Grants for Arts Projects	\$10,000-\$100,000			7/11/24		
NSF CyberCorps Scholarships			Chris Mansour	7/15/24	Scholarships for cybersecurity students	2022 app was rejected https://new.nsf.gov/funding/opportunities/cybercorps-scholarship-service-sfs
STATE						
PA Gaming Commonwealth Financing Authority	25k-1M		Bill Hale	June 2024		Application fee
FOUNDATIONS						
Edith L. Trees Charitable Trust				July 2024	AIM funding	
Swipe Out Hunger				Aug/Sept 2024		
Q2: 2024-2025 (September, October, November)						
Funder	Request	Status	Partner	Submission Date	Purpose	Notes
FEDERAL						
NSF CISE CRII	up to \$175,000	investigating	Anuj Bajaj	9/20/2024	Research funding for early career scientist	
EPA Environmental Education Local Grants Program	\$50k-\$100k				Environmental summer camps	
STATE						
It's On Us (PDE)	\$40,000		Ann Miller	Nov 24	Prevention of Violence Against Women	
Hunger Free Campus	\$20,000		Bethany Woods	Nov 24		
FOUNDATIONS						
Sisters of Mercy -- Mercy Fund for Ministry			Greg Baker	11/30/24		
Swipe Out Hunger						

Q4: 2024-2025 (March, April, May)

Funder	Request	Status	Partner	Submission Date	Purpose	Notes	
FEDERAL							
STATE							
FOUNDATIONS							
JM McDonald Foundation	\$20,000			4/15/24	Student support		
Clare Boothe Luce	\$750,000			3/25/2025	Scholarships, faculty, UG research		

Q1: 2025-2026 (June, July, August)

Funder	Request	Status	Partner	Submission Date	Purpose	Notes	
FEDERAL							
STATE							
FOUNDATIONS							

Edith L. Trees Charitable Trust				July 2025	AIM funding		
Q2: 2025-2026 (September, October, November)							
Funder	Request	Status	Partner	Submission Date	Purpose	Notes	
FEDERAL							
STATE							
It's On Us (PDE)	\$40,000		Ann Miller	Nov 25	Prevention of Violence Against Women		
Hunger Free Campus	\$20,000		Bethany Woods	Nov 25			
FOUNDATIONS							
Sisters of Mercy -- Mercy Fund for Ministry			Greg Baker	11/30/25		If it gets funded in 2024, cannot apply again until 2026	
George I. Alden Trust				11/1/25	Capitol improvements		
Q3: 2025-2026 (December, January, February)							

Funder	Request	Status	Partner	Submission Date	Purpose	Notes	
FEDERAL							
SAMSHA							
STATE							
Arts Organizations and Arts Programs (PCA)			Brett Johnson	Jan 2026	MIAC Programming	We don't request amount-- awarded \$13k for several years	
Partners for Campus-Community Engagement	\$3,000		Bethany Woods	rolling	Workshop and networking event to connect professors with community groups to enhance community engagement		
FOUNDATIONS							
Q4: 2025-2026 (March, April, May)							
Funder	Request	Status	Partner	Submission Date	Purpose	Notes	
FEDERAL							

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FOUNDATIONS							
JM McDonald Foundation	\$20,000			April 2026	Student support		
Catherine's Circle through Sisters of Mercy				3/11/25			