

Financial Survival Strategies

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Fund-raising: what works at MSU

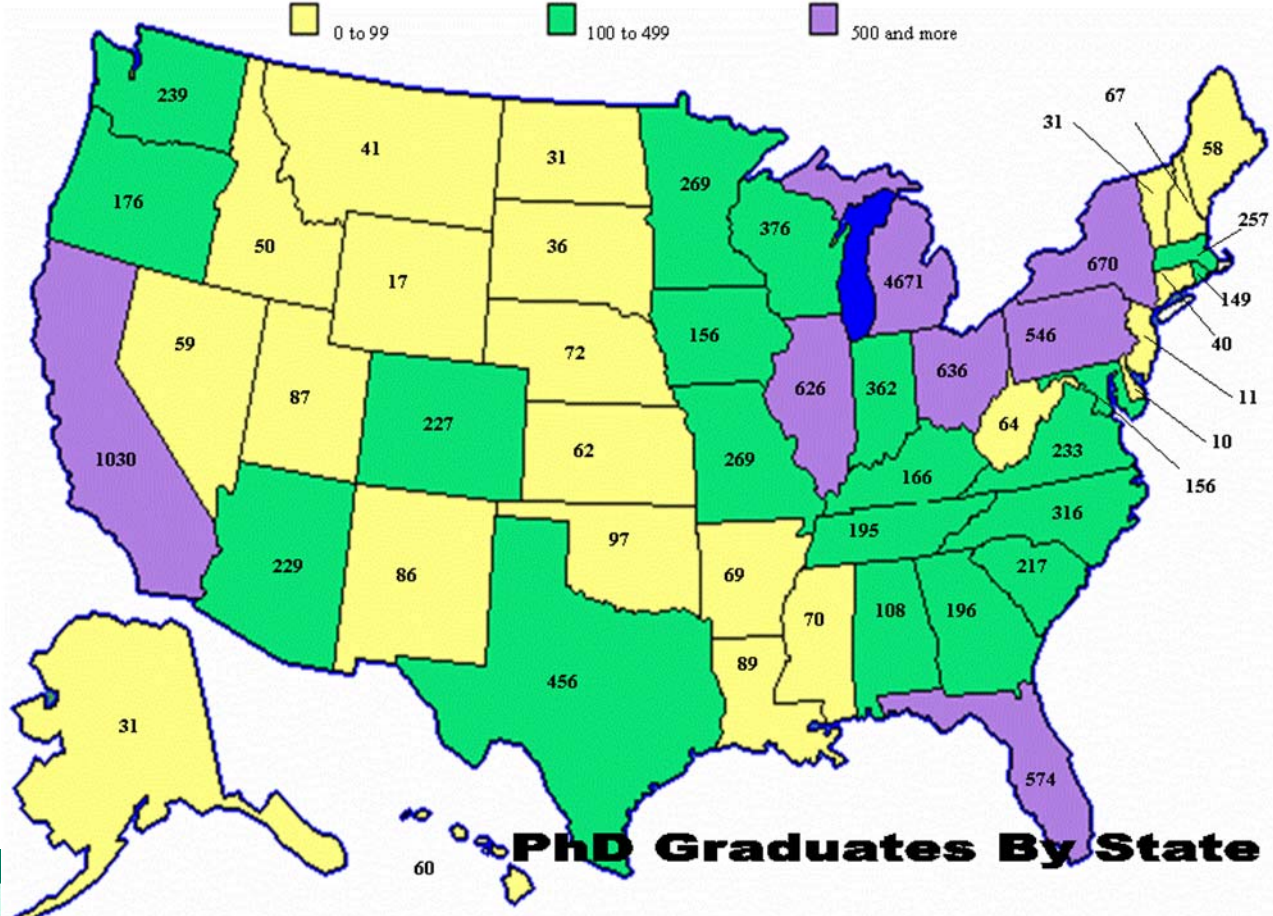
- A “federation” for general University scholarships and fellowships
 - Graduate School Dean (and Associate Provost)
 - Undergraduate Dean (and Associate Provost)
 - Honors College Dean

Organization

- Shared Development Director
- Shared Assistant Development Director
- Shared CT staff

- Housed in the GS, with IT support, and addt'l student labor support

Ph.D. alumni



Lives.

How we work

- “Friend-raising” events together—2+ deans plus development director
- Everyone knows everyone else’s “facts and figures”
- Retired faculty dinners—campus and on the road
- Smaller, individual potential donor dinners
- One-on-one targeted asks as appropriate
- Working with cross-college, interdisciplinary endowments
- Helping the collegiate deans with their college funds

Challenges and Opportunities

- U central Development understanding
- College deans and competition
- Little previous contact with Ph.D.s
- Enthusiastic willingness to meet and talk
- Understanding of importance of support
- Ability to contribute to the general good

“Development School”

- [CASE Conferences Home](http://www.case.org/): <http://www.case.org/>
- Development for Deans: two sessions/year

Brings together top-notch deans and development professionals to help you increase your knowledge of the development process and strengthen the partnership between academic and advancement officers.

What are other strategies?

- Partnering with other units to share resources
- More outside grants with IDC—for Grad School and for the university
- Revenue-based initiatives
- Fees for services, special programs

Partnering

- Sharing a person, partly funding a salary, agreements for services:
 - Writing Center, Ctr Stats Consulting, Counseling Center, University Studies office (data), Career Services, TA Program, grant-writing, VPR
 - Grad School receives what we need (and what students need), but doesn't have to pay full cost

Outside funding

- Grants –supporting training grants—resources to support grad education
- Grad School grants (NSF, CGS, foundations)
- Partner with VP Research

Revenue-based Initiatives

- Support (appropriate) initiatives to support graduate programs:
- What these cost in dollars, bring the GS reputation for relevance
 - Professional level for students/postdocs
 - Online programs
 - External activities

Fees for services, etc

- Minimal fee for outside speakers, other programs to help support those programs (e.g., professional development)
- Make a case for sharing University fees with GS
- THESE ALL HAVE TRADE-OFFS!