

	<i>Grants / Public Track Class Plans</i>	<i>Foundation Class Track Plans</i>	<i>Integrated Class Plans</i>
DAY ONE	<p><i>Welcome & Keynote</i> Dr Tony Zeiss, President, CPCC (Topic TBD) Judy Everett, 2009 President AACC-CRD (Topic TBD)</p>		<p>Day One Capstone</p> <p><i>The Plan</i> College Strategic Planning that Supports a Comprehensive Fundraising Approach & Annual Grants Agenda</p>
	<p><i>Introductions & Group Activity</i></p>		
	<p><i>Establishing a Grants Culture</i> Engaging Your President in Grants Development as Entrepreneurial Pursuit</p>	<p><i>Building a Strong Foundation</i> The President's Role in Building a Foundation, Establishing Fundraising Priorities, and Developing a Strategic Plan</p>	
DAY TWO	<p><i>Government Relations & Grants 101</i> Organization and protocol of an Effective Grants Office</p>	<p><i>College Foundations 101</i> Organizing and Implementing a College Foundation & Establishing a Foundation Board</p>	<p>Day Two Capstone</p> <p><i>Entrepreneurial Innovations & Ideas</i> Services Corporations, Innovation Grants, Endowed Chairs and Faculty Fellowships</p>
	<p><i>Partnership & Trust</i> Building Creative Education, Economic Development and Employer Partnerships</p>	<p><i>Sharing Your Story</i> Developing Community Awareness and Support through Creative Marketing</p>	
DAY THREE	<p><i>Work Smarter, Not Harder</i> Researching Funding Agencies and Developing a Competitive Position</p>	<p><i>Doing Your Homework</i> Identifying Prospects Planned Giving Approaches</p>	<p>Day Three Capstone</p> <p><i>How's It Going?</i> Mid-week Regroup and Redirection, Topic(s) of your choice</p>
	<p><i>The Art & Science of Grant Writing</i> Creative Storytelling, Technical Approaches & Tools</p>	<p><i>Making the Ask</i> Approaches & Strategies: Annual & Capital Campaigns, Special Events & Community College Alumni</p>	
DAY FOUR	<p><i>The Document Thread</i> Internal Structures that Support Planning, Development, Approval and Success</p>	<p><i>Growing the Foundation</i> Cultivating & Managing Endowments. Estate Planning, Planned & Deferred Gifts</p>	<p>Day Four Capstone</p> <p><i>Making Friends</i> Funding Agency and Benefactor Relations</p>
	<p><i>OMB for Dummies</i> Making Sense of Federal Regulations and Integrating them into College Policy</p>	<p><i>Keeping up With It All</i> Foundation Record Keeping and Proprietary Software Options</p>	
DAY FIVE	<p><i>Keeping Up With It All</i> Record Keeping & Documentation: Protocol & Tools</p>	<p><i>Staying Between the Lines</i> IRS Rulings, Endowments & Legal Counsel</p>	<p>Day Five Capstone</p> <p><i>What's Next?</i> The AACC-CRD, League for Innovation Networking and Training opportunities, and Professional Development Certifications</p>
	<p><i>Now the Performance!</i> Comprehensive Grants Monitoring, Reporting, Support Services and Celebration!</p>	<p><i>Fulfilling Your Commitment</i> Maintaining Gift Records & Management and Sharing Stories of Success</p>	