Grants Development Department

Annual Report 2025-2026



Epi Services

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Annual Report Overview

The Grants Development Department at St. Petersburg College is part of the **Institutional Advancement (IA) division**, overseen by Vice President of IA and Executive Director of the Foundation, Jesse Turtle. The department facilitates the acquisition and management of grants from federal, state, local, and private sources.

The department advances SPC's strategic pillars - **Better Jobs, Better Lives and Better Communities** through innovation and data-driven approaches to:

- **Deliver Excellence** in Teaching & Learning to drive student achievement in programs of high value.
- **Drive Economic Advancement** to ensure SPC graduates secure high-wage and in-demand jobs.
- **Strengthen Our Community** to engage SPC students and employees and the community.



FUNDERS FY25-26

Federal

- U.S. Department of Education
- U.S. Department of Health and Human Services
- U.S. Department of Housing and Urban Development
- U.S. Economic Development Administration
- National Science Foundation

State

- Florida Department of Commerce
- Florida Department of Education
- Florida Education Fund
- University of Central Florida Research Foundation

Local

- City of St. Petersburg
- Juvenile Welfare Board
- Pinellas County Tourist Development Council

Foundation

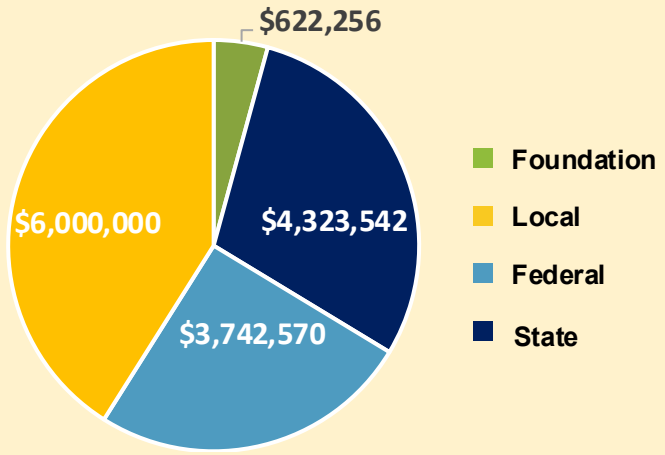
- AARP
- Duke Energy Foundation
- Foundation for Healthy St. Pete
- Glenn W. Bailey Foundation
- Helios Foundation
- Wells Fargo
- Lumina Foundation

19 New Grants Awarded for FY 25-26		
City of St. Petersburg	Glenn W. Bailey Foundation	U.S. Department of Health and Human Services
Duke Energy	JWB Foundation	U.S. Department of Housing and Urban Development
Florida Department of Education (7)	Lumina Foundation	U.S. Department of Education
Florida Education Fund	National Science Foundation-NNME	U.S. Department of Labor
Foundation for a Healthy St. Pete		Wells Fargo Foundation

New Grant Awards

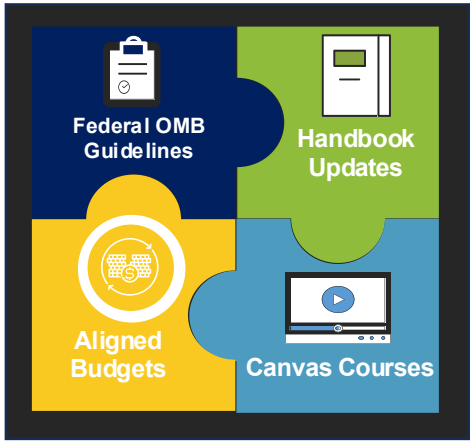
- Win Rate: **66%**
- # of New Awards: **19**
- # of New Grants Vetted: **125**
- # of Grants Applied For: **32**
- Total of New Funding: **$14,688,368**

Of the **19 grants awarded** this year, **$3.7M** of funding received was from **Federal grants, $4.3M from State grants**; **$622,000 from Foundations**; and **$6M from the local city**.



Total: $14,688,368

Grant Management Overview



This year, **30 grants worth $33,318,396,** were managed by the post-award teams of grant management specialist, grants accountants, deans, faculty, coordinators and directors. Administrative accomplishments include the launch of the new:

- **Grants Evaluation course**;
- New sections in the **Grants Management Handbook** on *Supplement vs Supplant*, *Data Management and Cybersecurity*, *Environmental Compliance*, and *Institutional Review Board Procedures and Checklist*;
- **Updated COI form** and **aligning grant program goals with budget** line items.

Creating and enforcing strong internal controls help ensure funding is used efficiently; grants comply with applicable laws and regulations; reporting is accurate; and assets purchased are protected.

Grants Department Process Improvements



- ✓ Established utilization of a competitive intelligence rubric for decision-making.
- ✓ Updated Grant Interest Form and added new QR code
- ✓ Implemented new Canvas Grants Onboarding course.
- ✓ Joined HubSpot Access for Partnership Interest participation to support industry interest in grant partnership.
- ✓ Revised Conflict of Interest form
- ✓ Developed and implemented Grant internship program
- ✓ Developed new Technical Assistance for Evaluation and Assessment webinar for Pinellas County community
- ✓ Initiated new linkage of Budget Narrative to Program Goals

The Grant Team participated in 63 individual PD trainings & webinars for a total of 216.91 hours in FY25-26.

New Grant Internship Program

To support our students' professional development, the grants department hired our first **Federal Work Study student intern – Anthony Preston**. Anthony worked with grant writer Kevin Leary and developed a portfolio to add to his skill sets and LinkedIn profile which included the Grants Onboarding Digital Badge, contributions towards NSF proposal submissions, US DOE TRIO EOC and US DOL Title III Strengthening Institutions Program.

"Interning with the Grants Development Department has been an experience I will genuinely carry with me throughout my career. The team works hard on things that actually matter, funding that reaches real students and makes a real difference, and getting to contribute to that work taught me more than I expected. I came in wanting to learn grant writing and left with a much bigger picture of what it means to serve a community through higher education. I am grateful for every person on this team! " (A. Preston)

The Society for Human Resource Management found that employers with internship programs had a 67% retention rate for full-time hires, compared to just 44% at employers without internships.



SPC St. Petersburg College

Diversification of Grants Portfolio

This year, we diversified our portfolio with 5 new funders:

U.S. Department of Housing and Urban Development

Glenn W. Bailey Foundation

WELLS FARGO

10 Years of Impact

Foundation for a Healthy St. Petersburg

Lumina Foundation



Grants Personnel and Indirect Recovery

Amy Hlebak joined our Juvenile Welfare Board Early Childhood Education grant while Michelle Rand-McCann took the helm of the US Department of Health and Human Services SAMHSA Mental Health First Aid Training grant. Additionally, Melissa Kent led the Florida Postsecondary Comprehensive Transition (FPCTP) program; and Lex Brown is the new Project Director of the City of St. Petersburg Economic Development for a Growing Economy (EDGE) St. Pete Works program.

Indirect Cost Recovery Cost

8-34%

$493,291

Indirect cost recovery is reimbursement for overhead expenses that support grant projects such as administrative salaries, utilities and infrastructure.

53 Grant-Funded Personnel



New Grants Department Personnel:

Anthony Preston, Business Major and 1st Grant Writing Intern for the Department

National Science Foundation



SPC applied as a subrecipient with the University of Florida to participate in the **NSF National Network for Microelectronics Education** (NNME) grant. This grant will fund a Regional Node to expand industry-aligned microelectronics/semiconductor education and workforce pipelines.



One of the department's goals was to increase our capacity through subrecipient grant partnering. This year we partnered on 9 submissions with UF, Miami Dade College, USF, FSCJ and PERC. Additionally, we supported external industry and community projects with 16 SPC letters of support for their initiatives!

Foundation for a Healthy St. Pete

SPC was awarded **$125,000** for its **Project Health Equity Action through Relational Transformation** (HEART) program to improve health outcomes through a multi-sector partnership focused on addressing barriers to healthcare. Using data collected from community data walks and community partner insights related to student needs, the project will support economic stability as the core social determinant of health by positively impacting participants through job training and employment elevation.

Partners include Evara Health, Pinellas Opportunity Council, Digital Education Foundation, St. Pete Housing Authority and the Collective Empowerment Group.



Helios Foundation

Our Helios Foundation FAAME performance period came to an end this fiscal year, yet its impact will be felt forever. St. Petersburg College has had a rich partnership with the Helios Foundation whose mission is to support postsecondary attainment for all students in Arizona and Florida, with an emphasis on low-income and low-income communities. The FAAME program was able to fill in gaps in students' transfer capital, the knowledge and skills needed for navigating the transfer process by giving students new knowledge and changing their beliefs.

"What Do I Now Know"

- Participants reported gains in public speaking, networking, and academic skills, which they attributed to targeted workshops, mentorship, and leadership opportunities
- Participants recognized how their increased capacity enabled them to navigate academic spaces more effectively and engage with diverse communities

"What Do I Believe Now?"

- Mentorship from BMI staff and program partners played a pivotal role in shaping participants' perceptions of their capabilities and aspirations.
- As participants internalized these beliefs, they expressed greater confidence in their ability to overcome obstacles, advocate for themselves, and pursue transfer to four-year institutions

FAAME Program Overview

Student transfer capital gains were accomplished through the following program components:

- One-on-one tutoring
- Mentorship
- Academic advising
- Financial literacy resources
- Cohort-based
- Data-informed

Wells Fargo Foundation

The Wells Fargo Foundation provided $315,000 over a 24-month period to initiate an immersive learning technology platform to embed real-life financial decision making into the College's Personal Finance course: FIN100. The collaboration with Wells Fargo will launch an innovative virtual simulation that helps students master financial principles by placing them in lifelike scenarios where their decisions directly affect outcomes- an initiative designed not only to teach financial theory but also to change behavior.

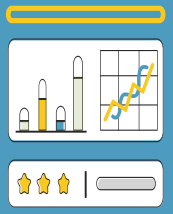


Students who complete a college-level personal finance course have a significantly higher probability of year-to-year retention and successful degree completion (College Student Journal, 2020)

Lumina Foundation: Great Admissions Redesign

In partnership with Miami Dade College and Indian River State College, SPC was one of only ten grants in the nation by the Lumina Foundation to support multi-semester registration efficiencies with the intent to roll out this innovation State-wide. The College's Institutional Research (IR) department will support data collection efforts and a co-lab will be held to promote data sharing. This will be done through:

IR Data Dashboard



- Developing a user-friendly **data dashboard** and a clear data guide to support analysis and reporting of **multi-term registration** and **student impact**.
- **Providing training** to ensure faculty and staff can **confidently use the dashboard** to better understand student outcomes and program performance.



City of St. Pete Works EDGE project

Working with Dean Berry, the College received **$6 million** in City funding to advance its Employment & Development for a Growing Economy (EDGE) workforce training and education program. This investment will support short-term training programs-15 weeks or less- in a variety of high-demand program areas including the **blue economy, advanced manufacturing, IT** and **AI career readiness**. Partners include CareerSource Tampa Bay, PCUL, St. Pete Chamber of Commerce, CDC Tampa Bay, Fishhook, GIS Jane and PERC.

With the goal of placing 150 students/year for a total of 450 participants over the three-year grant, the City's investment will be transformational for South St. Pete.



Grant Titan Award 2025-2026 Awardees

Awarded bi-annually, the SPC Grant Titan Award celebrates the extraordinary people behind the success of grant-funded work at the College. This recognition honors individuals who exemplify leadership, go above and beyond their roles, and play a meaningful part in delivering impactful grant activities, events or milestones that benefit our grant community.

August 2025 – Adam Colby
February 2026 – Sue Sohn



Grant Management Fast Facts

SPC grants support an array of services at the college across Academic Affairs, Student Affairs, and Workforce Development



The Florida Postsecondary Comprehensive Transition program (FPCTP) participated in its **1st** SPC Commencement this year.

468 Mental Health First Aid Training Completed this year.

853 TRIO EOC students received services this year including how to start college successfully.

17 teacher apprentices from the Florida Department of Education's Grow Your Own Teacher graduated

37 Pinellas County School teachers will participate in a US Department of Education Civics grant summer Teacher Academy.

157 Students were supported by the TRIO SSS program through mentoring, tutoring and college tours.

Grants in Action: Laptop Lending

Through a **Florida Department of Commerce $258,735 Digital Connectivity grant**, Chad Mairn created a new community laptop lending program while Shanya Turner enhanced SPC's own Titan's Care student laptop program. With their Herculean efforts, thus far, **288** laptops have been loaned to students and community members whose need for laptops was dire. Additionally, free digital literacy education was provided to **154** participants. **31%** of participants had no prior digital training and **46%** did not have a laptop at home.





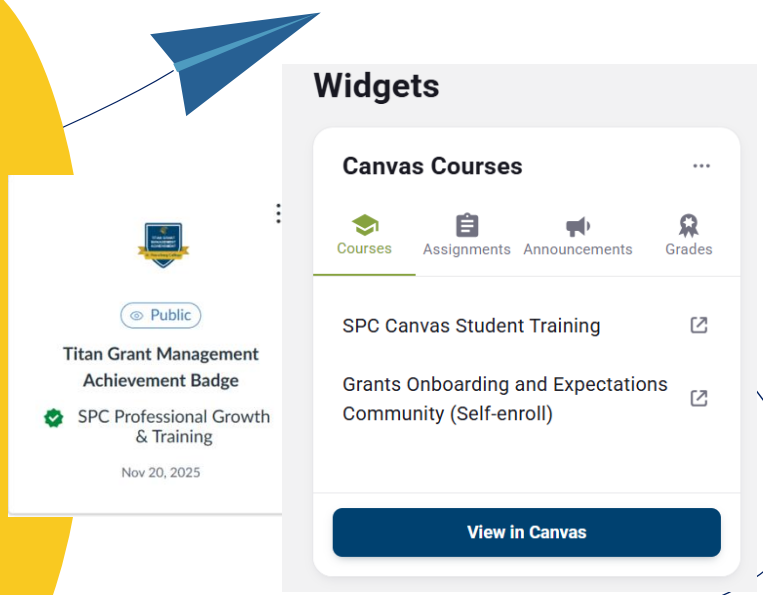
Metric	Before Program	After Program
"Very confident" in computer use	31%	46%
"Very/somewhat familiar" with digital skills	58%	85%
Reported skill improvement	N/A	95%
Will continue using skills	N/A	97%

Training Faculty & Staff on Grants Management

Two Grant Canvas Courses

Earn your Titan Grant Management Digital Achievement Badge by enrolling in the Department's Onboarding course which provides basic grant management strategies, SPC policies and ways to ensure grant compliance success. 30 employees have enrolled in the course.

Ready for the next step, enroll in our newest Evaluation 101 course to learn about the best practices of ensuring your grant measures its success accurately and collects the best data.



Higher Education Grant Trend: Workforce Pell

- Pell expanded into **workforce credentials** focused on high-value (skill and wage) with clear job placement. This is relevant to future grants and has already been implemented into DOL Strengthening Community College Training Grant, TRIO Educational Opportunity Center, and the Title III SIP grant.
- This expansion to traditional Pell includes workforce programs that are:
  - **8–14 weeks long**
  - **150–599 clock hours**
- Jobs must be **portable** and **stackable** (as determined by Governor) and prepare students for employment in an occupation where there is only one postsecondary credential which is conferred upon completion.
- Eligibility criteria is consistent with both Perkins and WIOA

FOCUS ON ACCOUNTABILITY

70%
Completion Rate

70%
Job Placement

! This marks the first structural change to Pell in decades, opening aid to certificate and nondegree pathways. Set to begin **July 1st,2026. Programs must have been offered for 1 year in order to be eligible.**

SPC St. Petersburg College

SPC Grants Development maintains relationships with Federal, State, and local agencies and organizations as grant collaborators, partners, and supporters:



Grants Development Staff

- Gretchen Mullin-Sawicki: Grants Executive Director
- Kevin Leary: Grant Writer
- Jess Sager: Grants Associate
- Kristina Renaud: Grants Management Specialist
- Brittaney Hall Richards: Grant Support Specialist
- Anthony Preston: Grant Writer Intern








THANK YOU

THANK YOU



GET IN TOUCH

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The Grants Development Department hosts open office hours the third Wednesday of every month from 2:00 – 3:00 PM.