Virtual Workshop

Strategies and Tips for Building Partnerships for NEW Student Training Programs between Colombia and the United States

January 27, 2021
THE U.S.-COLOMBIA GRANT COMPETITION FOR 21ST CENTURY HIGHER EDUCATION PARTNERSHIPS

**Eligibility:** All higher education institutions in the United States and Colombia


**Application Period:**
October 29, 2020 – March 15, 2021

**APPLY NOW!**

WWW.100KSTRONGAMERICAS.ORG
Welcome & Overview (5 minutes)
Dr. Ann Mason, Director U.S. Colombia Higher Education Partnership Initiative, U.S. Department of State
Maggie Hug, Director of Regional Education Initiatives, Bureau of Western Hemisphere Affairs, U.S. Department of State

Opening Remarks (6 minutes)
Jay Raman, Cultural Affairs Officer, U.S. Embassy Bogotá
Paula Henao, Head of the Office of International Relations, ICETEX

Brief Overview of the 100,000 Strong in the Americas Innovation Fund (5 minutes)
Ukiah Busch, Director of Public-Private Partnerships, Partners of the Americas

Session 1: Preparing for the 100K Grant Proposal Process: Tips and Strategies (40 minutes)
Session 2: Best Practices for Building and Sustaining 100K Proposals & Programs (32 minutes)
Q&A: (8 minutes)
Session 3: Interactive Small Group Discussion (20 minutes)
Closing Remarks (5 minutes)
Brief Overview of the 100,000 Strong in the Americas Innovation Fund

The 100,000 Strong in the Americas INNOVATION FUND mobilizes Public-Private commitments to provide GRANTS to higher education institutions using a WHOLESALE APPROACH. The INNOVATION FUND creates new PARTNERSHIPS between HEIs in the U.S. and the region to create more student exchange/training opportunities throughout the Americas.
**Innovation Fund Highlights:**

**2014-2021**

- **243 grants awarded to teams of 491 HEIs**
- **25 countries and 49 U.S. states**
- **9,800 students and counting**
- Over **970 grant proposals submitted since January 2014**
- **2,300 HEIs in Innovation Network and counting**
- Over **$14 million from public and private sectors to support the Innovation Fund since 2014**
- Thus far, **$6.4 million granted to winning 243 partnership teams** -- matched by **$11.2 million from HEIs** -- resulting in **1.75x match**
Students gaining international training in:

- Agricultural Sciences
- Information Technology
- Sustainable Coffee Production
- Aquaculture
- Rural Health Sciences
- Research and Cultural Immersion
- Engineering Education Across Disciplines
- Global Entrepreneurship
- Sustainable Engineering Service Learning
- Agricultural Engineering
- English as a Second Language
- Storytelling and Heritage
- Environmental Engineering
- Democracy and Culture
- Electrical Engineering
100K Strong Winners Event with COLCEINCIAS and Colombian President Ivan Duque in Bogota (Sept. 2019)
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Session 1: Preparing for the 100K Grant Proposal Process: Tips and Strategies

Moderator: Dr. Ann Mason, Director U.S. Colombia Higher Education Partnership Initiative, U.S. Department of State

Laura Cossette, Senior Program Officer, Partners of the Americas
Alejandra González Penagos, Manager of International Cooperation and Visibility, Universidad de la Sabana
Ahmad Ezzeddine, Associate Vice President for Educational Outreach and International Programs, Wayne State University
Alex Peterson, Director, Center for Global Engagement, Snow College
Tips & Strategies for Developing Your Innovation Fund Grant Proposal
HOW TO APPLY

HTTPS://WWW.100KSTRONGAMERICAS.ORG/APPLICATION-PORTAL/
Innovation Fund Tip
Create your profile & start working on your application now so that you can see everything that will be required!
## Application Requirements & Components

### Technical Narrative
- 12 pages max (PDF)
  - Cover Page (1 page)
  - Table of Contents (1 page)
  - Executive Summary
  - Program Description
  - Sustainability Plan
  - Institutional Capacity, Challenges, and Opportunities for Growth
  - Monitoring & Evaluation Plan

### Budget Summary
(Excel)

### Budget Narrative
(PDF)

### Supporting Documents
- 10 pages max (PDF)
  - Letters of Support
  - CVs of Project Directors
  - Additional Attachments

### Application Form
- Summary of Proposed Program
- Program Goals/Objectives
- Program Themes/Areas of Study
- Partnering Institution(s)
- # of Participating Students
- Anticipated Travel/Exchange Timeline
- Description of Student Credit

### Partner Information Request Form
Needs to be sent to and completed by your partner institution(s) 
Must be completed by application deadline
EVALUATION CRITERIA

**Technical Proposal (80%)**
- Cover Page (1 page)
- Table of Contents (1 page)
- Executive Summary & Program Description 40%
- Sustainability Plan 15%
- Institutional Capacity 15%
- Monitoring & Evaluation Plan 10%

**Cost Proposal (20%)**
- Budget Summary 15%
- Budget Narrative 5%

**Supporting Documents**
- CVs/Resumes
- Letters of Support
Executive Summary & Program Description (40%)

- Clear program goals and objectives, including student learning goals
- Detailed description of student activities
  - Including proposed timeline
- Need for program explained/justified
- Defined number of students that will travel north and/or south
- Student credit

*Make sure reviewers are not left with any questions about the design and purpose of your proposal

Be clear, concise, and specific about the proposed program design, goals and objectives, and student activities
SUSTAINABILITY PLAN (15%)

- Concrete plans/actions
- How will you secure “buy-in” and support from your and your partnering institutions to continue the program after the year of funding?
- Highlight financial commitments from institutions, community partners, etc.
- How will you receive additional funding?

Make sure to explain how your proposed program will continue after the initial year of 100K funding.
Institutional Capacity, Challenges & Opportunities for Growth (15%)

- Demonstrate **capacity** to administer study abroad programs
- Clear awareness of institutional **challenges & plans to overcome/address challenges**
- **Opportunities** that may arise from challenges

*For ALL involved institutions*

**REQUIRED:** Letters of Support + Resumes/CVs of Primary Investigators

**Letters of Support**
- Your institution
- Your partnering institution(s)
- Any other involved organizations
Institutional Capacity, Challenges & Opportunities for Growth (15%)

- Addresses **all three components** of the section for **all involved institutions**
  - Strong **Letters of Support**
    - **All involved institutions**
    - **Provided in English***

- **Does not** address all three components of the section
- **Does not** provide Letters of Support from all involved institutions
- Provides Letters of Support in language other than English

*Why does 100K require all proposal documents to be submitted in English?
We require all proposal components to be submitted in English because not all of our reviewers speak Spanish/Portuguese!
MONITORING & EVALUATION PLAN (15%)

- **What?**
  - Target goals, benchmarks/indicators of progress, etc.
- **How?**
  - How will indicators be measured
- **When/How often?**
  - i.e. baseline, throughout, post-award, etc.
- **Who?**
  - Who will be responsible for collecting data?

Make sure to use the 100K M&E template

SMART Goals & Objectives

- **S**pecific
- **M**easurable
- **A**chievable
- **R**ealistic
- **T**imely

Click here
BUDGET SUMMARY (15%)

Overall clarity (5%)
- Use the 100K template
- Ensure all calculations are correct
- Provide costs in USD $
- Be as specific as possible

Indirect Costs (5%)
Indirect/administrative costs (Maximum allowable of indirect costs charged to grant is 20%).

*The lower the indirect costs the better
*Recommend to cost-share indirect costs

Cost-Share (5%)
- Recommended at least 1:1 match (1.5+:1 preferred)
- Cost-sharing from your institution, partner institution(s), and/or outside resources

Make sure to use the 100K Budget Summary template
Click here
BUDGET NARRATIVE (5%)

- Explain and justify items/activities listed in summary
- Provide cost estimation breakdowns
- How did you calculate the estimate?
- Be as specific as possible

How do I know what costs are allowable?

https://www.100kstrongamericas.org/app-format/
https://www.100kstrongamericas.org/100k-competition-faqs/
PROPOSAL CHECKLIST

- **Executive Summary & Program Description:** Have I clearly defined program goals, objectives, student learning objectives, and activities? Have I justified the need for the program? Have I provided a clear program timeline?

- **Sustainability Plan:** What will the grant allow us to do that we could not do before? How will we continue to implement the program after the grant?

- **Institutional Capacity, Challenges & Opportunities:** What are my [and/or my partner] institution’s current challenges & opportunities to student exchanges? Capacity to administer the program?

- **Monitoring & Evaluation (M&E) Plan:** How will I evaluate the program’s progress and student learning? Track the outcomes and outputs?

- **Budget Summary + Narrative:** Is the budget detailed yet clear and easy to comprehend? Are the Items relevant to the program? Funding sources identified?
FINAL INNOVATION FUND TIPS

- Use all provided 100K templates
  - M&E Plan
  - Budget Summary

- Refer to proposal samples
  - Complete proposal
  - Budget Narrative

- Make sure all proposal documents are in English

- Don’t wait!
  - Begin your proposal & create your profile as soon as possible
    https://www.100kstrongamericas.org/application-portal/

Check out our recent webinars to view this PowerPoint presentation & more (in English and Spanish)
Alejandra González Penagos, Manager of International Cooperation and Visibility, Universidad de la Sabana
Wayne State University
Office of International Programs (OIP)

Ahmad Ezzeddine, PhD
Associate Vice President
Educational Outreach and International Programs
a.m.ezzeddine@wayne.edu/313-577-4450
2017 100K Strong MetLife Foundation Study Abroad Innovation Competition Proposal

Wayne State University (Detroit, Michigan) and Universidad Externado de Colombia:

*Peacemaking and Conflict Resolution: A New Collaboration for Exchange between the United States and Colombia*

- Staff Exchanges for planning purposes
- Student Exchanges: WSU participated in summer course in Conflict, Peace and Security titled Building Peace After War. Externado students participated in WSU’s Center for Peace and Conflict Ralph Bunch Institute as interns.
Lessons Learned

• Institutional “Chemistry”
• Focus on institutions’ unique strengths
• Faculty champions
• Leadership support, commitment, and flexibility
• Clear tie to international goals/strategy
Snow College, Utah—Sena, Colombia
7.9% of international students in the US attend community college

1.7% of U.S. students studying abroad come from community college
Student Projects

• 14 students from Colombia, 14 students from the US two week exchange
• Two Colombian students at Snow College for one semester of ESL

• **What happened?**
  • US—Teaching English as a Second Language students
  • Service Learning class “Global Inquiry and Language Learning”

• SENA—English language for specific purposes
• Sustainable construction and agribusiness students
Advice

• Investigate and take time getting to know partner. Make sure institutional goals match/complement.

• If your institution doesn’t have extensive background and resources with international resources: utilize resources (consortiums like Community Colleges for International Development and organizations like Partners in the Americas) They can help with diplomatic questions.

• Even if your institution is experienced, there may be unforeseen challenges with your partner institution. Have patience, flexibility, and communicate clearly. Get ready for “culture bumps.”

• Create projects with excellent sustainability possibilities. Snow College and SENA have continued to work together on virtual projects (SENA teacher training, Spanish and English class exchange projects, student language classes).
Session 2: Best Practices for Building And Sustaining 100K Proposals & Programs

**Moderator:** Dr. Ann Mason, Director U.S. Colombia Higher Education Partnership Initiative, U.S. Department of State

**Julian Prieto Barrera,** Head of the International Cooperation Office, Fundación Universidad de Bogotá Jorge Tadeo Lozano

**Mariana Smith,** Assistant Professor of Visual Arts, Stockton University

**Marjorie Maia,** Leader of Cooperation and International Projects, Universidad EAN

**Maria Carolina Serrano Ramirez,** Director of International Relations, Universidad de la Sabana

**Fernando A. Téllez,** Director of International Relations, Fundación Universitaria del Área Andina
Building Institutional Relationships for Research and Education
PSU-UTADEO
Strategic Alliance 2018-2020

Phase 1
Faculty Networking

Phase 2
Grant for student and faculty mobility

Phase 3
Implementation of the sustainability strategy.
LGU Fellowship

Phase 4
Structuring of research for development projects.
Development of stakeholders strategy

Phase 5
Funding strategy
UTADEO delegation visit to Penn State Agreement for working under de Research for Development Approach: Water, Energy and Food Nexus
Desarrollo de estrategia para financiamiento de proyectos

Steering Committee

Julián Prieto M.S.
Head of International Affairs Office

Prof. Isaac Dyner Ph.D.
Dean of Natural Sciences and Engineering

Prof. Rachel Brennan Ph.D.
WEF Nexus Champion

Prof. Siela Maximova, Ph.D.
Funding Strategy

Fulbright Specialist
Cátedra Fulbright

Small Grants Program

Programa Expertos Internacionales
Alianza Estratégica

Seed Grant Program
Activities Accomplished

La Guajira
USD 35.000

Magdalena
USD 35.000
Royalties Project
Ministry of Cience
USD 1.9M

Paramo Chingaza
USD 35.000
Seed Fund
US Energy Department
USD 300.000
Contact Information:
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Stockton University
Universidad Del Rosario
2019-2020

Mariana Smith
Assistant Professor School or Arts and Humanities
Stockton University

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Research creation and contemporary art strategies applied to community outreach, bridge building, and placemaking in view of migration crisis
Interdisciplinarity

Universities as interconnected communities

Connect departmental resources
- lectures, exhibitions, use of facilities, financial contributions

Work with individual faculty
- visiting lectures and course related projects to involve the exchange students

Community partnerships
- Draw on service-learning programs and collaboration with business associations

Developed thematic talk show
- Online interviews, exhibitions

Exchange Students presented lectures and facilitated discussions with peers

Local business associations
- NGOs
- journalistic interviews
- photo documentaries
Collaborative Nexus

Experimental curricular structure

- Flexibility to adjust the formats as challenges come (COVID-19, community partnerships, etc)

- Student ownership of projects fostered commitment

- Project highlighted university mission and provided students with an effective platform for community outreach

- Draw on each partner’s unique strengths

Student-led online exhibitions and zine workshops in USA and Colombia
Program sustainability

• Project outcomes geared towards public presentations and community engagement

• Highlight each university unique mission, facilities, and community partnerships

• Not being tied to a single program opened future interdisciplinary exchange projects (sociology, collaborative science/art projects)

• Seeded future collaborations beyond the scope of the sponsored project (conferences, online curriculum, student articles, exhibitions)
Obstacles

**Shifting, unpredictable schedules**
Broader partnerships require more flexibility in scheduling and project formats

- Establish teams: legal, budget, housing, PR, student service, community partners.

**Beyond academic activities** (essential aspect of the program)
Considerations for the transportation and chaperons

- Community and university relationships established before the project was implemented proved to be invaluable

**Budgetary extensions**
Shifting deadlines, cancellations, and global pandemic

- The collaborative and interdisciplinary nature of the project provided greater flexibility collecting additional small-scale contributions and cost share

**Logistics and extra work**
- The project is rewarding, but exceeds usual academic course instruction
Academic and scientific projects

Webinar: Best Practices for Building and Sustaining 100K Proposals and Programs
Internationalization Strategy

Vertical and horizontal integration

1. International Mobility
   Campus Internacionalization
   - Teacher mobility approval
   - Global cultural on campus
   - Student advising
   - International recruitment

2. Cooperation and International Projects
   - Leverage of international resources
   - G___

3. Strategic Relations
   - Alignment of directive agendas and Agenda 2030
100k Strong in the Americas projects

- Participation in Webinars
  - NAFSA: 100k Strong in the Americas Capacity Building Workshops
  - Informal submission of proposal to get feedback from experts

- Soil Contamination and Sustainability Program
  - First project implementation
  - Challenges: visa process, communication with partner and budget execution
  - Achievements: mobility of 17 students

- Social Innovation Certificate: Sustainable Entrepreneurship Tool
  - Consolidation of lessons learned and good practices
  - Second successful application
  - Achievements: mobility of 20 students, consolidation of certificate for Latin America, multidisciplinary group

- MappEan Cultural Expressions: the Observatory for Creative Industries
  - Workshop on good practices of the US Embassy in Colombia.
  - Third successful application

2016

Icetex
UTSA
The University of Texas at San Antonio

2017

Icetex
UAN
Antonio Narino

Portland State University

2018

2019
Building the Proposal

Step by step process of formulation
Tips for building and sustaining 100k proposals

- Actively participate in the Innovation Network - Partners of the Americas
- Verify call requirements x institutional strategic projects
- Leverage existing relational capital
- Assemble dream team for formulation and implementation
- Relate the objectives of the proposal with the 2030 Agenda and SDGs
- In kind and complementary funds: ICETEX, Fulbright, etc
- Establish follow-up and monitoring indicators
- Frame the proposal in a sustainability and traction strategy
- Involve various areas of the university: legal, financial, research, etc.
- Have a communications strategy
Marjorie Z. Maia

Contact me for any questions

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https://www.linkedin.com/in/marjorie-zomignani-maia/
Maria Carolina Serrano Ramirez, Director of International Relations, Universidad de la Sabana
100K Strong Virtual Workshop
Academic Mobility Project For Scientific Knowledge Transfer To Rural Communities For Peace Building - 2018

Bilateral U.S.-Colombia Network For Research And Educational Exchange: Affordable Assistive Technology For Rural And Peace Development - 2018
PROYECTOS 100.000 STRONG IN THE AMERICAS
2018-2019

Women 4 Peace
2018

Cine-clubs In Community: Video As A Tool Of Knowledge, Creation And Identity- 2019
PREPARACIÓN

1. Identificación de socios. Verificar proyectos en curso o nuevos proyectos (ej. Convocatoria interna para preselección)
2. Cronograma de trabajo y lista de chequeo
3. Fortalezas de la alianza: región, postconflicto, temáticas,
4. Redacción del proyecto: calidad, pertinencia, alcance
5. Posibilidades administrativas reales: contrapartida, apropiación de recursos, seguimiento financiero
SOSTENIBILIDAD

- Responsabilidad de los socios
- Compromiso institucional
- Objetivos alcanzables
- Compromiso líderes del proyecto
- Articulación con ADN institucional
- Herramientas tecnológicas
- Productos
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Session 3: Interactive Small Group Discussion

Facilitators:

Dr. Ann Mason, U.S. Department of State
Diana Patiño, U.S. Embassy Bogotá
Maggie Hug, U.S. Department of State
Ukiah Busch, Partners of the Americas
Penelope Kim, Partners of the Americas
Laura Cossette, Partners of the Americas
Alejandra González Penagos, Universidad de la Sabana
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Marjorie Maia, Universidad EAN
Maria Carolina Serrano Ramirez, Universidad de la Sabana
Fernando A. Téllez, Fundación Universitaria del Área Andina
Facilitator Instructions:

Please guide a group discussion of the following questions:

1) What did you learn from today’s 100K presenters? What steps are you planning to take to apply for this 100K U.S.-Colombia grant competition?

2) What are some challenges you’ve encountered while building international partnerships? How did you overcome them?

3) How can international educators innovate when designing new programs?

4) What are creative ways to engage students that don’t typically participate in international education?

Session 3: Interactive Small Group Discussion
Closing Remarks
Other Current and Upcoming 100K Innovation Fund Grant Opportunities

United States - Colombia Innovation Fund Competition – October 2020 – March 15, 2021

Supported by

United States-Central America Innovation Fund Competition – March 2021

Supported by

United States - Brazil Innovation Fund Competition – Winter/Spring 2021

Supported by
Join the Innovation Network!
https://www.100kstrongamericas.org/join/

Apply for the U.S.-Colombia grant competition!
https://www.100kstrongamericas.org/grants/
Download the RFP: https://www.100kstrongamericas.org/grants/

Request for Grant Proposals
for
The U.S.-Colombia Grant Competition for 21st Century Higher Education Partnerships

Issuance Date: October 29, 2020
Question/Answer Period: October 29, 2020 – March 1, 2021
Submit questions at 100kstrongamericas.org/questions
Closing Date: March 15, 2021

Dear Higher Education Institution Applicants,

The Bureau of Western Hemisphere Affairs (WHA) at the U.S. Department of State (DOS) and Partners of the Americas (Partners) are pleased to announce the U.S.-Colombia Grant Competition for 21st Century Higher Education Partnerships to support higher education partnerships between Colombia and the United States to create new academic training and exchange programs for students in both countries. This Innovation Fund grant competition is supported through generous contributions from the Instituto Colombiano de Crédito Educativo y Estudios Técnicos en el Exterior, Mariano Ospina Pérez (ICETEX) and the U.S. Department of State through the U.S. Embassy in Bogotá.
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