



metisassociates

making a meaningful difference

grant development



Metis Associates, a national research and consulting firm headquartered in New York City, brings over 30 years of experience in evaluation, information technology, and grant development to its work with a wide range of organizations committed to making a meaningful difference in the lives of children, families, and communities.

**Our mission** is to support public and private organizations in achieving results for the children, adults, families, and communities they serve. We work closely with our clients, so that together we can strengthen their capacity to carry out their missions, make better decisions, and deliver more effective services.

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Cover photo: Metis worked with a tri-district consortium in Macomb County, Michigan, to secure a five-year federal/Voluntary Public School Choice grant, increasing the academic rigor of school offerings.

**M**ETIS ASSOCIATES helps educational and human-services organizations accomplish their missions by developing grant proposals to secure external funding in a highly competitive marketplace. With a very successful track record, our expert staff have raised more than \$250 million from city, state, and federal

sources on behalf of our clients who provide services across a broad programmatic spectrum.

The bulk of Metis's grant development work has been carried out for educational organizations in K-12 settings. Working in urban, rural, and suburban areas, Metis has collaborated successfully with central-office and school-based administrators,

teachers, parents, and students as well as with institutions that partner with schools to offer a variety of educational services.

Metis's staff combines decades of experience as practitioners and consultants in public education and human services. Their contributions to program development reflect a solid grounding in research-based practices. Through

a collaborative approach in which relationships are nurtured over time, they become deeply familiar with client organizations, advising them on grant-seeking and helping them to better articulate their needs and ideas to funders.

We welcome inquiries about how we can best serve you. Please write to us at [inquiries@metisassoc.com](mailto:inquiries@metisassoc.com).

# grant development

## TECHNICAL STRENGTHS

**Funding Research.** Metis carefully tracks notices of funding availability to advise clients on when to anticipate grant announcements and how to interpret requests for proposals.

**Needs and Resources Assessment.** Metis staff carry out data gathering and analysis activities, including focus groups and surveys, to document the need for external funding and to assess internal resources that can be harnessed to support program goals.

**Program Development.** Through a highly collaborative process, Metis brings together stakeholders within a client organization to design programs that reflect and address local needs and conditions. Moreover, Metis staff facilitate highly productive partnerships in support of its clients' program goals.

**Grant Writing.** Metis staff draft proposal narratives and prepare budget documents and other forms, checking for quality, completeness, grammar, and clarity often in a time-pressured context.

**Rigorous Evaluation Design.** Metis designs rigorous program evaluation plans (including the use of randomized control trials) to examine the relationships between program implementation and outcomes. These evaluation plans give clients a competitive edge in the grant-seeking process.



Metis helped Orangeburg County District 3, South Carolina, to attain a federal Magnet Schools Assistance Program grant that is transforming its schools.

**Grants Training and Technical Assistance.** Metis staff offer one-time and ongoing courses to help our clients prepare winning grants on their own. Courses include beginning and advanced grant-writing and intensive workshops on grant-related topics. Metis professionals work closely with each client to customize the training curriculum to meet the specific needs of the organization.

## OUR PROGRAM AREAS

- K-12 EDUCATION
- HIGHER EDUCATION
- CHILDREN & FAMILY SERVICES
- WORKFORCE DEVELOPMENT
- FAMILY ECONOMIC SUPPORTS
- YOUTH DEVELOPMENT
- JUVENILE JUSTICE

## SELECTED CLIENT PROJECTS

**Arkansas Department of Education (ADE):** Metis helped the ADE to secure three federal grants totaling \$17 million to develop a statewide longitudinal data system that follows each student from early childhood through postsecondary education. Metis continues to provide evaluation, management consulting, and technical assistance to improve data quality and ensure the system's effectiveness as a tool for data-driven decision making.

**Magnet Schools Assistance Program:** Metis has worked with urban, suburban, and rural school districts to create or redesign more than 85 elementary, middle and high schools into theme-based magnets in support of court-ordered or voluntary desegregation plans. Metis staff have helped these districts to secure more than \$100 million through the federal Magnet Schools Assistance Program.

**Inner Resilience Program:** Metis Associates helped this program—created to build the resiliency and to nurture the inner lives of educators and students—to secure a highly competitive grant from the Fetzer Institute to support a randomized control trial study of the organization's work. Metis later served as the project's evaluator; identifying positive outcomes for the teachers who participated in the treatment group, as well as for their students.

**City University of New York (CUNY) Community College Consortium:** Metis Associates developed a successful \$1 million grant proposal to the U.S. Department of Labor to fund the New York City Sales and Service Training Partnership—a two-year project that addressed employee and employer needs for English proficiency in the retail workforce.

“Metis Associates played an instrumental role in getting our brand new school off the ground as we expanded to serve grades six through twelve. Not only did they help us to secure two rounds of magnet funding, they helped to monitor and steer the programs that were implemented to ensure their success. Metis staff helped immensely to make sure that we kept on target with our strategies for developing challenging academic programs in journalism, technology, business and engineering. This has had a very direct impact on our ability to recruit a broader spectrum of students.”

— Rose Fairweather-Clunie, Principal, MS/HS 368 IN-Tech Academy



“The way the instructor broke down each section of the grant was very informative. It almost makes it seem easy.”

— Grant-Writing Workshop Participant

“The presenter was thorough, down-to-earth, understandable, and helpful with her ‘telling it like it is’ approach.”

— Grant-Writing Workshop Participant