



Building Your Contract Training Business with Grants/State Reimbursements

presented by
Leslie Larrabee

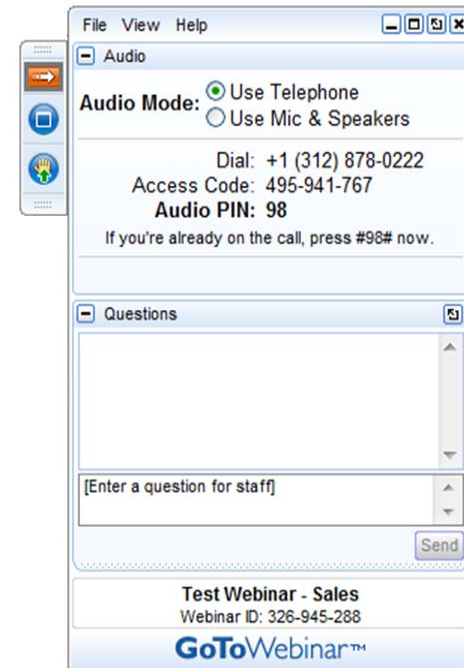
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Leslie Larrabee

leslie@cacorpcollege.com

763-331-8303

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Grants

- ❖ Sources include:
 - Federal & State Agencies (DOL)
 - Non-profit Organizations (Bill & Melinda Gates Foundation)
 - Industry (Bayer)
- ❖ Application Process
- ❖ Management & Tracking
- ❖ Reporting
- ❖ No Margin

Poll Question #1



State Reimbursements

- ❖ Sources include:
 - State Agencies (System Office)
- ❖ Application Process
- ❖ Management & Tracking
- ❖ Reporting
- ❖ Small Margin

Poll Question #2



Best Practices for Growth

❖ Grant Writers

❖ Pilots

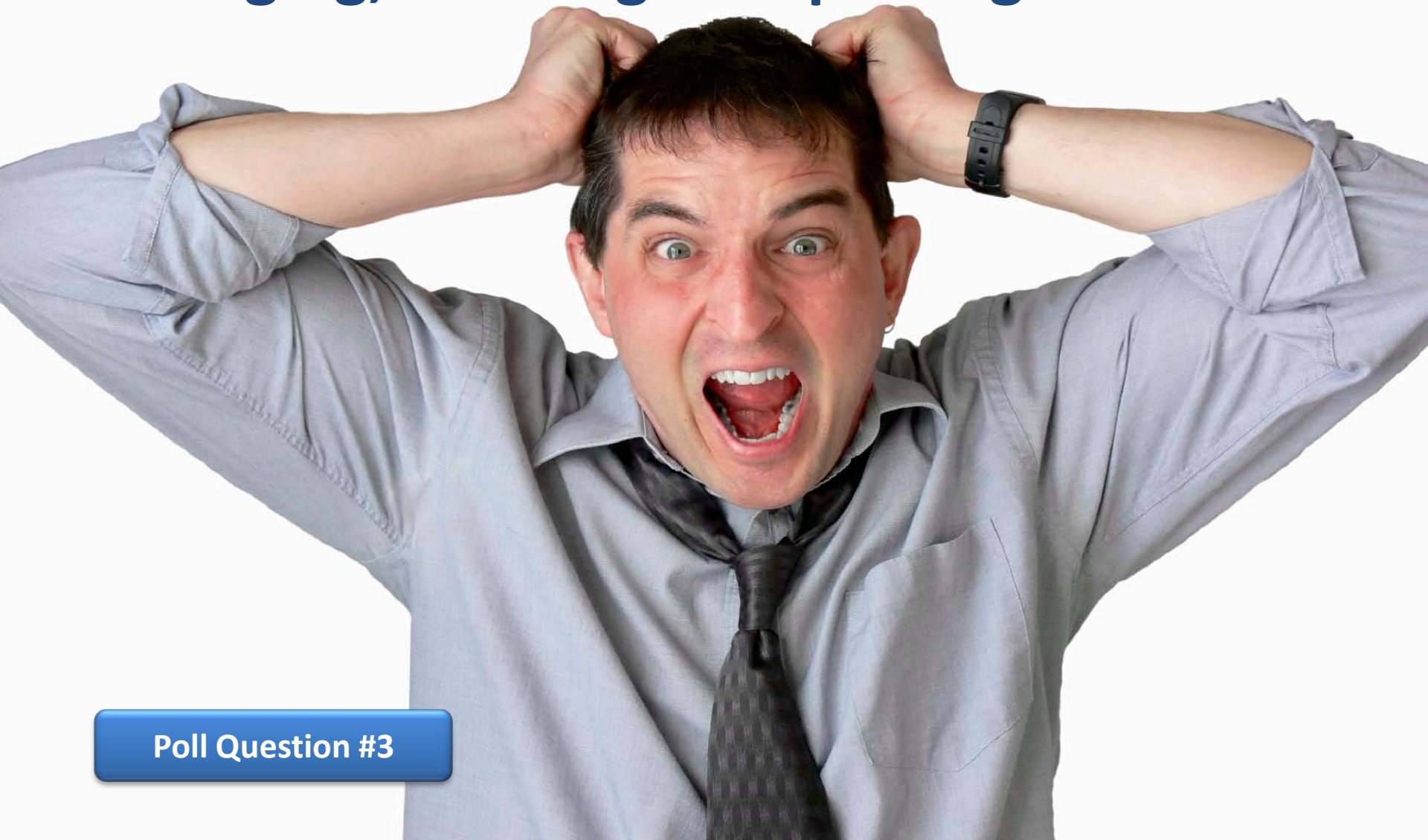
❖ Marketing

❖ Value

❖ Curriculum Development/Equipment

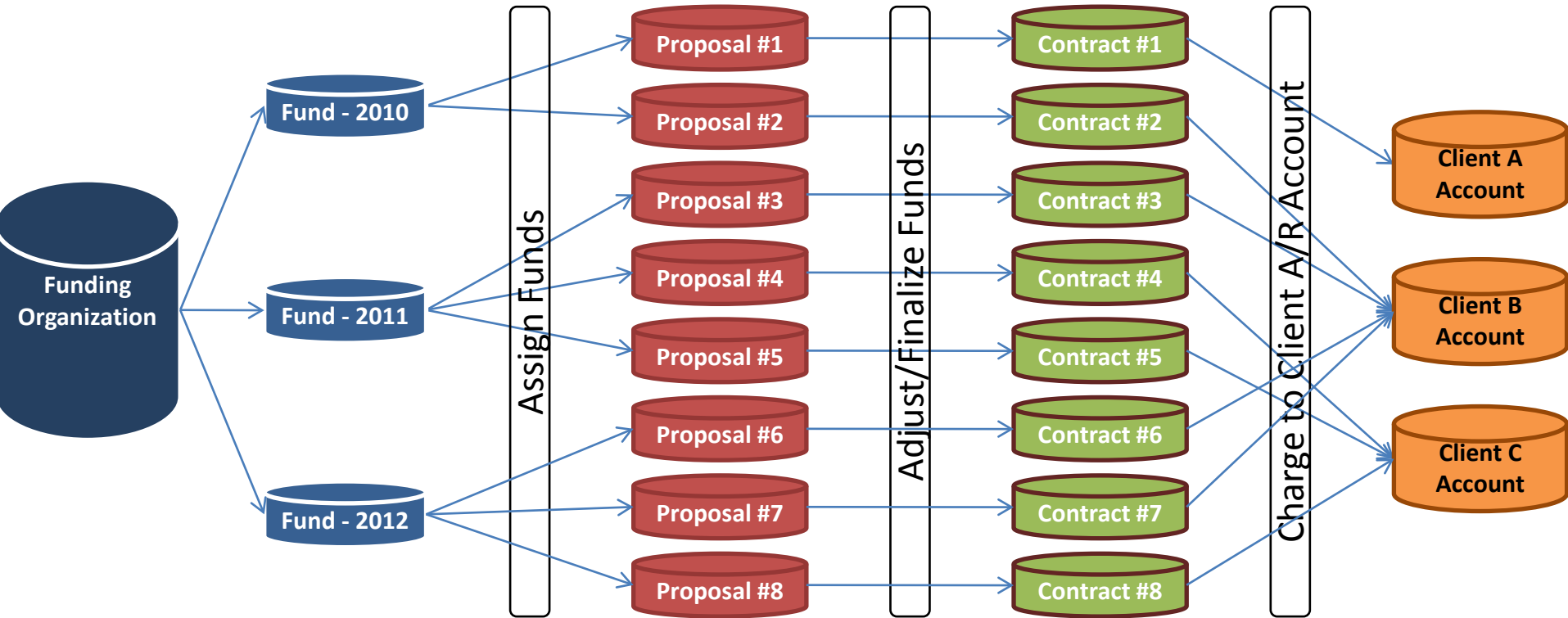


Managing, Tracking & Reporting

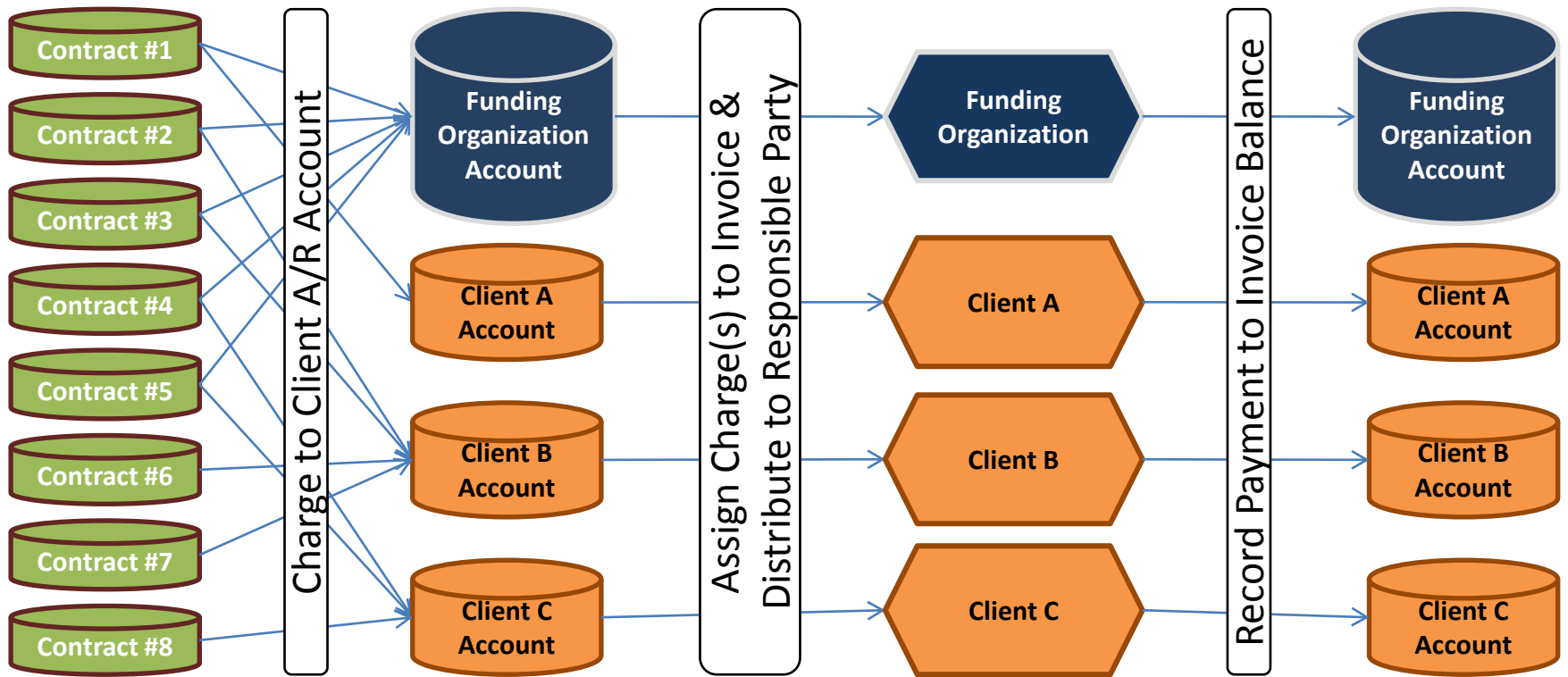


Poll Question #3


Managing, Tracking & Reporting



Managing, Tracking & Reporting



Managing, Tracking & Reporting




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Fiscal Year

Showing Records 1 through 3 of 3

Select	Organization name	# of Funds	Total Amount	Available Balance/ Amount Allocated	Amount Charged/ Amount Invoiced
<input type="radio"/>	Iowa State	4	\$3,500,000.00	\$1,500,000.00/ \$2,000,000.00	\$1,500,000.00 \$1,300,000.00
<input checked="" type="checkbox"/>	Hawkeye CC	3	\$1,500,000.00	\$1,000,000.00/ \$500,000.00	\$200,000.00 \$150,000.00
<input type="radio"/>	Other	2	\$1,800,000.00	\$500,000.00 \$1,300,000.00	\$800,000.00 \$600,000.00

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Managing, Tracking & Reporting

A person is shown from behind, sitting in a meditative pose on a rock. Their arms are raised high in the air, and they are wearing a white tank top and dark pants. The background is a dramatic sunset over a mountain range, with the sun low on the horizon, casting a warm, golden glow across the sky and mountains. The overall mood is peaceful and contemplative.

Poll Question #4

Questions



Thank you for participating!

Leslie Larrabee

leslie.larrabee@augusoft.net

(763) 331-8303

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