

# Securing Support for Graduate Education: Lessons Learned from Art Conservation

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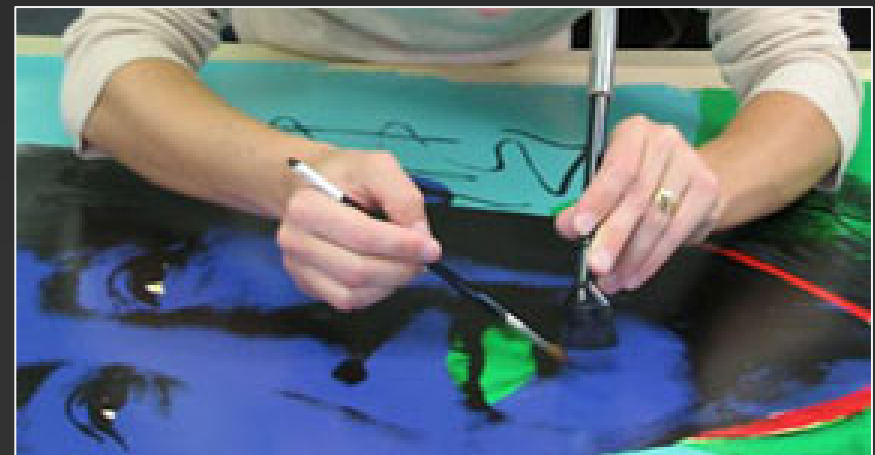


# The Winterthur/University of Delaware Program in Art Conservation

## A Three Year Program of Study – Articulating Purpose

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- Develop essential skills in critical thinking and communication
- Improve hand skills
- Advance awareness of materials science, conservation literature and issues, connoisseurship, and history of technology
- Introduce spectrum of techniques in assessment, treatment, and preventive care



# Assess Graduate Education Needs & Opportunities: Consult Faculty, Alumni & Profession

Strategic Plan with  
Timeframe and Associated Costs

Stipends and global  
research travel

Expert speakers

Equipment for  
treatment &  
scientific analysis

# Preparing a Case Statement & Fund Raising Plan

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- Identify urgent needs
- Prioritize
- Focus on strength AND mission
- Involve experts
- Collaborate
- Address WHY



# Basic Case Statement for Graduate Conservation Education

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- Program History
  - Organization
  - Curriculum
  - Achievement



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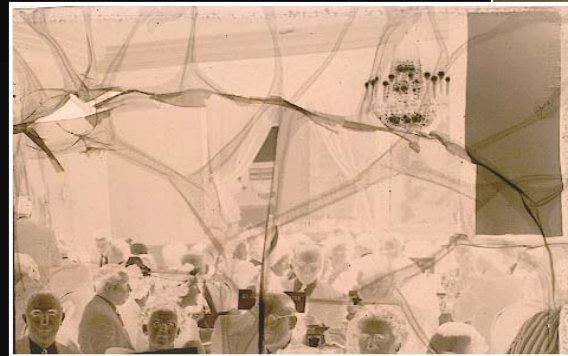
  - Achievement

- Project Description

  - Scope of work

  - Link to priorities

  - Focus on need





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  - Curriculum
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  - Scope of work
  - Link to priorities
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- Outcomes and Benefits
  - Opportunities
  - Realistic
  - Emphasize impact



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# Develop Succinct Case Statement to Articulate Immediate Need:



- Be vigilant



University of Nebraska, -Lincoln Libraries,  
The Omaha Indian Heritage Project, Nebraska State Historical Society  
Collection, 1887

# Develop Succinct Case Statement to Articulate Immediate Need:



- Be vigilant
- Emphasize excellence & relevance;  
demonstrate need



Southworth & Hawes , *Unidentified Female*  
daguerreotype, George Eastman House  
74:0193:0028

# Develop Succinct Case Statement to Articulate Immediate Need:



- Be vigilant
- Emphasize excellence & relevance; demonstrate need
- Combine enthusiasm with facts



Jim Alexander, *B B King*, Silver Gelatin  
University of Delaware

# Develop Succinct Case Statement to Articulate Immediate Need:



- Be vigilant
- Emphasize excellence & relevance; demonstrate need
- Combine enthusiasm with facts
- Verify feasibility & eligibility

Kepler, Victor *Housewife in Kitchen*  
color print, assembly (Carbro) process  
George Eastman House  
77:0292:0011



# Develop Succinct Case Statement to Articulate Immediate Need:



- Be vigilant
- Emphasize excellence & relevance; demonstrate need
- Combine enthusiasm with facts
- Verify feasibility & eligibility
- Capture the visceral; use visuals

**Murad Daguestani**  
"Sousou, the dancer and the snake"  
Baghdad, Iraq, 1930  
Silver gelatin glass negative, 12 x 9.2 cm  
Copyright © Arab Image Foundation



# Develop Succinct Case Statement to Articulate Immediate Need:



- Be vigilant
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- Capture the visceral; use visuals
- Share expertise to broaden impact





# Develop Succinct Case Statement to Articulate Immediate Need:



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- Emphasize excellence & relevance; demonstrate need
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- Verify feasibility & eligibility
- Capture the visceral; use visuals
- Share expertise to broaden impact
- Gather testimonials and engage students



George Eastman House, Handcolored daguerreotype

# Sample Case Statements

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- Our global cultural heritage is threatened by continuing degradation and loss resulting from a shortage of trained conservation practitioners, natural emergencies, environmental risks including climate change...



# Sample Case Statements

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- The survival of our cultural heritage depends on highly educated professionals



# Sample Case Statements

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- Our graduates have been responsible for the examination and preservation of such irreplaceable objects as the Emancipation Proclamation, Dead Sea Scrolls, Star-Spangled Banner, works of art from Rembrandt to Van Gogh, R2D2...



# Sample Case Statements

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- Our graduate program advances sustainable conservation strategies, engages communities, and raises public awareness about at-risk heritage.



# Sample Case Statements

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- Our graduate program in art conservation connects diverse and global communities to their treasured cultural heritage.....



# Consider AND Pursue a Multitude of Funding Sources

- Federal Agencies
- State Agencies
- Foundations
- Corporations
- Membership
- Organizations
- Individuals



# Conservation Project Support: Federal Agencies

- IMLS Conservation Project Support & National Leadership
- NEA Heritage Preservation
- NEH Preservation and Access Grants
- NEH Challenge Grants
- Save America's Treasures





# NEH \$500K Challenge Grant to Strengthen Graduate Education in Material Culture Studies

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- 20 Summer funding scholarships involving 7 graduate programs
- Two-week required Public Engagement Institute in Material Culture Studies
- Emerging Scholars Conference
- Field-base studies & expert speakers



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# Graduate Education Funding: Foundations

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- Improve and enhance society
- Local foundation & community commitment
- Educational focus
- Build sustained connection
- Monitor mission & review annual reports



# The Andrew W. Mellon Foundation: More than a decade of sustained support

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- Endowed graduate stipends in collaboration with national programs
- 15 Collaborative workshops in photograph conservation
- Katrina response efforts
- Photograph preservation in Middle East
- Faculty demographic survey and subsequent fellowship



# Graduate Education Funding: Corporations

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- Name recognition
- Sponsorship
- Strategic community alliance
- Creatively pursue linkages

Cornelius, Robert, *Self-portrait with laboratory instruments*  
daguerreotype, George Eastman House, 77:0242:0003

# Graduate Education Support: Membership Organizations and Individuals

- Donor cultivation
- Celebrate contribution
- Every donor is special
- Educate and engage donors



Burden & Salisbury *Mabel Pays By Check*  
lantern slide, gelatin on glass with applied color  
George Eastman House 97:1949:0015

**Acknowledge  
Nurture**



**Identify  
Prospect**



**Listen Cultivate  
Interest**



**Develop  
Relationship**



**Ask for Support**





# Make Connections!

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- Promote regional or global alliances
- Advance partnerships
- Incorporate educational opportunities
- Embrace matching offers



Evans, Charles *Girl with doll, holding mother's hand*  
Daguerreotype, George Eastman House, 77:0240:0024

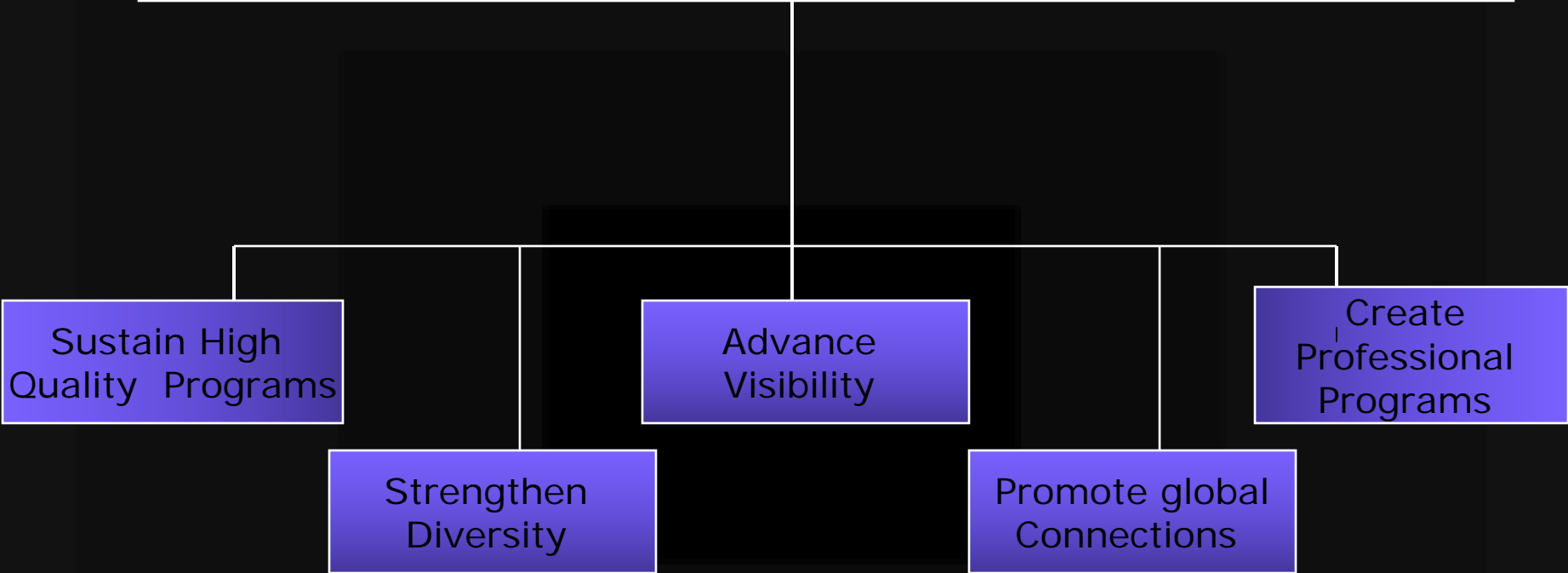
# Abide by Clear Grant-Writing Rules

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- Follow guidelines
- Demonstrate alignment
- Document need/value
- Articulate measurable goals
- Present clear budget
- Be specific
- Write clearly and ENGAGE



# Office of Graduate and Professional Education Strategic Plan



Communicate Regularly!!!!

## Sustain High Quality Programs

- Establish 12-month funding
- Implement new CRM system
- Establish dissertation boot camp and new academe prep courses
- Empower graduate students as fund raisers with short intros and half-day workshops

## Promote global Connections & Graduate Experience

- Establish \$5000 global research travel grants
- Increase funds for student professional development - raise bar on proposal expectation
- Establish dissertation boot camp and new academe prep courses
- Empower graduate students as fund raisers with short intros and half-day workshops

## Advance Visibility

- Launch new website
- Create video on graduate experience
- Increase articles in print and electronic media
- Empower graduate students to be strong public advocates
- Increase award nominations

# Graduate & Professional Education



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Apply



Academics



Funding



Campus Life



International



Diversity

## Graduate News

November 29, 2009

## Why UD?



# Funding Resources



Apply



Academics



Campus Life



International



Diversity

The Office of Graduate and Professional Education is committed to facilitating funding and fellowships for the graduate student body. These opportunities, available through university lines, as well as through external foundations and institutions, provide students with vital sources of support in their master's and doctoral programs. Moreover, fellowships and awards further professional development by funding conference presentations, while expanding horizons through national and international research and travel. In recent years, our graduate students have been awarded a number of nationally and internationally prestigious fellowships. The Office of Graduate and Professional Education works to support and heighten the visibility of our graduate students' world-class research and scholarship.



## RESOURCES

UD Opportunities

- Assistantships
- Competitive Support Funds

## UD Opportunities

Many funding opportunities are available for graduate study at the University of Delaware. Primarily, students receive support through [assistantships](#) for research and teaching. While the majority of assistantships are handled at the department level upon matriculation, some opportunities are available on a competitive application basis (available at the bottom of the [Assistantships page](#)).

[Competitive support funding](#) is also made available through the Office of Graduate and Professional Education. Typically, these competitive support funds require nomination of graduate



# General Observations on Securing Funds for Graduate Education

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- Equip graduate students with development skills
- Ensure graduate directors and chairs promote prominence and create excitement
- Document and celebrate success
- Link all development initiatives to strategic plan
- Inspire graduate students to engage the public



**Alban:** Studio portrait, Cairo, Egypt, 1945, Collection:  
AIF/Mikaelian family, © Arab Image Foundation





# Final Tips



- Demonstrate relevance



Montizon, de, Count *The Hippopotamus at the Zoological Gardens, Regent's Park*  
albumen, George Eastman House 77:0742:0004

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- Demonstrate relevance
- Emphasis need and consequences



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- Engage potential funder in decision making



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- Engage potential funder in decision making
- Identify logical and interesting links



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- Emphasis need and consequences
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- Identify logical and interesting links
- Always build on strength
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