

David S. Lipten, Ph.D.
554 E. Georgia St.
Tallahassee, FL 32303
850 590-8087 (mobile)
granted2u@gmail.com
www.grantworksonline.com

Grant Writing/Investment Consultant:

- **Services** include prospect research, cultivation and solicitation, proposal writing, needs and eligibility determination, development, grant reporting and compliance, requests for proposals and information (RFPs/RFIs), business case analyses, business plans and the facilitation of strategic partnerships between the non- and for-profit sectors for their mutual benefit

Experience:

- **Grants Director**, Florida TaxWatch Research Institute (2015)
- **Vice President**, Stellar Grants (2011)
- **Operating Partner**, Stellar Grants (2010-2011)
- **Grant Writer/Consultant**, GrantWorks (2007 -)
 - **Successful** grant proposals awarded by federal, state, local and corporate sources, as well as by private foundations benefiting a number of local and national for- and non-profit organizations in a variety of fields including having secured over \$40 million in funding through the America Recovery and Reinvestment Act of 2009 for electric utilities seeking Smart Grid Investment Grants (SGIG). These included submission of detailed cyber security plans (with each one approved). Cyber security plan for TriState Electric Membership Cooperative was recently the honored in a poster session at a conference held by the Department of Energy. Reporting on, and compliance with, all rules and regulations for awarded Federal grants, including with cyber infrastructure (both with deployed equipment and it's cost effectiveness). Evaluation of documents presenting the reasoning behind a number of profitable business undertakings through business case analyses. Other successful proposals include those on behalf of childhood education programs and school districts seeking to improve their physical education/nutrition programs (Carol M. White PEP grant), as well as those serving persons with disabilities (Florida Developmental Disabilities Council Grant, Ronald MacDonald House Charities) and voter and civic participation (Wells Fargo Foundation), among others.

Qualifications:

- **Research** skills developed through professional and academic projects including client prospect research, doctoral dissertation and career as a composer. Ability to organize, analyze and generalize from highly technical/specialized data; ability to ask and answer significant questions; ability to synthesize material quickly
- **Writing and editing** skills developed through grant writing, project evaluation and preparation of investment materials (including budgets), graduate education, publication of research, teaching rhetoric and composition, freelance proofreading and editing. Familiarity with a variety of styles from technical, legal,

- financial and typeset materials to academic conference papers and published journal articles. Ability to argue effectively and to critically analyze texts
- **Communication** abilities honed through teaching and lecturing to both academic and general audiences. Ability to think on my feet tested through multiple conference calls/meetings with a variety of clients in a large number of highly differentiated fields, as well as through university teaching. Ability to speak with authority on varied and complex subjects, to answer questions and to inspire interest in unfamiliar content
 - **Multi-tasking and time-management** skills developed by serving multiple clients, often simultaneously, as well as through graduate education and professional careers
 - **Comprehensive business-case analyses** performed on behalf of both investors and investees through examinations of business opportunities and alternatives, project descriptions, implementation plans, benefits, costs, financials and assumptions

Teaching and Leadership Experience:

- **Board Member At-Large** Big Bend Association of Fund-Raising Professionals (2008-2010)
- **Central Michigan University** Temporary Assistant Professor (2005)
- **Grand Valley State University** Adjunct Faculty Member (2003-2004)
- **Michigan State University** Visiting Assistant Professor (1999-2001)
- **University of North Carolina – Chapel Hill** Visiting Assistant Professor (1998-2000)
 - Developed and taught music composition, theory and history courses, as well as a course on rhetoric and composition (prose): created syllabi and lesson plans, wrote and delivered lectures and demonstrations. Worked with students on an individual basis, supervised Doctoral dissertation and Masters thesis

Artistic and Editorial Experience:

- **Composer** (1989 -)
 - Created a substantial body of musical works. Engaged in self-promotion, wrote grants and networked. Directed musicians and worked independently. Designed, managed and realized large, complex projects. Received a number of commissions, grants and performances
- **Freelance Proofreader** (1987-1991)
 - Proofread and edited legal and financial documents for a variety of law firms, investment banks and typesetters in New York City

Education:

- **Duke University** Ph.D. Music Composition, Dept. of Music
- **Queens College – CUNY** M.A. Music Composition, Aaron Copeland Conservatory of Music
- **Hampshire College** B.A. Liberal Arts