Envision Strategy1

**Envision Strategy guides higher education in policy advocacy and the federal grants process, leveraging Congressional strategy, building relationships with Federal Agencies, and delivering comprehensive grant writing services.**

**Envision provides Higher Education counsel on federal grants, congressionally directed spending, public-private partnerships, and communications strategies.** Our team is comprised of professionals from the field of academia and Congress from both chambers and both sides of the aisle. Our work is focused on two goals, impacting higher education policy and creating funding opportunities for clients. Envision is one of the few firms in Washington with the ability to see an opportunity in higher education from all sides, speaking to our shared experience with every part of the process from professors and administrators, to Members of Congress and the executive branch.

**The landscape for representation for Higher Education in Washington has changed dramatically.**  Witnessing this from the University view, as well as a seat in Congress, our team has prepared for this shift and offers universities a real set of solutions, not talk. By creating fundamental understanding of the federal funding and political processes, we partner with institutions to demystify Washington. With the capability to influence policy debate and create external funding opportunities, we bring all our skills to bear on every higher education client.

**With 29 years of experience as an administrator in Higher Education, and 12 years in Congress, Congressman Tim Bishop is leader for our higher education practice.** Providing Congressional strategy, directly working through relationships with the Department of Education and the Administration, and a personal wealth of knowledge on Higher Education, few are positioned to be so impactful for clients. In parallel, we have senior support capabilities to both manage day-to-day Congressional outreach as well as a comprehensive grants team. Comprised mostly of former current and state grants writers and reviewers, our team has the universe of higher education grant funding covered. By positioning our clients directly with grant officers in the agencies, and providing the correct writing support and understanding of University staff, we assist universities in making smart, resourced driven decisions about the best ways to approach federal funding.

**Additionally, our firm has assembled a team that is a passionate about thinking creatively to leverage public private partnerships, provide team and coalition building for local or national needs, and strengthen the position of our clients.** We have experience in creating broad based coalitions of local entities to pursue broader grant applications and create direct interaction between our institutions, their communities and the federal government. By looking at opportunities comprehensively, we can be creative and provide successful solutions for institutions and communities across the country.

**Our Team:**

**Congressman Tim Bishop (Ret.)**

Congressman Tim Bishop (ret.) joined Envision Strategies after having spent a lifetime in public service serving as a Member of Congress for 12 years, as a University Provost and administrator at Southampton College. Congressman Bishop served Southampton College for 29 years, leading for 16 years until 2002 when he made his first-ever run for office and was elected to represent New York's 1st Congressional District.

Congressman Bishop works with clients to develop higher education policy, provide channels of communication with the Executive Branch, and advocate for clients. During his time in Congress, Congressman Bishop worked tirelessly on issues of higher education, transportation and water infrastructure, veteran’s affairs and public services.

As a senior member of the House Education Committee, Tim was a passionate and recognized leader in education policy. His work on the Transportation Committee has driven investment in our nation’s communities and his work secured millions in federal funding for roads and waterways, promoting competitiveness and economic growth while protecting the states from future disasters.

During his time in Congress, Tim secured over $100’s of millions in direct federal investment, creating jobs and expanding the economy. These investments increased funding for high-tech research at national laboratories and academic support for higher education, while also creating thousands of jobs.

**Joyce Salazar**

As the leader of our grants practice, Joyce brings a tremendous track record of success over her 27 years of experience in the field. Joyce’s work has reaped millions for clients, expertly counseling government, corporate and non-profit clients on services delivery and major public private partnerships. For the firm’s higher education clients, Joyce provides grant writing, strategic advice, foundation strategy, resources planning and deep experience as to where clients can be the most successful. She counsels large land grant institutions and private colleges in concert with local governments, developers, and corporations.

Joyce has been an innovator and created a unique approach using her writing and grants strategy expertise to develop whole project capture teams. Sourcing the public and private funding, convening the stake holders, and driving a project to completion. This entrepreneurial approach spans multiple project types, including, student housing, public safety, academic study, veteran’s affairs, public health, and homeland security.

**Steve Schultz**

For the past 17 years, Mr. Schultz has built his practice on sound policy arguments, subject matter expertise and creating funding opportunities for clients. He has served a host of clients in the arenas of homeland security, higher education, information technology, telecommunications, defense and federal procurement.

While representing 4 year institutions and community colleges, Steve has developed and executed strategies that have netted millions in federal funding for higher education. Working with institutions to hone their message and highlight their discriminators, Steve’s clients have successfully secure congressionally directed funding, grants, legislative victories. His work has delivered value in Congress and the Administration, using creative solutions to solve problems and leverage his experience outside of higher education for clients.

Before merging his practice with Envision, Mr. Schultz worked global corporations including Avaya, Inc. where he represented the leading communications provider before Congress and managed a nationwide network of local Avaya lobbyists. Prior to Avaya, Mr. Schultz was a Director at Rapiscan Systems, where he oversaw company business with its key cargo security client, U.S. Customs and Border Protection growing the business by $6.5 million annually.

He began his association with Rapiscan years earlier as a lobbyist with Jefferson Consulting Group (JCG), where he served homeland security, municipal, IT, transportation and defense clients. Prior to JCG, Steve worked as a Professional Staff Member to Senator Connie Mack (R-FL) on the Joint Economic Committee.