**Across all disciplines, Envision Strategy delivers unparalleled value and success for grants and public private partnership clients**

**Envision Strategy has a unique entrepreneurial grants practice focused on convening public private partnerships (P3) and leveraging public funding to deliver solutions greater than the sum of their parts. Counting on over 20 professionals as a writing and consulting resource, we lead clients through the state and federal grants process providing strategy, advocacy, research, preparation and submission of professional grant applications. Our team has or currently works in federal and state government and possess extensive experience in state, federal, and foundation grants strategy, writing and advocacy. This team is multidisciplinary, leveraging deep experience to win funding for our clients across the state, federal and private foundation worlds. *In the last year alone, our projects amassed $52 million in public funding.***

**To go a step beyond our standard engagement, Envision offers the ability to work with clients and coordinate anchor institutions, federal agencies, and private sources of capital. Building on our P3 strategy, the team has acted as federal contractors, representatives for private companies, and coordinated the activity of every level of government, all the while leveraging grants to capitalize a project.** We have 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, state and federal governments. By comprehensive evaluation of opportunities, we can be creative and provide successful solutions for institutions and communities across the country.

**Our practice arose in recognition of the changing complexion of state and federal funding and the best means to access it. Unlike traditional firms, our team has been working to secure grants for decades and have been reaping the benefits of a changing market for our clients.** Our team identifies opportunities for our clients, but unlike many firms, we also work with agencies and foundations on unsolicited proposals that are as successful as other forms of the grant process. This is due to our deep understanding and relationships at the various levels of government.

**The Envision team has been successful for clients across industries, issue areas, and policy concerns:**

* **Housing: Affordable, Senior, VA, International, and Student Housing**
* **Workforce Development: Veterans Training Centers, Labor and Industry Work Opportunity Tax Credit**
* **Transportation: TIGER, Infrastructure, Water and Waste Water Expansion**
* **Health Care: Federally Qualified Health Care Centers, Community Health Care Centers**
* **Education**: Pre-School, After School Programs, K through 12, Colleges
* **Tax Credits:** Neighborhood Improvement, New Market Tax Credits, Workforce Development
* **USDA:** Fresh Food Initiative, Industrial Greenhouses
* **USAID:** International Clean Water
* **Corrections:** Private, State and Federal for Construction, Programming, Immigration, and Re-Entry
* **Local Government:** Master Plan Development, Community Development, Real Estate
* **Non Profit**: Program and Operational Funding

Our services are scalable to work with most organizations, whether they need simple document review or a complete suite of services including identification, drafting, editing, and advocacy. We look forward to learning about how we can help.

**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 led Southampton College for 29 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, 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 drove 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 $1 billion 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 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.

With her own firm, Strategic Business Alliance, 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.

In support of higher education clients, Joyce also provides comprehensive training packages for clients. Developing a grant training system, Joyce has delivered this package to train nonprofit and corporate executives and higher education in grant research, writing and submission of applications, and government contracting.

**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.