

Carla Shows Grant Associate

Carla's career has allowed her to have a role throughout the lifecycle of grants, providing her with strong understanding of planning, acquiring, implementing and managing, and closing out grants. In addition to helping grant teams acquire more than \$10 million in external grant funding, she has used her experience to help training teams in implementation, management, and compliance.



As an undergraduate at the University of Delaware and graduate research assistant at the University of Massachusetts-Amherst, Carla had the opportunity to work on research grants, including projects funded by the Federal Emergency Management Agency and the National Science Foundation. Her research experience included disaster research as well as research into the work-life balance by medical personnel. In these roles, she learned the skill and value of communicating research findings accurately as well as writing compelling narratives.

Carla began her professional career as a Grant Development Coordinator at Daytona State College in 2007. She secured \$3.2 million in new external funding for the College's projects and programs, including funding from the highly competitive National Science Foundation programs. Working with a comprehensive grant team, she helped to develop 60-65 grant proposals annually from federal, state, and private foundation sources.

In 2010, Carla established St. Johns River State College's Office of Grants Development. Under her direction, the College received its first federal discretionary award from the Department of Labor, a nearly \$3 million Community-Based Jobs Training (CBJT) grant to train highly needed medical personnel in an economically disadvantaged rural area. Throughout her tenure, she secured nearly \$7 million new and reoccurring external funding for myriad projects and programs.

Her advanced training and consulting experience has included managing federal grants and cooperative agreements, grants administration and internal controls, and federal grant compliance. She has served as a Council for Resource Development's Federal Funding Task Force member, meeting with federal agencies in Washington D.C. to discuss funding priorities and advocate for funding programs for community and state colleges. She led the development of the Institutional Review Board at St. Johns River State College to ensure that research conducted by faculty complied with federal guidelines.

Upon joining Langton Consulting, Carla has focused on using her research skills to identify strategically aligned funding sources from a variety of federal, state, and corporate and private foundations for clients. She also led several workshops on federal grant compliance for grant teams and consortia.