

MCALLISTER & QUINN

Results Oriented. Return on Investment.

McAllister & Quinn is a mid-sized government relations and higher education consulting firm based in Washington DC. The firm currently represents numerous private and public colleges or universities located across the United States. McAllister & Quinn is a comprehensive firm in that it provides both traditional appropriations lobbying and higher education consulting in areas such as grants, foundations, and institutional strategic projects. The firm's team is made up of former senior Capitol Hill professionals and former senior higher education administrators.

McAllister & Quinn has a proven track record of delivering millions of dollars in external funding for our higher education clients. We are a results-oriented group and view ourselves as a development arm of the colleges and universities that we represent. We work on these projects with the understanding that we must be considered a revenue generator, not an expense.

As a firm, McAllister & Quinn has developed a reputation as being large enough to provide a full range of consulting services and small enough to give our clients the personalized service that they want and need. Unlike most consultants, we are less focused on memos and meetings, and more focused on tangible results that demonstrate significant return on investment for our clients. That is why McAllister & Quinn is regarded as one of the most effective and successful firms in Washington DC.

AT A GLANCE

Founded
2004

Managing Partners
John McAllister and Andy Quinn

Size
14 employees

Location
Washington DC

Website
www.jm-aq.com

HIGHER EDUCATION SERVICES

Federal Appropriations Funding

Federal Grants and
Foundation Funding

Institutional Strategic Projects

Federal Appropriations Funding

At McAllister & Quinn, our primary focus for our higher education clients is in obtaining targeted federal funding, often as part of a larger campaign. These earmarks include funding for technology upgrades, historic preservation, lab equipment, research projects, defense related projects, transportation improvements, town/gown community initiatives, and education programs. We work with our colleges to identify funding needs and locate appropriate Congressional funding accounts. We then utilize our political contacts and relationships within the U.S. Congress to request specific appropriations projects and see that, at the end of the day, they are funded in the various appropriations bills that are passed by Congress on a yearly basis.

First and foremost, our focus for the colleges that we represent is on producing tangible results, where the return on investment for our clients is considerable.

Federal Grants and Foundation Funding

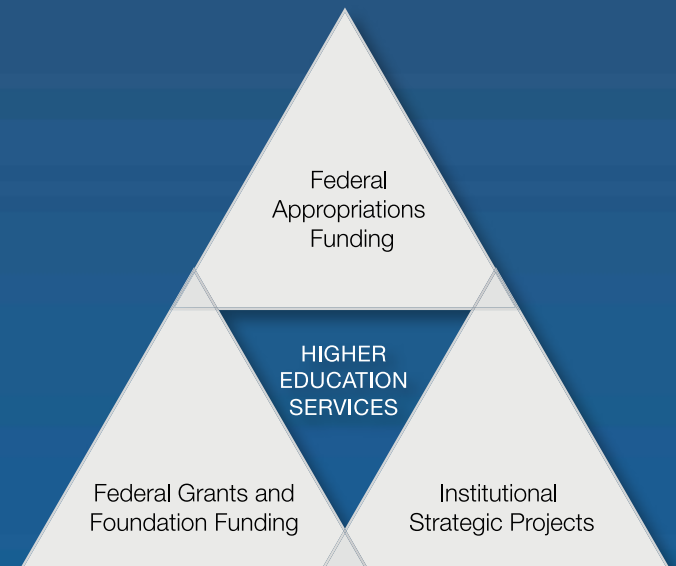
McAllister & Quinn provides our higher education clients with a comprehensive service focused on obtaining federal grants and private foundation funding. The federal grants and foundations team at the firm work closely with our colleges to support and expand their existing grant and foundation efforts. If needed, we are capable of assisting with this process from the start to the finish. This means that we regularly locate grant and foundation opportunities, work collaboratively with faculty and in-house grant professionals in navigating the process, and actually write the grants in conjunction with our clients. We also assist with reporting and audit responsibilities that accompany both the federal grants and the foundation application processes.

The firm also personally organizes and hosts 3-4 federal agency sponsored workshops per year. At these “client only” sessions, federal program officers work one-on-one with faculty to learn how to write a successful grant. The faculty who have participated in these workshops have raved about the quality of the information and useful feedback that they have been able to secure through these day long sessions.

Institutional Strategic Projects

McAllister & Quinn also provides our colleges with institutional strategic project consulting. These specific services are lead by former senior higher education officials at McAllister & Quinn who have significant experience working in colleges and universities as faculty and administrators. Our approach is to become integrated members of our college and university communities so that we can assist and support our clients with broad strategic initiatives that enhance the mission of the institution. Highlights of these services include:

- Organizational analysis using market driven data to determine the strength or viability of academic program or unit.
- Cutting-edge enrollment management strategies.
- Coaching and mentoring of new Presidents.
- Development and expansion of international programs.
- Board development.
- Campus environmental sustainability techniques.
- Innovative partnerships with community colleges.



A FEW EXAMPLES OF OUR CLIENTS' SUCCESS

- St. Bonaventure University secured a total of \$12 million in six years, including \$10 million from NASA for its new Science Center and \$2 million through the Department of Transportation for a campus bike path and pedestrian improvements.
- Bucknell University obtained \$5.0 million over three years for lab equipment upgrades, smart classroom technology, and a major undergraduate research program in collaboration with the Department of Defense.
- Coe College received a \$4.6 million grant from the Economic Development Administration to help with the restoration of their heating and cooling system that was lost in the 2008 summer floods in Iowa. McAllister & Quinn found this grant opportunity and wrote the successful grant application for Coe.
- Saint Xavier University received in their first year with McAllister & Quinn \$1.3 million for technology improvements for their library and a STEM teacher initiative.
- Columbia College of Chicago secured \$4 million over a two year period to develop a gaming and simulation technology training platform for the U.S. Army Research Lab.

MCALLISTER & QUINN'S HIGHER EDUCATION CLIENT LIST

Alvernia University
Benedictine University
Bucknell University
California Western School of Law
Coe College
College of Notre Dame
College of Wooster
Columbia College
Columbus State University
Connecticut State University System
Houghton College
Lafayette College
Lourdes College
Saint Xavier University
Shepherd University
Siena College
St. Bonaventure University
St. Edward's University
St. Mary's College (MD)
University of Findlay
Wesley College
West Virginia University
Western New England College

“Small colleges and universities have a big partner in McAllister & Quinn. The halls of Congress and the workings of Washington are no longer a mystery but a roadmap to success due to the expertise and experience of the firm. The partnership with McAllister & Quinn has been one of the highlights of my twelve years as president.”

- WILLIAM J. CARROLL- PRESIDENT OF BENEDICTINE UNIVERSITY, LISLE, IL

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