

# POLYCOM® GRANT ASSISTANCE PROGRAM TEAM OF EXPERTS

**Jeff Barlow**

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**Area Grant Manager** (KS, MO, IL, AR, MS)



Prior to joining Polycom, Jeff Barlow served as the Assistant Director of Administration and Budget with the Missouri Office of State Courts Administrator (OSCA) where he was responsible for grants, contracts, state and federal fiscal administration and budgeting for the Missouri Judiciary (over \$180 million). Prior to working with the judicial branch, Jeff served the United States House of Representatives as Casework Director & State Government Liaison for Missouri's 9<sup>th</sup> Congressional District. He also served as a Leadership Aide in the Missouri House of Representatives from 1994-1997, serving as chief staff person for legislative task forces on budget, taxation, government efficiency and technology. Jeff is a state certified information technology project manager and an author and speaker on integration and automation funding. He holds a Bachelor of Arts in Political Science and Spanish from the College of the Ozarks in Southwest Missouri and a Masters in Public Administration from the University of Missouri-Columbia.

**David Cook**

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**Area Grant Manager** (AK, WA, OR, ID, MT, WY)



Dave Cook joined the Polycom team on July 1, 2009 after spending the last twelve years in sales. Seven of those years were spent with a Xerox Sales Agency in Portland, OR where he was the Vice President of Sales Operations overseeing all vertical market sales strategies. A natural networker and consensus builder, Dave is energized by collaborative efforts in business. Dave and his wife, Dayna, stay very busy with their three boys ages 15, 13 and 10. They are heavily involved in their community where Dave coaches basketball and baseball, and serves as the president of the youth basketball association.

**Stephanie Donaldson**

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**Area Grant Manager** (ME, VT, NH, NY, MA, NY, RI, CT, NJ, DE, MD, PA)



Stephanie Donaldson is an Area Grant Manager for the Polycom Grant Assistance Program. She has extensive knowledge in the arena of grant management and closely monitors the grants landscape so she can transfer her knowledge to new and current customers who are looking to secure grants for telecommunications solutions. With a background in healthcare and project management, Stephanie's experiences include researching and implementing best practices in performance and process management. Stephanie graduated from Tulane University with a BA in Business Management and holds a Lean Six Sigma White Belt Certification.

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**Ron Graves**

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**Area Grant Manager** (ND, SD, NE, MN, IA, WI)



Ron Graves is an Area Grant Manager for the Polycom Grant Assistance Program where he assists government and nonprofit organization in navigating the grant process. Ron has 10 years experience in the Development field with local and national not-for-profits and educational based fund raising, most recently as the Director of Development at Westminster College in Fulton, Missouri. As the Director of Development at a local NFP, Ron was the first to seek grant funding from the Federal Government, directing and assisting in grant proposals that resulted in funding in excess of \$500,000. Graduating from the University of Missouri in 1988 with a B.S. in Human Environmental Sciences, he has over 20 years of local volunteer efforts with youth sports and activities, the University and city commissions. He is married to wife Deborah and they have two sons, Matthew (10) and Will (3).

**Andrew Knox**

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**Area Grant Manager** (CO, NM, OK, TX, LA)



Andrew Knox has been involved in distance education for over 17 years. He began his service with Texas A&M's Center for Distance Learning Research in 1994 as multimedia director and trainer, as he pursued his secondary science teaching certificate. In 1997, Andrew left CDLR and Texas A&M to coordinate technical training and education marketing for VTEL Corp. Andrew returned to Texas A&M to pursue a master's degree in Adult Education, which he completed in 2006. Andrew currently serves as an Area Grant Manager for Polycom's Grant Assistance Program. He is an active member of the Texas Distance Learning Association, United States Distance Learning Association, and ISTE.

**Elizabeth Holden**

[Elizabeth.Holden@polycom.com](mailto:Elizabeth.Holden@polycom.com)

**Director**



Elizabeth Holden has almost 20 years working with government and nonprofit organizations to develop projects in numerous markets that are supported by federal, state and local government grants. She previously administered over \$26 million in tax credit programs for the state of Missouri, and co-created the first training center on leadership, grants and other programs for the University of Missouri, Harry S Truman School of Public Affairs. Ms Holden is a nationally recognized speaker on grant funding and administration and serves as a Senior Fellow with The Performance Institute in Washington, D.C. For the past three years, she has served as an Examiner with the Malcolm Baldrige National Quality Award, National Institute of Standards and Technology, U.S. Department of Commerce. Elizabeth holds a masters degree in Public Administration and is certified as an Economic Development Finance Professional.

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**Jennifer Messinger**

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**Area Grant Manager** (DC, VA, NC, SC, GA, FL, PR, VI)



Jennifer Messinger is the Channel Relations Manager and an Area Grant Manager for the Polycom Grant Assistance Program. As the Channel Relations Manager, Messinger introduces channel partners to the Polycom Grant Assistance Program and provides education and training to them about how they can utilize the program to assist their customers. In her role as an Area Grant Manager, Messinger assist potential clients for the program to understand the grant process, formulate a strategic plan for grant application and to become Grant Ready. Prior to coming to Polycom, Messinger was a Program Director for a large Pennsylvania Mental Health Consortium where she was responsible for obtaining and administering grant funds on a fiscal basis.

**Bob Richter**

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**E-Rate Program Manager**



Bob Richter has vast experience in the E-Rate program from both the applicant and service provider perspectives. From 1996-2003, he was the Executive Director for Technical Services of the Hartford Public School System in Hartford, CT, and was responsible for all Universal Services Fund activity. Other accomplishments included implementation of a 64 site converged voice, video and data network within the city of Hartford and Hartford public schools, and design of enterprise wide security and 311 projects. From 2004-2009, As the National E-Rate Program Executive for the IBM Corporation, Bob established the E-rate Center of Competence which provided internal and external oversight for all E-rate activities. Under Bob's direction, the Center was responsible for over \$650,000,000 in E-rate funding commitments.

**James Roach**

[James.Roach@polycom.com](mailto:James.Roach@polycom.com)

**Administrative Program Manager**



James Roach is the Administrative Program Manager for the Polycom Grant Assistance Program where he provides quality control of the grant writing processes, and serves as the administrator of program data. He has been with the program for more than two years and has extensive knowledge of grant application and management processes. Before becoming the Administrative Program Manager, James was a grant writer for Polycom. He is very creative and innovative in his thinking and enjoys working behind the scenes to allow the program to run seamlessly for customers. James has a master's degree in Business Administration and utilizes his knowledge of business best practices to ensure the success of customers.

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**Conley Salyer**

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**Area Grant Manager** (MI, IN, OH, WV, KY, TN, AL)



Conley Salyer is an Area Grant Manager for the Polycom Grant Assistance Program where he works with clients to ensure that their grant projects are fully planned and that their organizations are "Grant Ready" prior to writing the application. Conley has directed both state and nonprofit organizations that manage grants as recipients and as grantors. He has 15 years experience in government procurement, having managed statewide procurement assistance programs in Maine and West Virginia and having recently established that program for the Washington, D.C. Government. Conley is an attorney with a master's degree in Tax Law, and for the last three years has been an Examiner, Malcolm Baldrige National Quality Award Program, Institute of Standards and Technology, U.S. Department of Commerce.

**Coming  
Soon!**

**Vacant (coming soon!)**

**Area Grant Manager** (CA, NV, UT, AZ, HI, GU, MP)