



A Leading HBCU for R&D Contracting Opportunities

NEWS RELEASE

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More Contracts To Minority Serving Institutions Is The Goal

AAMU-RISE Foundation will implement a two-year initiative with \$376,520 from NASA

(HUNTSVILLE, Alabama – September 5, 2018) The Alabama A&M University RISE Foundation will design, create, and deliver a series of workshops – as well as other training materials – that will give historically black and other minority colleges and universities a competitive advantage in winning federal contracts. The goal is to develop new, sustainable sources of revenue for those institutions.

The [AAMU-RISE Foundation](#), which has extensive experience in providing engineering services to the government, is the contracting entity for Alabama A&M University. The organization will manage a \$376,520 award that Alabama A&M received from the National Aeronautics and Space Administration. This project is one of three proposals [selected by NASA in August](#) as part of its Minority University Research and Education Project (MUREP) activities.

“NASA’s MUREP Sustainability and Innovation Collaborative (MUSIC) is a cooperative agreement between NASA and teams of Minority Serving Institutions (MSIs) with non-profit institutions, to create and provide workshop(s) and training materials that establish sustainable support for MSIs that desire to develop their institution’s capacity through competition for federal funds,” the agency said in a statement of collaboration with Alabama A&M.

Dr. Chance M. Glenn, Sr. will oversee this two-year initiative. Glenn is the executive director at the AAMU-RISE Foundation and dean of the university’s College of Engineering, Technology and Physical Sciences.

“We value the opportunity to be out leading the charge to get more HBCUs involved in contract-based research and development,” Glenn said. “There are an enormous amount of resources available to us all and there is more than enough to go around. That is why we have chosen to put efforts into helping other HBCUs learn the lessons that we have and to prepare them to develop an additional revenue stream that can benefit all of their students.”

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The AAMU-RISE Foundation has selected Phenomenal Management Partners, a Huntsville-based consulting firm, to assist with the oversight and implementation of the initiative. PMP has been supporting the AAMU-RISE Foundation in its business development and contract management efforts.

“The MUSIC effort is definitely a step in the right direction,” said Latonia Jones, the chief executive officer at PMP and author of [a blog on government contracting](#). “The award solidifies that NASA is on the forefront of ensuring Minority Serving Institutions secure funding outside of the traditional avenues. Alabama A&M University and the AAMU-RISE Foundation will strongly benefit from this award.”

ABOUT THE AAMU-RISE FOUNDATION: The [AAMU-RISE Foundation](#) is the contracting entity for Alabama A&M University. The foundation is capable of serving as either a prime or subcontractor to manufacture products or provide research & development services that the U.S. government must have. The AAMU-RISE Foundation is proficient in executing government contracts. Areas of expertise include defense, aerospace, cyber security, sustainable energy sources, as well as food production and emerging biotechnologies. In addition to fulfilling the needs of federal agencies, the AAMU-RISE Foundation also is capable of collaborating with industry partners and is ready to team up with other academic institutions.

ABOUT PMP: [PMP](#) (Phenomenal Management Partners) manages government contracts and provides an array of marketing and business development services using traditional media, new media and social media to promote academic institutions and businesses focused on the commercialization of innovative technology. PMP’s clientele delivers their products and services to federal government agencies or their prime contractors. PMP’s niche is working with two distinct markets: Historically Black Colleges and Universities and emerging technology companies that expand workforce diversity.