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This book is a work of conscience. It is the product of a long-standing feeling of obligation on my part to write something useful for a special group of people to which you probably belong—individuals who seek grants. In my years as Director of the New York library of The Foundation Center, * each and every day I encountered numbers of individuals looking for grant money. Although I tried to be as supportive as possible, in the face of the particular problems shared by this group of library users, my own reaction was one of relative helplessness. Simply stated, most of the fund-raising guides, printed directories, and computer files purportedly created to serve the fund-raising public are of little or no use to individuals who seek funding on their own. These resources are directed *The Foundation Center is the independent, nonprofit organization established by foundations to provide information for the grant-seeking public. vii viii I PREFACE toward the nonprofit, tax-exempt agency, which is the most common recipient of foundation, corporate, and government largess. They are not designed to respond to the special requirements of the individual grant seeker. In the applicant eligibility index, the Catalog

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of Federal Domestic Assistance defines individuals as "homeowners, students, farmers, artists, scientists, consumers, small-business persons, minors, refugees, aliens, veterans, senior citizens, low-income persons, health and educational professionals, builders, contractors, developers, handicapped persons, the physically afflicted." In short, practically everyone qualifies.

The manager of bibliographic services at the Foundation Center assembles actual grant proposals that have garnered money for nonprofit organizations, as a guide for newcomers to grant writing, presenting them in sections on special single-year and multi-year projects, endowment, building or renovation, general and operating support, seed money, and planning grant, and also providing examples of letters of inquiry, cover letters, and budgets.

Published for development officers, nonprofit board members, fundraising consultants, and others in pursuit of grants from U.S. foundations, this guide provides real-world proposals that resulted in funding for a variety of needs, including general operating support, program development, staff salaries, and program evaluation. The featured proposals request anywhere from \$5,000 to \$500,000 in funding and were approved by international grantmakers such as the Charles Stewart Mott Foundation, large regional funders such as the Robert W. Woodruff Foundation, corporate donors such as the Mitsubishi Electric America Foundation, and local funders (including family foundations).

Rev. ed. of: Thank you for submitting your proposal. c2006.

Concisely written and easy to follow, How to Win Grants demonstrates a three-stage grant development model distilled into 101 actionable strategies, arranged in order of execution and supplemented by helpful checklists. In stage one, "Prepare," grantseekers begin by assessing their personal and agency fundability, improving their positioning for grants, learning shortcuts to planning successful grant projects, and finding out how to locate the most likely sources of grant funding. In stage two, "Persuade," grantseekers learn how to convince private and public grantmakers that their project deserves funding by adapting their project plan to the specific needs of each funder. In stage three, "Perform," readers learn the most important ways to continue attracting grant funding for the long term. This indispensable guide also dispels widespread myths about grantseeking, identifies unproductive behaviors to avoid, and teaches readers how to engage the funder's interest and make the most compelling case for their project. With all this and more, How to Win Grants is every individual and organization's ticket to a winning grantseeking campaign!

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ADVANCE PRAISE FOR Grantseeker's Toolkit. "For most worthy nonprofits to fulfill their missions, passion and dedication are simply not enough. Securing financial resources requires that 'the case' for support be made in a clear and persuasive fashion. Beyond their skill in winning grants, New and Quick also know how to effectively coach others, in a conversational, step-by-step manner, to do the same!"--Dr. Janice B. Yost President Mary Black Foundation, Inc. "Grantseeker's Toolkit is an outstanding and comprehensive reference document for the grantseeker and writer. Cheryl and James have created a valuable resource for both the novice and the experienced grantseeker/writer."--Marlene L. Ritter Unit Head, Leadership Development Office of Quality Educators Louisiana Department of Education. "Grantseeker's Toolkit is a breath of fresh air. This book should provide a recipe for community-based organizations and small universities that have spent thousands of dollars hiring writers to develop proposals. Several copies of this book should be on file in the business or grants office of every community-based organization and community college or university. Cheryl and Jim should be commended for developing this tool."--Arlene A. Granderson, M.P.H. Director of Operations, Office of Rural Health Policy Department of Health and Human Services, Rockville, MD. "Grantseeker's Toolkit is a very valuable resource on the complex process of grant development. It will be useful for all grantseeking groups or individuals. Mr. Quick and Ms. New's advice and direction is useful across the full range of grant proposal development, from the simplest grants to the most complex."--Geraldine Ritter Director, Grants Administration Wake County Public School System, North Carolina. ON THE DISK The enclosed disk contains forms and exercises that help you develop the skills you need to design grant proposals customized to fit both your organization's needs and your potential funder's requirements.

Previous Praise for Winning Grants Step by Step "Warning: this book works. It provokes you to ask the right questions, hand-holds you through practical exercises, and offers a map that includes paths to develop strategic relationships with funders." -E. Eduardo Romero, Nonprofit Roundtable "Winning Grants Step by Step is a very practical A-to-Z resource that speaks to the importance of staying focused on your mission every step of the way. The third edition is artfully updated with words of wisdom from grantmakers themselves, as well as updates on the latest processes and buzzwords all grantseekers need to know." -Heather Iliff, Maryland Association of Nonprofit Organizations "With solid advice and clear examples, nonprofit leaders will find it a page turner!" -Clarence Hauer, senior director, strategy and organizational development, St. Louis Nonprofit Services Consortium "Winning Grants Step by Step is a gift to nonprofit organizations. The valuable insights and hands-on tools will instantly make any proposal more competitive." -Alex Carter, Your Nonprofit Coach "Developing great grant proposals is essential for nonprofit leaders. Winning Grants Step by Step provides important guidance to those who are new to fundraising as well as to anyone who needs a refresher. This new edition of Winning Grants brings updated

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tips and vivid examples. As an experienced fundraising consultant, I believe it will help my clients and colleagues alike." –Maria Gitin, CFRE, Maria Gitin & Associates "As an executive director, fundraising is on my mind every day. It's great to have a resource like Winning Grants Step by Step to use and share with my board, staff, and peers." –Deborah Menkart, executive director, Teaching forChange

Whether designing your own evaluation plan or judging the credibility of evaluations conducted by others, here are step-by-step strategies for evaluating grant-funded projects. You get easy-to-follow instructions, examples, and statistical formulas to help you: collect and analyze evaluation information, select sampling methods, write an evaluation report, and much more. Discover the advantages and disadvantages of specific information collection techniques, including achievement tests, rating scales, questionnaires, semantic differentials, time-sampling observations and telephone interviews. Determine the best method for your project to prepare for the increased emphasis funders are placing on monitoring, tracking, and justifying their decision to award you a grant.

Recommends a process of "guerrilla grantsmanship" that goes beyond well-written proposals to include thorough budget-planning, advocacy, and the development of valuable relationships

Strong grant proposal writing made easy From small startups to established national organizations, nonprofits large and small depend on grant funding to survive and thrive. Winning Grants Step by Step: The Complete Workbook for Planning, Developing, and Writing Successful Proposals has long been the go-to resource for individuals and organizations looking for a clear, easy-to-follow approach to tackling the grant-writing process and winning funds. Now, in this revised Fifth Edition, changes and developments in the not-for-profit sector are integrated into the time-tested grant-writing formula that has proven effective time and again. New to this edition, you'll find an expanded discussion of the importance of relationship building, social media, and online resources to successful nonprofit funding. The text has also been revised to include guidance for nonprofit program budgets for both foundation and public funding grants. Never before has Winning Grants Step by Step been so easy to comprehend. Updated worksheets and forms will improve your comprehension and make your grant proposals stronger and more successful than ever. Learn the proven step-by-step approach to writing strong grant proposals for foundation grants and public funds Complete worksheets and activities to practice your grant-writing skills and break the process down into easy pieces Understand how to integrate your ideas and insights with research and facts to demonstrate your organization's potential Learn the best approaches to building relationships and networking both in-person and online to push strong grant proposals into the winner's circle This guide is perfect as an introduction for the novice grantseeker or a refresher for

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the more experienced. Whether your organization needs only a thousand dollars or several million, following this step-by-step process will improve your ability to transform an idea that needs financial support into a proposal that deserves to be funded.

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