



ABOUT

Project Grantsmanship provides hands-on training grounded in the philosophy that grant proposals must be based on constituent needs, collaboration, best practices, thorough planning, and authentic partnerships with funders.

Project Grantsmanship:

- is a partnership that was formed to strengthen community-based organizations by training nonprofit leaders to plan more effective programs and produce compelling proposals for funding.
- gives small-midsized organizations in Los Angeles County the chance to receive top-flight training in grant proposal development at an affordable cost.

DEMAND

Waiting lists exceed the 25 seat per class capacity.

NEED

In 2010, the Weingart Foundation commissioned a report on nonprofit capacity building needs and services - *Fortifying L.A.'s Nonprofit Organizations: Capacity Building Needs and Services in Los Angeles County*. Its findings document the need for programs like Project Grantsmanship:

Los Angeles County has 34,674 nonprofit organizations—the largest number of any county in the United States. Many Los Angeles nonprofits are struggling with financial sustainability...and need access to high-quality, comprehensive, affordable...capacity building services... The nonprofits in the study on average scored weakly on the Fundraising Skills sub-capacity, which is a strong indicator of organizational sustainability and lifecycle advancement... Project Grantsmanship prepares nonprofits to be more successful in designing strong plans that secure funding and support growth and lifecycle change.

RESULTS

\$2 Million + in grant awards after participation.

EVALUATION OUTCOMES

- More than 75% of those receiving awards attribute high percentage of success to Project Grantsmanship.
- 51% of respondents win competitive proposals within six months of training.
- + Organizational Change: more thorough pre-proposal planning; expanded efforts to include staff, clients, constituents in planning; more measurable outcomes; improved evaluation approaches; increased focus on program sustainability, collaboration with other organizations.
- Student satisfaction at 9.63 on 10 point scale.

GOAL

Project Grantsmanship participants will demonstrate increased ability to: understand key concepts of successful program planning and implementation; prepare thorough, clear, and logical funding proposals; identify appropriate funding resources; and submit winning proposals that engage funders in pursuit of mutual goals.

"The program planning was most useful to me because it taught me how to align need, method, outcomes, and evaluation so they relate to each other."

— Charles Chang, Executive Director, Asian Pacific American Dispute Resolution Center

"I think every funder should insist that any grant seeker take this course. Humbling to realize how much I can improve in my grant writing after 20 years – and exhilarating! I appreciate this opportunity deeply."

— Andrea Carroll, Director of Development, The Planetary Society

REACH

Over **350** nonprofit professionals trained.