



PROJECT GRANTSMANSHIP 2011/2012

Project Grantsmanship was developed in 2007 as a partnership of the Annenberg Foundation, California Community Foundation, and The Grantsmanship Center. Its purpose is to strengthen community-based organizations in Los Angeles County by training their leaders to plan more effective programs and to produce compelling proposals for funding these programs. It is now supported by a growing group of foundations including: Ralph M. Parsons Foundation, Dwight Stuart Youth Fund, and S. Mark Taper Foundation.

HOW DOES PROJECT GRANTSMANSHIP WORK? The partner organizations **underwrite up to 90 percent of the tuition** for eligible nonprofit representatives to attend The Grantsmanship Center's five-day *Grantsmanship Training Program*[®], a comprehensive, hands-on workshop. Participants are trained in the full grant development process – from researching funding sources to writing and reviewing grant proposals – through individual exercises, small group projects and lectures. Project Grantsmanship also provides all participants with follow-up support, including proposal reviews and access to The Grantsmanship Center's funder databases.

ARE THERE OTHER REQUIREMENTS? Because of the comprehensive nature of this training and the team approach to certain segments, participants are required to attend all scheduled sessions for all five days. Additionally, within five months of completing the training, each participant is required to submit a draft proposal to The Grantsmanship Center for review. (Participants receive specific guidelines for this submission during the training.) Once the participant completes the entire review process, and an online survey, half of the participant's tuition payment will be refunded.

WHAT IS THE COST? \$200 per person for organizations with budgets less than \$750,000, and \$300 per person for organizations with budgets between \$750,000 and \$10 million. Each participant is eligible to receive a rebate of half of the payment if follow-up requirements are met. The usual cost of the training is \$895 per person.

WHO MAY ATTEND? Board members or paid staff of organizations based in **Los Angeles County** with IRS 501(c)(3) public charity status and annual budgets at or below \$10 million are eligible. Each unique nonprofit organization may send up to two participants over the lifetime of Project Grantsmanship. (Sorry, volunteers and independent consultants are not eligible.)

TRAINING DATES:

- August 15–19, 2011
- October 24–28, 2011
- December 12–16, 2011
- February 13–17, 2012
- May 14–18, 2012
- June 18–22, 2012

TRAINING LOCATION:

The Grantsmanship Center
350 S. Bixel St., Suite 110
Los Angeles, CA 90017

TRAINING HOURS:

Monday & Tuesday	8:30 AM to 5:30 PM
Wednesday	8:30 AM to 5:30 PM (Participants can choose to work until 7:00 PM)
Thursday	8:30 AM to 5:30 PM
Friday	8:30 AM to 1:30 PM

HOW TO APPLY:

Print and complete the Project Grantsmanship Registration Form, making sure to include required documentation and a check for tuition. **Incomplete applications will not be accepted.** For questions, please call the Project Grantsmanship Coordinator at 213-482-9860.

Please Note: Class size is limited to 25 participants per training program. Enrollment is on a first come, first serve basis. To withdraw you must notify The Grantsmanship Center at least three weeks prior to the training program. In an emergency, you may designate another eligible person to attend in your place prior to the start of training.



REGISTRATION FORM

Name: _____ Job Title: _____
Organization Legal Name: _____
Mailing Address: (or attach business card) _____
City: _____ State: _____ Zip: _____ EIN: _____
Office Phone: _____ Cell Phone: _____ Emergency Phone: _____
E-mail Address: _____

MUST SELECT ONE
[] Paid Staff
[] Board Member

TRAINING DATES (Select One):

- [] August 15-19, 2011 [] February 13-17, 2012
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The Grantsmanship Center
350 S. Bixel St., Suite 110
Los Angeles, CA 90017

TUITION (Select One):

What's your organization's annual budget? \$ _____
[] \$200 (per person for organizations with budgets less than \$750,000)
[] \$300 (per person for organizations with budgets between \$750,000 and \$10 million)

THE COMPLETED APPLICATION MUST INCLUDE THE FOLLOWING:

- [] This completed Project Grantsmanship Registration Form
[] Tuition payment (Checks should be payable to: The Grantsmanship Center) Amount Enclosed: \$ _____
[] Copy of your organization's most current Form 990, or Form 990-N (E-Postcard) submission confirmation
[] Confirmation that your organization is listed on Guidestar's database (www.guidestar.org)

PROPOSAL REVIEW AND ONLINE SURVEY:

Each participant in Project Grantsmanship is required to submit a draft proposal for review to The Grantsmanship Center within five months of completing the training. Specific guidelines for this proposal review are given to participants during the training. Half of the participant's tuition fee will be refunded to their organization after the participant: 1) submits a draft proposal to The Grantsmanship Center for review, 2) incorporates the reviewer's comments into a final proposal and 3) completes a brief online survey.

Registration forms and attachments will not be accepted by fax or email.

Please mail completed applications to: The Grantsmanship Center
ATTN: Project Grantsmanship
P.O. Box 17220
Los Angeles, CA 90017-0220

For questions, please call the Project Grantsmanship Coordinator at 213-482-9860.

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