

Bryn Mawr College
Effective Grantsmanship
Spring Semester 2016

Course Description

There are few skills so vital in nonprofit life as grant writing. What does it take to move an idea into action? To write a plan that is so effective a funder is willing to support it? For many nonprofit organizations, the answers to these questions are the keys to successful fundraising.

In this workshop series, beginning grant writers will learn:

1. The basic principles of nonprofit fundraising practices;
2. The methods used to conduct a community needs assessment;
3. The steps required to identify and collect information within the organization that is needed for a successful proposal.
4. The building blocks of writing a solid action plan before developing a grant proposal;
5. Techniques for researching and selecting appropriate foundations that might support that action plan;
6. How to:
 - Develop the components of the grant proposal;
 - Prepare budgets;
 - Identify outcome measures; and
 - Write a grant narrative that “sells!”

Benefits of the Course:

Students will learn strategic planning skills that will be helpful to them in either a public sector job or in business planning. They will develop fundraising skills that will be a plus when applying for internships and jobs.

Meeting Place:

Please refer to the course schedule for meeting places for each session. All sessions are held at Bryn Mawr College, but not all of them are in the same location.

Schedule of Activities

A timeline of activities is attached at the end of this packet.

Assignments

1. Students will have a few short reading assignments and a short writing assignment to complete before the first session that will be emailed to them after their acceptance.
2. They will research foundations on the Web.
3. They will practice writing one or more sections of a grant based on a project of their choice or based on material distributed by the instructors.
4. They will critique grant proposals offered by the instructors or students.

Internships:

A limited number of internships For those students who would like to apply their new skills, we are offering 10-12 slots for a short-term internship at a local nonprofit. The internships will run from mid-March through late April and will require approximately 12 hours of volunteer time on a fundraising project specified by the agency.

PART THREE: INTERNSHIP OPPORTUNITY

5. Eligibility for Internships:

We have a limited number of short-term internships available with nonprofit organizations that will run from March 10th through April 13th. Students who are selected for an internship will be given one of the following assignments: conducting grant research, writing part of a proposal, or conducting research on best practices.

The following groups of students are eligible to apply for an internship:

Freshmen, Sophomores, Juniors, and Seniors who are **NOT** working on their theses.

The following groups of students are not eligible to apply for an internship:

Seniors who are working on their theses and graduate students from GSSWSR

Program Instructors

The series will be co-facilitated by Dr. Margie DuBrow and Dr. Andrea Taylor.

Margie DuBrow is the Director of the Non-Profit Executive Leadership Program (NELI) at Bryn Mawr College's Graduate School of Social Work and Social Research. She is the creator of the Effective Grantsmanship program at Swarthmore College and Bryn Mawr College.

Margie has 30 years of combined experience as a trainer, organizational consultant, and administrator in educational systems and nonprofit organizations. She has worked with both County human service departments and small to mid-sized nonprofit organizations in strategic planning, outcomes-based evaluation, fundraising, and human resource development. She holds a doctorate in organizational development from Temple University.

Andrea Taylor is a nationally recognized program developer and researcher for several projects promoting intergenerational mentoring as a means of positive youth development. She serves as developer, investigator, and co-investigator of several projects that involve intergenerational

mentoring as an approach to positive youth development and the prevention of school failure, substance abuse, and early or repeat teen pregnancies. Dr. Taylor holds a master's degree in urban education and a doctorate in sociology from Temple University.

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