



Michelle Greanias
Executive Director

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Dear GMN Member:

As a member of the Grants Managers Network (GMN), I know you are aware of all of the wonderful programs, resources, and services that GMN provides to you, your employer, and the broader philanthropic field. Our [strategic plan](#) details GMN's recent accomplishments and lays out an ambitious agenda to expand member benefits, grow the organization, and continue leading the way for grantmakers to improve grantmaking practices.

I'm writing to ask your organization to make a contribution to support our work on 2010. **Membership contributions account for nearly 63% of our annual budget and we are counting on your support to provide another great year of programs and services.**

As a thank you to our contributors, we have implemented a new membership category this year— [Contributing Organization Members](#). As a Contributing Organization Member, individuals at your organization who are part of (or join) GMN will continue to receive:

- Access to GMN's on-line community that connects you to the combined knowledge of more than 1,400 grants management professionals;
- Invitations to regional and national training, conferences, and networking events; and
- A subscription to the GMN Examiner, our e-newsletter that provides informative, convenient, and timely news and articles to help grants managers stay current on key trends and issues.

And have access to the following new benefits:

- A free one-year subscription to the GM Guide, the field's only source of comprehensive grants management information;
- Reduced rates for GMN's 2011 annual conference and other events; and
- Reduced rates or complimentary access to GMN publications and resources.

As a reminder, GMN can be a great benefit to you and your organization. During this difficult economic climate, we can help streamline your grantmaking practices to reduce costs for your organization and your grantees; provide a supportive network for you and your staff, and ensure that you are informed of and prepared for emerging issues in the field. ***GMN is the only source of professional development designed specifically for grants management staff.***

An investment by your organization in GMN results in:

1. Better trained staff in your organization. Our meetings (national and regional), on-line community, and newsletter all help grants managers stay current on emerging issues and build skills to address them. We provide a forum for sharing and learning about best practices, and lead industry-wide efforts to improve the effectiveness of grantmaking. By becoming involved in a peer community, staff members receive support and advice that help them pursue the career potential of grants management. Our 13 regional networks provide opportunities for members to meet face-to-face, in addition to our annual conference that brings together more than 350 grants management professionals. GMN also offers organizations access to (a) a pool of qualified candidates, (b) salary survey data, and c) a staffing guide to help structure your grants management function.

2. Improved grantmaking process. GMN researches and documents best practices, provides benchmarking information, and shares innovative approaches that can help you manage your grants, and comply with legal, tax, and audit requirements, in the most efficient and effective way possible. Special projects include a focus on "Green Grants" (on how to make grantmaking more environmentally friendly) and a "What Works" webinar series.

3. Resource savings. GMN develops and shares methods, including technology integration, which can save time and money in the management of your grants while maintaining the quality of your relationships with applicants and grantees.

4. More effective grantees. GMN works to address the overall effectiveness of the philanthropic sector by encouraging streamlined grantmaking practices. As more and more grantmakers improve their practices, the fundraising burden on nonprofits will be reduced, allowing them to focus more resources on meeting their missions. To learn more about Project Streamline please visit www.projectstreamline.org.

Please take a moment to indicate your support by completing a [Contribution Statement](#). Membership contributions may be made in the form of an unrestricted grant, annual dues, administrative fees, discretionary support, or any combination that works for your organization.

If you would like to discuss your organization's membership with GMN and its benefits, please contact me at (202) 329-7670 or mgreanias@gmnetwork.org.

We are here to serve you and welcome any feedback on how we can enhance the value of the GMN membership for you.

Thank you in advance for your support. We look forward to working with you, your organization, and the philanthropic sector in the year ahead.

Sincerely,



Michelle L. Greanias
Executive Director