



Grants Managers Network

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January 3, 2012

Dear Grants Management Professional:

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 framework, located in the About Us section of the GMN website, lays out an ambitious set of goals to improve grantmaking practices, engage grants management professionals in an energized and involved community, and continue to grow the organization.

I'm writing to ask your organization to make a contribution to support our work in 2012.

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 the **Contributing Organization Members** category. 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 2,000 grants management professionals;
- Invitations to **regional and national training**, conferences, and networking events; and
- A subscription to the **GMN Examiner**, our monthly e-newsletter that keeps members informed of the events, tools, and resources provided to them by GMN.

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 2013 annual conference** and other events;
- NEW! In-depth access to the **GMN 2011 Salary and Benefits Survey** data. In addition to the summary report that all members receive, COM members access customized reports, profiles by organization type, and the excel files of all tables in the report; and
- Reduced rates or complimentary access to **GMN publications and resources**, including customized salary reports based on the 2011 Salary and Benefits report available later this year.

As a reminder, GMN can be a great benefit to you and your organization. We can help you 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

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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 450 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. This includes a "What Works" webinar series which highlights how your peers are using new approaches, tools, and technologies to enhance their work.

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 the attached 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.

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