

ABOUT THE TEAM



Miriam Houghton,
President of
EXPRESSIONS

Experience: Providing grant writing services for 26 years, training workshops for 21 years, and member of AFP for 23 years.

Results: \$97.5 million in revenue for clients and employers.



Suzanne Linebarger,
Consultant

Experience: 20 years in fund development, 12 years in grant writing and foundation research.

Results: \$50 million in revenue for clients and employers.

Getting Grant Funding In Today's "New Normal" Funding Environment

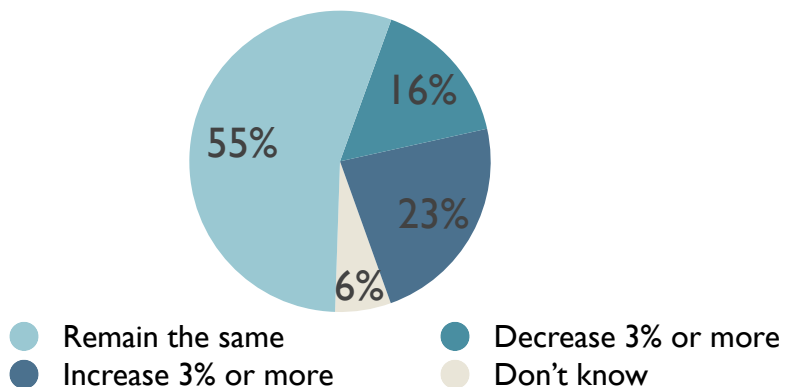
The nonprofit world has experienced tremendous challenges during the current Great Recession. Decreases in government funding, a roller-coaster stock market, and more nonprofits launching every year mean that more organizations are competing for limited resources, resulting in intense competition to secure grant funding.

Our proven team of successful grant writers, working in partnership since 2003, can help your organization gain the competitive edge through:

- ✓ An in-depth understanding of exactly what funders are looking for in successful grant proposals,
- ✓ A team-based approach that learns your organization's culture and language,
- ✓ Strengthening the quality of your funding argument to create **superior grant proposals**, and
- ✓ Facilitation of collaborative efforts and coordination of multiple-agency proposals.

Investing in a consultant grant writer can increase efficiency and create a real ECONOMY OF SCALE as you use better material more often!! It does NOT take "hours and hours" of a consultant's time. Consultants can take a minimal amount of time to review proposals, make concrete suggestions for improvement, help you with planning, and improve the whole process. Utilizing a consultant can be COST EFFICIENT - you can hire them as needed, and let them go when not needed, without incurring costs for benefits, insurance, unemployment, or workers' comp.

Foundation Survey Response on Future Giving *



* The Chronicle of Philanthropy, March 18, 2012

When to Hire a Consultant Grant Writer

It's Time To Hire A Grant Writer . . .

- When you don't have time to develop and submit a compelling proposal,
- When you don't know how (not enough expertise on staff),
- When you can't afford to hire full-time staff for a part-time project,
- When you want to start or implement a grant-seeking program,
- When you want a professional to help to strengthen staff expertise,
- When you just don't want to write proposals.

Benefits Of Hiring A Consultant

Hiring a consultant to do the writing frees program staff to do the job they're hired to do, providing services and/or supervising program implementation.

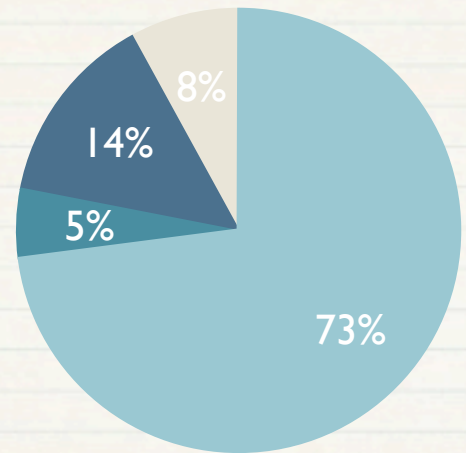
A consultant can guide an agency to pursue its best funding opportunities rather than wasting time and effort on long-shot opportunities.

A consultant can help an agency build a more successful, cost efficient grant development program that will continue after the consultant is gone. The consultant works with the agency staff as part of a team to build and fine tune all the components needed for successful proposals.

Grantseeking Is Part Of A Complete Approach To Fundraising

Sources of Philanthropic Contributions, in billions - 2011 *

- Individuals - \$217.79
- Corporations - \$14.55
- Foundations - \$41.67
- Bequests - \$24.41



* Giving US 2012

The Current Funding Climate - By The Numbers

148% increase in the number of nonprofit organizations from 2000 - 2010.**

Local funders have shared that only one out of every 5 - 10 proposals received is actually funded.

Adjusted for inflation, giving by foundations declined 1.3% in 2011.*

**Giving USA 2011

Services Available

- Complete Proposal Development
- Proposal Review and Critique
- Development of Grantseeking Program
- Group or Individual Training for your Staff
- Technical Assistance and Coaching of Staff
- Needs Statement Research
- Foundation Research

To Learn More About How We Can Help You, Contact

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