



ESSENTIAL SKILLS & STRATEGIES
for NEW GRANTMAKERS

Don't miss this innovative learning program!

Join us for this comprehensive orientation to grantmaking!

For trustees and staff of community, corporate, family, independent, or public foundations, or other organizations that have a giving program.

Essential Skills and Strategies for New Grantmakers was created through a partnership between the Council on Foundations and the Forum of Regional Associations of Grantmakers.



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Grantmakers Forum of New York
75 College Avenue
Rochester, NY 14607-1009



ESSENTIAL SKILLS & STRATEGIES
for NEW GRANTMAKERS

Gain the knowledge, insight, skills, and tools you need—to be effective in your work!

May 19-20, 2010

**Century Club
480 James Street
Syracuse, NY 13203**



GRANTMAKERS FORUM OF NEW YORK



ESSENTIAL SKILLS & STRATEGIES for NEW GRANTMAKERS

Essential Skills and Strategies for Grantmakers (ESS) is a two-day workshop for grantmakers who are relatively new to the field (less than two years) or for more seasoned grantmakers who wish to deepen their knowledge and sharpen their skills.

Using a highly interactive approach and the most reputable resource materials, you will gain the knowledge and skills you need to do your best work as ethical and effective grantmakers.

You also will have the opportunity to meet colleagues from around the region to discuss your challenges and share experiences.

This nationally-standardized curriculum, offered in two interrelated full day sessions, will be led by trained facilitators, legal and financial experts, and experienced New York grantmakers.

“The material was interesting, informative and interactive. It shows the real side of philanthropy.”



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The ESS Curriculum

The ESS curriculum consists of seven modules.

DAY ONE

1. Being Grounded in Philanthropy

Understand:

- The role of philanthropy in society
- Key events in the development of philanthropy
- Current issues and debates about philanthropy
- The infrastructure that supports grantmakers

2. Navigating Legal and Ethical Issues

Understand:

- Basic laws and regulations affecting grantmaking
- Ethical issues common to grantmakers
- Strategies for managing ethical challenges

3. Making Sound Funding Decisions

Understand:

- Key characteristics of effective nonprofits
- Typical steps and best practices used in the proposal review process
- Issues to consider in arriving at a funding recommendation

4. Communicating Funding Recommendations and Decisions

Understand:

- Perspectives foundation leaders and trustees bring to funding decisions
- Typical steps and best practices in the funding recommendation process
- Issues and strategies for delivering funding decisions to applicants

DAY TWO

5. Managing the Grant Portfolio

Understand:

- Standard expectations and requirements of grants management
- Typical issues and effective practices in grants management

6. Maximizing the Impact of Grants

Understand:

- Common strategies outside of the grantmaking framework for achieving greater good
- Pros and cons of each strategy

7. Managing Personal and Professional Challenges

Understand:

- Inherent tensions in the role of the grantmaker
- Common practices for harmonizing personal wellbeing and professional excellence as a grantmaker
- Opportunities and resources for continuous learning and for on-the-job support

Register TODAY

GFNY Members: \$250.00

Non-Members: \$355.00

Price includes all materials, lunches and breaks. Travel, lodging if necessary, and other meals are not included.

To register, mail the form below with payment to:
Grantmakers Forum of New York
75 College Avenue
Rochester, NY 14607-1009

ESS May 19-20, 2010

Submit form with check (we cannot credit cards).

____ GFNY Member ____ Nonmember

Total \$ _____

Name(s) and Title(s) : _____

Organization: _____

Address: _____

City, State, Zip: _____

Phone: _____

Email: _____

For program details, directions, hotel suggestions,
email programs@grantmakers.org, call 585.232.2380, or visit
www.grantmakers.org