

# 2019 Professional Development Series



Sponsored by United Way of York County. These trainings are FREE for eligible organizations and other partners. All sessions are held 9 a.m. to 12 p.m. at Southern Maine Health Care Sanford-Goodall Medical Office Building unless otherwise noted. Registration is open for the first two sessions – click on session title or link within session description. Questions? Call Reagan Hebert at 207-985-3359 or email [rhebert@buildcommunity.org](mailto:rhebert@buildcommunity.org)

## 7/24 Grant-Writing 101

Grant winning is much more than locating sources of funds; it requires thorough program planning, research, and strategic efforts to identify strong funding partners. In this workshop, participants will review several grant-winning skills, including research methods that dig deeper into funders' missions and how to build stronger relationships with funding partners. The question of "community need" – what does that really mean? – will be addressed. By the end of the workshop, participants will have drafted a needs statement for their particular organization or program.

### Learning Objectives:

1. Participants will learn skills to improve their grant-winning success.
2. Participants will understand concepts such as in-kind support and community need.
3. Participants will write a compelling needs statement for their program.

### Presenter Bio:

Heather Denkmire founded grantwinners.net in 2003 and has helped nonprofit organizations win over \$3,600,000 in grant funds since that time. Her passion lies in empowering nonprofit organizations to develop and strengthen their grants programs, believing wholeheartedly in her company's slogan, "Don't hire a grant writer, be a grant winner!" Heather is also a freelance writer and artist who lives in Portland with her two young daughters.

FMI and to register: [http://volunteer.buildcommunity.org/event/detail/?event\\_id=55522](http://volunteer.buildcommunity.org/event/detail/?event_id=55522)

***Save the date for these upcoming  
Professional Development Series sessions:***

**8/23 Logic Models**

**9/18 United Way of York County 2019 Grant Proposals:  
What You Need to Know & Community Force Navigation**

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United Way  
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