

LA n Sync is helping the civic community in Los Angeles collaborate and compete more effectively for grant funding to realize LA's tremendous potential. We're building a unified approach for bringing in money to achieve what the community wants—a reinvigorated downtown; a revitalized, de-concretized and accessible waterfront; better schools and health care; more mass transit options; a greener, more walkable, more livable LA; and vibrant businesses and arts to make LA the financial and cultural capital it can be.

The LA n Sync Grant Development Corps

The Annenberg Foundation is leading this effort and has engaged The Grantsmanship Center to build the LA n Sync Grant Development Corps—a group of top-quality grant proposal professionals who can provide support and expertise to applicant organizations as they plan, write, and submit highly competitive applications for big-dollar projects. LA n Sync proposal development consultants will complete assignments such as:

- facilitating program planning for an organization or a coalition of organizations;
- writing proposals—producing the written document to be entered in a funding competition;
- facilitating the proposal development and submission process to enhance competitiveness;
- reviewing proposal drafts and providing specific feedback to enhance competitiveness;
- helping organizations establish policies and procedures for developing and managing grants;
- helping organizations build data-gathering approaches to enhance the ability to prepare high quality grant proposals on a tight timeline.

Process for Developing the LA n Sync Grant Development Corps

The Grantsmanship Center will facilitate a 5-step process to build the Grant Development Corps:

1. Applicants will submit a cover letter and resume to The Grantsmanship Center.
2. Top applicants will provide writing samples and comment on brief proposal sections.
3. Top respondents will participate in an interview and provide references.
4. The Annenberg Foundation will invite consultants to join the Grant Development Corps.
5. Those who join the Corps will attend a half-day meeting in Los Angeles in September.

More information and details of the application process are provided on the next two pages.

***If you're a highly experienced grant proposal professional,
we invite you to apply to become an LA n Sync consultant.***

The Grant Proposals

Grant proposals supported by LA n Sync will have a minimum budget of \$1 million per year, and many will have budgets in excess of that threshold. They will be collaborative in nature, developed by applicants with robust partnerships or by consortia of like-minded organizations.

Experience and Skills

LA n Sync is looking for grant professionals with extensive, high-level experience developing successful proposals for big-dollar grants. The ideal applicant will:

- have at least 10 years of experience developing successful, complex \$1 million+ proposals;
- have extensive experience with federal grants: forms; certifications; Grants.gov, FastLane, and other federal systems; the submission, review, and award process, etc.;
- have served as a proposal reviewer for federal agencies or for private funders;
- be highly skilled in all aspects of grant proposal writing: responding to review criteria; designing measurable outcomes; creating logic models; creating compelling narratives; etc.;
- be committed to the benefits of genuine collaboration and experienced in facilitating collaborative proposals;
- be capable of facilitating decision-making and compromise on tough issues (i.e., shared budgets, measurable outcomes, partner roles) in a manner that strengthens partnerships and produces a high-quality product.

Topics

LA n Sync will focus on the following areas. Opportunities in other topic areas may also arise.

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| 1. Arts and culture | 5. Health | 9. Social services |
| 2. Criminal justice | 6. Housing | 10. Transportation |
| 3. Education | 7. Infrastructure | |
| 4. Environment & natural resources | 8. Job development | |

Los Angeles Focus

LA n Sync prefers to engage consultants from Los Angeles, Los Angeles County, or the nearby California area. But we will also consider consultants from outside the area and from other parts of the country who have outstanding expertise and skills that will significantly enhance our ability to provide top-level assistance to applicants.

Number of Consultants in the Corps

LA n Sync seeks 2 to 3 consultants with topical expertise in each of the areas listed above. Because consultants may have expertise in more than one topic, the number of professionals who will be invited to join the Corps is not set. We expect the Corps to include between 15 and 30 consultants.

Consultant Assignments and Fees

When an organization requests assistance, the Annenberg Foundation will refer it to appropriate experts in the LA n Sync Grant Development Corps. The organization will select the consultant with whom it will work, and the Foundation will provide funding to cover consultant fees. On average, the Foundation expects to support an hourly consultant rate of \$125 but may consider a higher rate for exceptional expertise in specific topic areas. The Foundation will seek to negotiate a flat-fee for projects when possible.

Members of the LA n Sync Grant Development Corps will represent a significant resource to Los Angeles—a highly qualified, well-vetted group of experts to whom organizations can turn for help. While LA n Sync cannot guarantee a set amount of work for consultants, it will promote use of the Grant Development Corps and expects Corps members to enjoy the distinction of affiliation with this effort.

Application Process

Please send a cover letter and resume to Barbara Floersch, Director of The Grantsmanship Center.

- Email to: Barbara@tgci.com and use the subject line: Grant Development Corps.
- In the cover letter, please explain your: interest in joining the LA n Sync Grant Development Corps; qualifications; experience as a consultant; experience with large-dollar federal, state, and foundation grants; experience as a grant proposal reviewer; and views on collaboration and experience with collaborative projects.
- In addition to education and professional experience, be sure your resume includes examples of successful proposals for large-dollar awards, publications, and consulting assignments.

Time-Frame

The Grantsmanship Center is now accepting applications and will move the process along as promptly as possible with the goal of having the Corps established in time for a mid-September meeting in Los Angeles.

Questions

If you have questions regarding the Grant Development Corps or the selection process, contact:

Barbara A. Floersch | Director

The Grantsmanship Center

P.O. Box 17220 | Los Angeles, CA 90017 | Mailing address

350 South Bixel Street, Suite 110 | Los Angeles, CA 90017 | Physical Address

(213) 482-9860 extension 232 | (800) 421-9512 extension 232

Barbara@tgci.com | www.tgci.com

Do not contact the Annenberg Foundation directly.