



STATE CHARTER SCHOOLS COMMISSION OF GEORGIA
RESOURCE DEVELOPMENT TRAINING
EMPIRE ROOM, WEST TOWER, 20TH FLOOR
205 JESSE HILL JR. DR., SE
ATLANTA, GA 30334
TUESDAY, SEPTEMBER 16, 2014

9:00 a.m. **Welcome and Introductions**
Lauren Holcomb, State Charter Schools Commission

9:15 a.m. **Principles of Effective Grant Writing**
Dr. Bruce Sliger, ECS Grants

This session will provide a comprehensive grant training experience for participants, who will leave this training knowing how to write winning grant proposals and where to look for funding. The session will begin with the basics and proceed to advanced grant writing techniques and strategies by the end of the session. Specific topics will include:

- *The 12 components of winning grant proposals*
- *Grant terminology, evaluation, and budget development*
- *Conducting a funding search (foundations, corporations, government agencies)*
- *Resources the professionals use to acquire grants (internet, software, etc.)*
- *Grant writing tips and strategies*

11:00 a.m. **Break**

11:15 a.m. **Principles of Effective Grant Writing (Continued)**

1:00 p.m. **Lunch** *(lunch will be provided)*

2:00 p.m. **Principles of Effective Fundraising**
Marshall Ginn, CFRE, Capital Development Strategies LLC

This session will teach attendees to implement broad-based fundraising strategies and establish long-lasting community partnerships to benefit their school communities. Specific topics will include:

- *Fundamentals of Fundraising*
- *Building a Culture of Philanthropy*
- *Creating a Fundraising Plan*
- *Making the Ask*
- *Engaging the Community*

3:15 p.m. **Break**

3:30 p.m. **Principles of Effective Fundraising (Continued)**

5:00 p.m. **Conclusion**