



So, You Want to be a Grant Writer
Communication Studies Department

<http://www.mnstate.edu/cmst>

Overview: Grant writers work for nonprofit organizations or institutions of higher education to obtain additional funding for their organization for special projects or operating expenses. Grant writers write proposals to granting organizations or foundations that describe why they need the money and how their organization will spend it. Grant writers find the money and other gifts needed to keep nonprofit organizations thriving. Nearly all charitable or nonprofit organizations, in addition to institutions of higher education, must use grants and donations from individuals or organizations to bridge the gap between income and costs.

Grant writing begins with research. They comb through grantmaking agencies, looking for organizations with the same goals as their own organization. Organizations that have given to similar projects in the past are good prospects. In a few large organizations, researching donors is a full-time specialty. Grant writers often meet with grantmakers before submitting a proposal. They might even invite the grantmaker to tour the organization. Establishing a relationship with a donor increases a proposal's chances of success.

Education and Training: Most grant writers have a bachelor's degree. Often they major in marketing, public relations, English, or communications.

Other Qualifications: Grant writers need to be persuasive communicators so they can convince others that a cause is worth supporting. Grant writers must possess excellent written communication skills.

Job Outlook: Employment of grant writers is expected to grow as organizations struggle to raise funds in an era of economic downturn.

For More Information: <http://www.bls.gov/oco>

Source: U.S. Department of Labor, Occupational Outlook Quarterly