

Seattle University Service in Action Seminar Series 2009-2010

**Presented by the Master of Public Administration and
Executive Master of Nonprofit Leadership programs**

This series provides nonprofit and public service professionals with continuing education opportunities and access to current trends.

Leading voices and experts from a variety of disciplines will present the latest ideas and practices.

educating leaders for a just and humane world

Winning the Grant Game: For Beginning and Intermediate Players

Presenter: Karen Porterfield, Associate Dean for Strategic Development, Adjunct Faculty, Master of Public Administration, Seattle University

Friday, March 19, 2010

9am to 4pm

Seattle University, Student Center, Room 160

How can you increase the odds of getting your grant request funded? From developing relationships to preparing the grant package, this seminar will discuss key parts of the grant process. This seminar is designed for beginning and intermediate grant seekers.

- Learn how to target your funding request for maximum impact.
- Discover compelling ways to tell your story.
- Understand how to present supporting materials that strengthen both your organization and your request.

Instructor Bio: Karen Porterfield, A.C.F.R.E., has over twenty years of nonprofit organization and management experience, including strategic development, program, board and leadership development, fiscal management, staff management, program management, community and constituency relationships, project management, capital campaigns and fund development, with over \$265 million dollars raised while managing the people and processes that made it possible.

Karen facilitated the turnaround of Bellevue Arts Museum with a new mission and strategic plan, developed communication plans for key constituency groups with full implementation, and raised \$3 million to support a successful opening on June 18, 2005. Recent clients include The Non Profit Times, NPower, The Ebenezer Senior Housing Program of Minneapolis, Boys and Girls Club of King County and Seattle Emergency Housing. Karen also helped facilitate the merger of Seattle Emergency Housing with YMCA of King County. Karen holds an advanced Certified Fund Raising Executive certification, one of only six on the west coast.