



Help Your Grantees “Do Their Research”

Book a custom
foundation research
workshop for your
grantees with
Katherine Jankowski.

Order 10 or more
copies of one
of JA’s directories
at a discount of
\$150 each, and
workshop fees
are waived.

Grants-Based
Research is the most
successful way to
identify potential
funders and prioritize
foundation fundraising
strategies.

New editions coming
this fall — help your
grantees have a
productive fall
fundraising season.

Research Works!

Want to help your grantees understand the regional foundation funding landscape? Host a workshop for your grantees that combines the most current information available on foundations with funding information specifically geared toward their service areas.

Katherine Jankowski, our region’s leading expert on foundations, creates personalized workshops to help nonprofit organizations get the most out of information found in JA’s directories. Barbara Harman and the Harman Family Foundation hosted two pilot workshops in Fall 2005. Grantees received a total foundation research package: a directory and hands-on training. More than 100 attendees received a workshop/directory combo that helped them identify potential new grant partners and secure grants from a wider pool of donors.

What do workshop participants say?

Dear Barbara: THANK YOU for arranging the gift of *The Directory of the Washington Region’s Leading 500 Foundations*. The workshop was a greatly educating experience and extremely worthwhile. I look forward to further conversations with Kathy Jankowski — what a terrific resource. I think you are blazing new ground with helping nonprofits to leverage foundation support. It is wonderful to be part of this great experience. Thank you again. Best, Merry. *Merry Cavanaugh, Director of Development, Washington Jesuit Academy*

Dear Barbara: I am just dropping you a quick note to express our appreciation for the workshop and funding guide provided by the Harman Family Foundation. I attended yesterday’s session at the Cafritz Foundation, which was very informative and educational. The [directory] will be extremely helpful to us in the future. Sincerely, *Ben Johnson, Life Pieces to Masterpieces, Inc.*

Contact Bernie Jankowski for more info or to reserve your date: 301.696.0797, bjankowski@grantsdirect.com

