

# Professional Certificate in Grant Writing



## Effective Grant Proposal Writers are Always in Demand

Nonprofits and tax-exempt institutions are always looking for grant proposal writers who can get results. Learn how to do exactly that — from research and inquiries to a finished, flawless proposal — in just two five-week online courses in SDSU's Professional Certificate in Grant Writing.

Based on experience and location, grant writers can earn from \$25,000 — \$86,000 annually. Visit [PayScale.com](https://www.payscale.com) to see the median salary in your city.

### The Rewards are More than Monetary

- Help prevent homelessness
- Enrich your community's arts and cultural programming
- Help youth succeed in school and prepare for college
- Help seniors stay in their own homes
- Help people prevent or manage chronic diseases or disabilities

### Who Should Attend

New grant writers and employees from nonprofit organizations, city and county governments, chambers of commerce, education (private and public), public health and social work organizations, as well as independent consultants, and grant writers needing CEUs.

**Courses frequently sell out. Register early.**

For more information, email [grantwriting.ces@sdsu.edu](mailto:grantwriting.ces@sdsu.edu) or call (619) 594-3946.

SDSU Research Foundation Program

### Introduction to Grants and Funding Research

Learn how to research funding prospects, interact with funders, and plan a grant proposal. Learn why grants are funded, and what captures the interest of a prospective grantor. Develop a brief letter of inquiry proposal, and receive feedback. Also learn how to track and manage your grant proposals.

Fee: \$349

### Grant Proposal Development

Learn how to develop a compelling, effective grant proposal, including the narrative and budget, in response to federal, state, and private foundation Requests for Proposals (RFPs). Review existing grant proposals, identifying their strengths and weaknesses, and practice writing a standout proposal.

Fee: \$349

### Student Success Story



"I definitely recommend SDSU's Grant Writing program. It's an opportunity to learn from real-life grant examples, get tips and guidance from an expert in the field, receive practice and feedback, all while getting a certificate." — Maria Forrest, philanthropy advisor, College of Natural Resources and Sciences, Humboldt State University

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## FAQs about Grant Writing Answered by Instructor Jay Katz

**What is the demand for grant writers?** There is demand for both full-time and freelance grant writers, but demand varies by market. Some cities have a lot of nonprofits, while others have fewer. Normally, most of your clients will come from the local community. You may want to contact a few local nonprofits and conduct informational interviews to learn more about local demand. To get a better idea of job availability, search nonprofit job boards in your community. In San Diego, NPWork.org provides job listings. National websites like indeed.com and monster.com also profile jobs listings.

**What skills do I need to be successful?** Grant writers are typically strong technical writers with a strong background in the nonprofit world. The best grant writers are those who understand nonprofit management and programming. Talented grant writers are also skilled at interviewing staff and volunteers to get the information they need. They also have a strategic understanding of why a grant is awarded, because often it has little to do with the actual proposal. Many successful grant writers have had some experience as a staff member or active volunteer with a nonprofit.

**Are the lectures at a specific time?** Lectures are prerecorded, so you can watch them on your own schedule. However, each week begins on Monday, and ends the following Sunday night. While the course isn't delivered live, you will have one-on-one interactions with the instructor via email and the course's discussion board.

**How will the course help my nonprofit obtain grant funding?** Please be aware that some nonprofits struggle to obtain grants for a number of reasons. Funders closely examine each grant applicant's business plan, track record, outcomes, and financial statements. Some funders only award grants to organizations they know or have gotten to know. In the course, we examine the big picture of grant funding, and identify steps that existing or new nonprofits may need to take before they are strong candidates for grant funding.

**What salary or compensation can I expect?** Entry-level grant writers in smaller markets may earn \$30,000 a year. Jobs at the university level may pay \$100,000. Using feedback from actual grant writers, Glass Door identifies the average base pay at \$49,500. Hourly rates can range from \$25 to \$125/hour, depending upon the experience level of the grant writer.

**What is the time commitment for the course?** The time will vary based on your experience with writing, nonprofit or community organizations, and critical thinking skills. The **Introduction to Grants** course likely requires approximately 3–4 hours per week of time. The **Grant Proposal Writing** course likely requires 4–6 hours per week. This includes homework time. Some weeks have more demanding time requirements than others.

**Does the course focus on research grants?** This is an introductory-level course open to everyone, including community members, undergraduate students, nonprofit organization staff, and others. Research grants are more complex than an introductory course allows for.

**Does the course focus on funding sources based outside the United States?** The course is more focused on writing grant proposals to U.S.-based foundations, corporations, and government. Students in other countries have benefited from the course, but we primarily focus on U.S.-based funders.

**What do employers look for?** Employers look for both training and experience. The SDSU certificate program is a helpful start to give you a foundation of knowledge about the process for researching grant prospects, writing a proposal, and working to help nonprofit leaders strategically position their organizations to succeed. This is vital information to have on the path to a career in grant writing.

However, hands-on experience — whether paid or unpaid — is often the key to success. When I bring on contractors for my company, I primarily look at their track record. I also want to see samples of their work. Grant proposal writing is different than developing a newsletter article or blog post, and I want to see how well prospective contractors have mastered the craft. I also want to know their background and knowledge within the nonprofit world.

There are opportunities to get more experience, either paid or unpaid, depending on one's level of skill and readiness. Like any prospective career, building a strong network and making more contacts within the nonprofit world will help a prospective grant writer find work or contract jobs. Find helpful information in this article: This article from [grantadviser.com/freelance](http://grantadviser.com/freelance) offers helpful information.

For more information, email [grantwriting.ces@sdsu.edu](mailto:grantwriting.ces@sdsu.edu) or call (619) 594-3946.

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