



GRANTMAKING & GRANT WRITING MASTER CLASS

A Hands-On, Two-Day Workshop at the **AAFCS Leadership Summit**

September 19-20, 2026
Pittsburgh, PA

Join us for an exclusive grantmaking workshop designed to enhance your ability to draft compelling, winning, grant proposals.



Why Attend

Grant funding is more competitive than ever. Funders expect clarity, measurable outcomes, strong evaluation plans, and evidence of organizational capacity.

This workshop demystifies the process and equips you with the frameworks, templates, and strategies used by successful grant professionals nationwide.

Who Should Attend

Educators and Administrators

Extension agents and specialists

Nonprofit leaders and program managers

Graduate students and Emerging professionals

And anyone responsible for program development, fundraising, or reporting.

This is not a lecture-based session. It is 10 hours of highly interactive, practice-based instruction featuring guided activities, peer collaboration, real-time feedback, and practical tools you can use immediately. Participants work directly with their own projects to ensure relevance and immediate application.

\$225 per person

\$25 with full conference registration

SEPTEMBER 18-21 | PITTSBURGH, PA

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Workshop Agenda

Two Days of High-Impact, Applied Learning
September 19-20, 2026
Pittsburgh, PA



Welcome & Grant Success Framework

Current grant-funding landscape, common reasons grants are rejected, overview of the grant lifecycle.

Defining a Fundable Project

Moving from idea to fundable project, logic model basics, need statements.

Grant Research & Prospecting

Foundation funding, corporate giving, government grants, community foundations, prospect qualification.

Funder Engagement & Relationship Building

Inquiry letters, program officer conversations, relationship mapping.

Proposal Architecture Workshop

Anatomy of winning proposals, executive summary, need statement, program design, evaluation.

Writing High-Scoring Narratives

Writing persuasively, storytelling with data, reviewer mindset, common writing mistakes.

Outcomes, Evaluation & Impact

SMART objectives, outcomes measurement, evaluation plans, data collection.

Budgets & Budget Narratives

Direct costs, indirect costs, allowable expenses, budget justification.

Advanced Grant Writing Strategies & Reviewer Perspectives

Grant Management & Compliance

Award acceptance, compliance, reporting, documentation, audit readiness, site visits, funder stewardship, turning grants into long-term partnerships.



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