

Charles Richard Grose

charlie@grantworksdetroit.com

211 W. Grixdale, Detroit, MI 48203 • (313) 615-0238

CAREER HIGHLIGHTS

- Seasoned professional with a decade of non-profit experience
- Recently launched full-time freelance consulting practice
- Highly successful grant proposal writer and fundraiser
- Graduate of 2003 *Emerging Leaders*, the Michigan Nonprofit Association's six-month leadership development program
- Entrepreneurial self-starter able to excel under deadlines and pressure

EDUCATION

Master of Social Work

Community Organization

University of Michigan, April 1998
Focus on community-based planning, organizing and development. Graduate school curriculum included coursework in fundraising and management. AmeriCorps member in northwest Detroit for professional field practicum.

Bachelor of Arts, Sociology

University of Michigan, April 1994
Academic program integrated with service-learning and leadership roles in community-based activities. With Project Community, designed new academic course, attained grant funds and facilitated seminars.

Honors

- Faculty Award For Distinguished Service-Learning
- U-M Alumni Council Achievement Award
- Michigan Campus Compact Student Service Award
- U-M Outstanding Student Leader

RELEVANT SKILLS

Fundraising

- Secured more than one million in new revenue through prospect research and grant proposal writing; generated over one million from historical sources of agency income through grant renewals
- Lead proposal writer for major new government grants, including HHS: Mentoring Children of Incarcerated (2003)
- Raised \$88,000 in matching funds to secure a two-year national fellowship (NAPIL) for law center
- Coordinated five annual solicitation appeals, doubling income from one letter by reducing costs and targeting mailing

Programmatic

- Significant event planning experience, including facilitating two major 10th anniversary celebrations
- Notable program development and partnership building talents
- Veteran facilitator of development committees and working with major donors, board members and foundation officers

Administrative

- Significant graphic design and publication development capabilities; authored and edited numerous newsletters, annual reports, program marketing materials and websites
- Developed program budgets and managed donor databases
- Authored agency grant manual and created organizational grant deadline tracking system

PROFESSIONAL EXPERIENCE

Development/Grant Writing Consultant • 2002 to present

Clients as an independent contractor:

- *Alternatives For Girls; Detroit*
- *Warren / Conner Development Coalition; Detroit*
- *International Commission for Labor Rights; Detroit*
- *Southwest Solutions; Detroit*

Director of Development • September 2004 to May 2005

Planned Parenthood of Southeast Michigan; Detroit

Grants Coordinator • November 2002 to September 2004

Alternatives For Girls; Detroit

Director of Development • January 2002 to October 2002

Mercy Education Project; Detroit

Development Director • August 2000 to January 2002

National Lawyer's Guild/Sugar Law Center; Detroit

RECENT SUCCESSFUL GRANT PROPOSALS

New Sources

- *Federal Home Loan Bank of Indianapolis* (\$300,000)
- *Hope Fund* (\$14,000)
- *United Way* (\$23,500)
- *March of Dimes* (\$20,000)
- *Episcopal Thank Offering* (\$8,000)
- *P.A.S.S. – Wayne County* (\$55,000)
- *Metro Health Foundation* (\$10,000)
- *Nonprofit Facilities Fund – Energy Efficiency Grant* (up to \$20,000)

Annual Renewals

- *Michigan Department of Human Services-Homeless Youth* (\$284,246)
- *McGregor Fund* (\$200,000)
- *Skillman Foundation* (\$50,000)
- *CDBG-NOF* (\$100,000)
- *Michigan Woman's Foundation* (\$2,500)
- *Bank One* (\$10,000)
- *MSHDA-ESG* (\$25,000)
- *BSAS-Detroit* (\$100,000)
- *Village Women's Club* (\$2,500)
- *Visteon Corporation* (\$15,000)
- *Fifth Third Bank* (\$10,000)
- *Allstate Foundation* (\$5,000)
- *FEMA* (\$20,000)
- *City of Detroit-ESG* (\$100,000)

PERSONAL

Long Trail Thru-Hike • August 2002
210-mile Vermont backpacking trip from Massachusetts to Canada

Spanish Language School • 1999
Five-week intensive instruction; San Pedro & Quetzaltenango, Guatemala

Appalachian Trail Thru-Hike • 1999
Six-month 2,165-mile backpacking trip from Georgia to Maine

FUNDRAISING ACHIEVEMENTS

Prospect Research

- Developed comprehensive prospect list and on-going funding alert system, *Southwest Solutions* (2004-2005)
- Identified and catalogued several hundred past, current and potential funders, *Alternatives For Girls* (2003)
- Researched 25 prospects and developed grant strategy, *International Commission For Labor Rights* (2002)

Successful Letters of Inquiry

- American Legacy (2005)
- Kellogg Foundation (2003)
- Michigan Women's Foundation, Social Impact (2003)
- Robert Wood Johnson, PATH Project (2003)

Proposal Writing

- Successful foundation proposals to local funders, such as Skillman, McGregor, and the Community Foundation
- Track record with complex government applications, including CDBG/NOF, Emergency Shelter Grants (City & MSHDA), HHS Street Outreach and TLP, U.S. Drug Free Communities, Michigan Department of Human Services and City of Detroit/Michigan Works!

Program Development / Marketing

- Guided organizational planning and process to create new program models that were fundable and sustainable through creation of logic models and evaluation strategies
- Crafted compelling press releases resulting in print and television coverage for nonprofit events and activities
- Developed organizational communication strategies and public relations plans for several nonprofits

COMMUNITY INVOLVEMENT

Co-Block Captain • 2005 to Present
Grix Home Park Community Council

Development Volunteer • 2004 to Present
Central Methodist Church; Detroit

Legal Observer • 2001 to Present
National Lawyers Guild-Detroit

Housing Tester • 2000 to 2001
Fair Housing Center of Washtenaw County

Board of Directors, Advocacy Committee • 1997 to 1999
Washtenaw Alliance for the Mentally Ill