

**Calendar Depicting of the Grantsmanship Process
 for Start-Ups or Recently Formed Nonprofit Agencies**

<p>JANUARY</p> <ul style="list-style-type: none"> • Begin foundation research • Begin putting required structure in place • Begin gathering needed documents 	<p>FEBRUARY</p> <ul style="list-style-type: none"> • Continue foundation research & begin cultivation process • Identify solid prospects • Continue putting required structure and documentation in place • Begin developing case for support 	<p>MARCH</p> <ul style="list-style-type: none"> • Continue foundation research & continue cultivation process • Complete & submit first Letters of Inquiry (LOI) for case #1 • Begin developing full proposal for case #1
<p>APRIL</p> <ul style="list-style-type: none"> • Continue cultivation process • Complete & submit (approx. 4) proposals for case #1 • Complete & submit Letters of Inquiry (LOI) for case #2 	<p>MAY</p> <ul style="list-style-type: none"> • Continue cultivation process • Responses to LOI #1 begin to come in • Continue to submit proposals for case #1 • Complete & submit (approx. 4) proposals for case #2 • Complete & submit Letters of Inquiry (LOI) for case #3 	<p>JUNE</p> <ul style="list-style-type: none"> • Continue cultivation process • Responses to LOI #2 begin to come in; Responses to LOI #1 continue to come in • Responses to proposals for case #1 begin to come in • Continue to submit proposals for case #1 and case #2 • Complete & submit (approx. 4) proposals for case #3
<p>JULY</p> <ul style="list-style-type: none"> • Continue cultivation process • Responses to LOI #3 begin to come in; Responses to LOI #1 and #2 continue to come in • Responses to proposals for case #2 begin to come in; Responses to proposals for case #1 continue to come in • Continue to submit proposals for case #1, #2, and #3. 	<p>AUGUST</p> <p>The grant writing process for start-up organizations is a long and difficult process.</p> <p>While it can be estimated that a first grant award might be received in month 8, it has in several instances taken up to 16-18 months before the first award is received.</p>	<p>RULE OF THUMB FOR START-UP ORGANIZATIONS:</p> <p>There will be 1 positive response for every 12-15 proposals submitted, and that one response will generally result in a gift between \$1,000 and \$10,000.</p>