

Subject: Profit from Trends in Government Spending - October 2011

Profit from Trends in Government Funding

Quarterly Forecast

October 2011

In This Issue

[What Spending Cuts?](#)

[Focus on Funding](#)

[Effective Strategies](#)

[Proposal Pro Wins Contracts](#)

What Spending Cuts?

The news is filled with reports of spending cuts - but the US Treasury can't find any. Investors.com reports that Federal spending was \$120 billion higher in the first nine months of 2011 than it was in the same period in 2010 - an increase of 5%. State spending was double - almost 10% higher in 2010 than in 2008, according to the State Budget Officer's annual State Expenditure Report.

Quick Links

[Our Web Site](#)

[Products](#)

[Services](#)

914-633-3352

Like us on Facebook 

::

Greetings!

Focus on Funding

Should nonprofits focus on Government funding at a time when Government is cutting funds for social services? Yes, suggests The Bridgespan Group, a nonprofit consulting organization - but they must change their approach with the times.

In a blog post Daniel Stid of [The Bridgespan Group](#) acknowledges that nonprofits that receive most of their funding from Government sources have built internal resources and skills (e.g. proposal writing, grants management) that can make them more competitive in getting public funding in lean times.



Effective Strategies

He suggested that nonprofits that seek to diversify focus on diversifying Government funding sources -- either getting new funding from agencies or by getting funding from new agencies. Partnerships can help nonprofits strengthen their credibility with new agencies.

Nonprofits should research non-competitive sources of Government funding. Perhaps insurance reimbursement or discretionary credit card purchases in amounts lower than \$25,000 could be sources of new funding.

And finally, lack of revenue is a problem for Government in the same way as it is for nonprofits. What problems does the Government have that the nonprofit can creatively solve? Provide at less cost?



Proposal Pro Wins Contracts

Proposal Pro clients won more than \$2.36 million in contract awards this summer, and worked with our team to identify another \$5 million in potential funding. Can we help you? Call 914-633-3352 for a free 10-minute consultation.

Contact Us

For further information, contact:

Judie Eisenberg
President
Proposal Pro, Inc.
914-633-3352
info@proposalpro.com

Send Story Suggestions, Questions or Comments to

info@proposalpro.com

Like Us on Facebook

Proposal Pro offers resources, links and tips for writing winning proposals on our Facebook page.

Like us on Facebook 

Join Our "Friends" List Want to subscribe to this newsletter? Click on [Update Profile/Email Address](#), below.

Have You Forwarded to a Friend Yet? Do you know someone who would benefit from knowing more about trends in Government funding? We're looking to spread the word - please share this newsletter with a friend by clicking on the button below



[Forward email](#)



Try it FREE today.

This email was sent to shelley@proposalpro.com by proposal@proposalpro.com | [Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).
Proposal Pro, Inc. | 2005 Palmer Ave | Larchmont | NY | 10538

No virus found in this message.
Checked by AVG - www.avg.com
Version: 10.0.1411 / Virus Database: 2092/3978 - Release Date: 10/27/11