

For Immediate Release  
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From: Pamela Goodes  
Linda Wallace  
312-280-5043, 5042

**Grant writing for librarians LAMA regional institute topic**

"Dollars and Sense: A Grantsmanship Workshop" is the title of a regional institute sponsored by the Library Administration and Management Association (LAMA) on Friday, September 10, 1993, at the Turner Village Conference Center of Emory University in Atlanta. **The deadline for registration is August 27.**

Cosponsored by SOLINET, the Southeastern Library Network, the one-day institute will provide librarians who have little or no grant-seeking experience with "hands-on" practical information on locating and securing grant dollars to fund special programs and projects libraries are unable to fund through general budgetary means. Participants will learn to identify and research appropriate funding sources (government, foundation and corporate), to develop effective working relationships with funding source representatives, to write specific components of a grant proposal and to incorporate successful techniques and avoid common mistakes in writing a grant proposal.

Gail McGovern, training and development consultant at the California State Library and president of Gail McGovern and Associates, a training and consultant firm, will serve as workshop leader. She has presented more than 50 workshops on grant writing which have resulted in participants receiving more than \$10 million in outside funding.

Registration fees are \$115 for LAMA and SOLINET members and \$150 for nonmembers.

**Grant writing for librarians LAMA regional institute topic -- add one**

For additional information and registration, contact: Amy Bernath,  
SOLINET, 1438 W. Peachtree St., N.W., Suite 200, Atlanta, GA 30309-2955.  
Telephone: 800-899-8558, ext. 226. Fax: 404-892-7879.

LAMA is a division of the American Library Association.