JULIAN MERCER

GRANT WRITER

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PROFESSIONAL SUMMARY

Grant Writer with 8+ years securing federal, state, and foundation funding for housing, youth, and human services nonprofits. Pairs program-design thinking with tight budget narratives and a disciplined proposal calendar to win funding and keep funders informed. Experienced in reporting, prospect research, and stewardship.

PROFESSIONAL EXPERIENCE

Senior Grant Writer Sep 2022 - Present
United Way of Greater Los Angeles, Los Angeles, CA

- Write and submit 30 to 35 proposals a year to federal, county, and foundation funders, with a 58 percent award rate across the portfolio.
- Secured $2.4 million over two years from a county housing program by building the needs statement from outcomes data and local waitlist figures.
- Maintain a grants calendar of about 70 open deadlines and reporting dates in Airtable, so no submission has missed a deadline.
- Partner with program directors to turn field results into logic models and measurable outcomes before each application is drafted.
- Prepare interim and final reports for 18 active awards, giving funders clear spending and outcome tables.
- Coach three program staff members on writing short narrative sections so proposals draw on first-hand knowledge.

Grant Writer Jul 2019 - Aug 2022
Habitat for Humanity International, Atlanta, GA

- Drafted corporate and foundation proposals that raised $1.1 million for affiliate home-repair and construction programs.
- Researched funders in Foundation Directory Online and built a 120-funder prospect list ranked by fit and giving history.
- Wrote and edited letters of inquiry, sponsorship packages, and case statements for the development director.
- Built reusable boilerplate on organizational history, evaluation, and governance, trimming first-draft time by a third.
- Coordinated budgets with finance to verify allowable costs and indirect rates before every federal submission.

Development Associate Aug 2017 - Jun 2019
Boys & Girls Clubs of Metro Atlanta, Atlanta, GA

- Wrote 14 foundation applications and acknowledgment letters in support of an annual budget of about $8 million.
- Maintained donor and grant records in Raiser's Edge and produced monthly development reports for leadership.
- Supported two fundraising events by drafting program remarks, sponsor materials, and donor follow-up emails.
- Compiled youth participation and school attendance data into outcome summaries for funder site visits.

CORE SKILLS

Grant proposal writing | Federal grants (SF-424, Grants.gov) | Logic models and outcomes | Budget narratives | Prospect research | Foundation Directory Online | Letters of inquiry | Grant reporting and stewardship | Needs assessment | Raiser's Edge NXT | Airtable and Asana | Program evaluation basics | Editing and proofreading

EDUCATION

Bachelor of Arts in English, Emory University, Atlanta, GA

CERTIFICATIONS

Grant Professional Certified (GPC), Grant Professionals Certification Institute | Certificate in Fund Raising Management, The Fund Raising School, Indiana University Lilly Family School of Philanthropy