



RESEARCH AND FUND DEVELOPMENT SERVICES

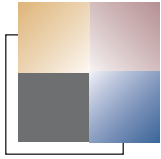
# K&M Enterprises

CREATING INTELLIGENT SOLUTIONS

## K & M Enterprises

Main Office:  
56659 29 Palms Highway, Suite B  
Yucca Valley, CA 92284

760.365.4414 - Office  
760.365.4425 - Fax  
805.375.5742 - Ventura County  
Business Number  
805.750-8982 - 24/7 cellular access



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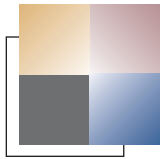
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*The K&M Enterprises mission is to enhance the economic value of corporations, communities, educational institutions, and nonprofit organizations by aligning people, technology and initiatives through integrity in partnership, excellence in innovation, and creativity in development.*

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## *K&M Enterprises: A Snapshot*

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**K**ristina Brook has more than 25 years experience in grant writing and research. She founded K&M Enterprises in 1992 as a small grant-writing company serving a handful of dedicated clients. Today, the company is one of the nation's largest grant writing and research firms. It has an unparalleled grant funding success rate of 67%, which is more than double the published industry average of 27%. To ensure the highest degree of accountability, K&M Enterprises is registered as fundraising counsel with the California State Attorney General's Office.

Kristina Brook is a top business leader known for her personal and professional success, leadership in the community, and abilities to provide leadership at the national level, as reported by the Wall Street Journal. She serves on the national Business Advisory Council as one of approximately 2,000 national Honorary State Chairpersons and one of 175 California representatives. The National Register also honored her in their annual publication, "Who's Who in Executives and Professionals" (2003/2004).

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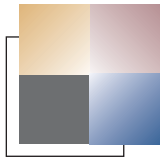
*"Commitment, trust, integrity, and accountability are the cornerstones of our business."*



KRISTINA BROOK  
OWNER,  
K&M ENTERPRISES

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Most recently, she was honored by the "Universal Who's Who of Executives and Professionals" for her demonstrated leadership and achievements in her profession (2005/2006).



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## *K&M Enterprises: A Snapshot*

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### ■ EXPERT WRITERS

Grant writing and research is both a skill and a craft. It often requires a learning curve of several years to master. Most organizations within the public and private sector, including nonprofit agencies, simply do not have the staff or the time to invest in this endeavor. The K&M advantage is clear -- high levels of expertise coupled with years of experience in research and grant crafting, as well as an uncompromising adherence to detail, mean results.

K&M uses a team approach. Unlike many grant writers who work independently, the K&M team of 19 professional grant writers and researchers possess a collective level of expertise that is unsurpassed in the field. The K&M team has the necessary experience, skill, and training to achieve the results your organization is seeking.

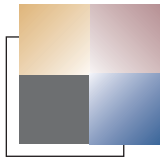
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*"Grant writing is very different from other types of writing because it requires an innate passion and intellect that can't be taught in schools. Grant writing requires a strong mentor who helps writers blend the technical aspects of the grant with the emotive sense that appeals to funders. Kristina inspires us to strive for our best and provides us with the tools to be successful."*



SARENE WALLACE  
CONSULTANT,  
K&M ENTERPRISES

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*K&M Enterprises: A Snapshot*

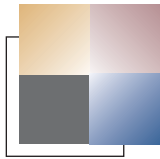
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■ EXPERT WRITERS

K&M writers have experience and hold advanced degrees in the following areas:

- EDUCATION
- EDUCATIONAL PSYCHOLOGY
- SOCIAL JUSTICE
- SOCIAL WORK
- JUVENILE JUSTICE
- HEALTH CARE
- COMPUTER TECHNOLOGY
- BUSINESS
- JOURNALISM
- SPEECH COMMUNICATIONS
- LAW
- ENGLISH AND LITERATURE

Our team of research and writing professionals works across the continuum of grant development to craft creative strategies, plans, and proposals that achieve results. Our proposals embrace innovative ideas, best practice models, and leading research.



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## *Comprehensive Services*

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**K**&M's approach to the grant writing process is unique. By carefully guiding you through the process of assessing your community's needs, developing your program, and approaching a grantmaker for financial support, K&M consultants build on your community's assets and strengths and find solutions that fill service gaps.

K&M consultants align themselves with content experts in your industry, embrace your agency's mission and culture, and get to know the people you want to reach. The K&M team ensures that our expertise complements and enhances your role in the community so that our goals are united in the pursuit of funding. Our individual approach empowers us to meet your precise needs.

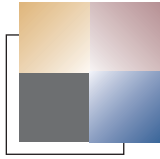
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*"Working at K&M has been the most fulfilling professional experience I have ever had. Moving a project from the starting point where the client faces a problem, to a solution that includes funding and a well developed program, is a powerful experience."*



KATIE DEUTSCHMAN  
CONSULTANT,  
K&M ENTERPRISES

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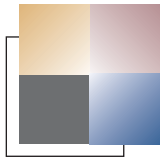
## *Comprehensive Services*

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Whether seeking to fund new programs or acquire additional resources for an existing one, you'll find expert solutions at K&M. Our services include:

- COMMUNITY NEEDS ASSESSMENTS
- STRATEGIC PLANNING SERVICES
- DEVELOPMENT OF PROJECT GOALS AND OBJECTIVES
- IDENTIFICATION OF POSSIBLE FUNDING SOURCES
- PRIMARY AND SECONDARY RESEARCH TO VALIDATE THE NEED FOR FUNDING
- COMPOSITION OF PROFESSIONAL AND THOROUGH GRANT APPLICATIONS
- EVALUATION SERVICES AND ANALYSIS OF PROJECT OUTCOMES AND FUNDING REQUIREMENTS
- EVENT PLANNING AND DEVELOPMENT

Beyond grant writing, the K&M team also produces quality video texts, brochures, magazine articles, radio spots, newsletters, procedure manuals, and community profiles.



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## Results Driven

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The K&M team has established an impressive quantifiable record of successful awards unrivaled in the industry through its innovation, integrity, and commitment to success.

- K&M has a 67% grant award success rate, which far exceeds the published industry standard of 27%.  
~ the majority of the grant proposals we write are awarded.
- K&M boasts more than \$405 million in awards of federal, state, foundation, and local funding for clients throughout the states of Arizona, California, Colorado, New Jersey, Rhode Island, Tennessee, Texas, Utah, and Washington, D.C. K&M is also working internationally in the countries of Cuba, China, Ghana, Honduras, India, Peru, Poland, Romania, Thailand, Ukraine, and Uganda.
- K&M is simultaneously stable and agile, capable of matching the perfect writer to any project or funding opportunity.

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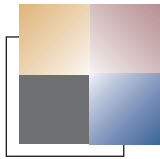
*"K&M operates under the simple and achievable premise that if you insist on integrity and accountability and a willingness to openly communicate, you can create and implement significant and meaningful services that make lasting and sustainable differences in the quality of life for communities."*



BARBARA LOCZI  
CONSULTANT,  
K&M ENTERPRISES

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*Results Driven*

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## ■ GRANT - FUNDED AWARDS

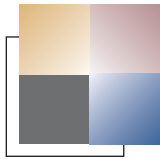
**K**&M uses powerful tools to produce powerful products. Integrity, accountability, skill, and creativity come together in each project to produce results. The company's ingenuity has been recognized by the Smithsonian Institute, where one of K&M's technology-funded grant proposals has earned a permanent place in history for its groundbreaking program design.

K&M Enterprises' portfolio of funded grant applications includes proposals for school districts, law enforcement agencies, municipalities, public and private health care agencies, nonprofit community-based agencies, and private businesses.

*"For me, the best part of meeting with a client is when all the participants are headlong into working out a new idea, throwing suggestions back and forth, filling the air with "what ifs?" and then that moment comes where we collectively come up for air and look at each other and say, "Can we do this?" That means we are pushing the envelope, taking a chance -- not for the sake of being innovative, but because it's what's best for the project and the people it serves. "*



JON O'BRIEN  
CONSULTANT,  
K&M ENTERPRISES



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*Results Driven*

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## ■ GRANT - FUNDED AWARDS

The following is a partial list of K&M's grant writing successes:

### CENTERS FOR DISEASE CONTROL

1994 Earthquake Relief

### CALIFORNIA DEPARTMENT OF EDUCATION

Healthy Start School-Linked Service  
Projects for Lennox, Ventura, Compton  
and Los Angeles Unified School Districts,  
and Whittier City School District

### CALIFORNIA STATE OFFICE OF

#### CRIMINAL JUSTICE

Planning, Gang Violence Suppression Project  
- multiple components

### HEALTH INITIATIVES

HIV/AIDS Projects, Immunization Tracking  
& Recall, Ventura County's 911 Tiered  
Response System, Teen Pregnancy Prevention,  
Children's Emergency Medical Services, and  
Childhood Lead Poisoning Prevention

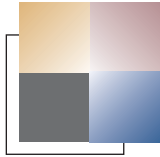
### COMPUTER TECHNOLOGY AWARDS

Digital High Schools, Literacy Challenge  
Grants, 21st Century Learning, and a  
Telepsychiatry Network

### PUBLIC SAFETY AND SOCIAL SERVICES AWARDS

Alcohol and Drug Prevention, Domestic  
Violence Services, Gang Violence and Gang  
Suppression, Law Enforcement, Community  
Policing, Mentoring, and a Juvenile Detention  
Facility for the State of Utah

**OTHER AWARDS:** mental health initiatives,  
library construction, child care centers,  
preschools, after school programs, and child  
abuse prevention and treatment services



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## References

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TRUDY TUTTLE-ARRIAGA, PH.D. - SUPERINTENDENT *Ventura Unified School District*  
255 West Stanley Avenue  
Ventura, CA 93001  
(805) 641-5000

KATHY DiFIORE, PRESIDENT *Several Sources Foundation*  
300 Airmount Avenue  
Ramsey, New Jersey 07446  
(201) 825-7277  
LifeCall@aol.com

GARY FELDMAN, M.D., - MEDICAL DIRECTOR *Riverside County Department of Public Health*  
4065 County Circle Drive, 4th Floor  
Riverside, CA 92503  
(909) 358-5058  
(*Dr. Feldman is the former Medical Director for Ventura County Public Health*)

KATE McLEAN, BOARD OF REGENTS *California Lutheran University*  
(805) 497-2056

BARBARA MURRAY, DIRECTOR *City of Oxnard Public Library*  
251 South "A" Street  
Oxnard, CA 93030  
(805) 385-7522

MARLENE WILSON - DEPUTY SUPERINTENDENT *Lennox School District*  
10319 Firmona Avenue  
Lennox, CA 90304  
(310) 330-4950