
Writing Successful Technology Grant Proposals: A LITA Guide. Pamela H. MacKellar. New York: Neal-Schuman, 2012. 220 p. Paper \$70 (ISBN 978-1555-70763-7).

For any library that has considered applying for a grant but has been overwhelmed by the seeming complexity of the process, *Writing Successful Technology Grant Proposals* is the perfect resource. Pamela H. MacKellar, author of *Winning Grants: A How to Do-it Manual* (2010) and the *Library Grants* blog, successfully demystifies the grant writing process and provides step-by-step, easy-to-follow instruction. MacKellar breaks down the grant writing process into seven phases: planning, project design, teamwork, research, writing, implementation, and review. The inseparable connection between a library's general planning and its grant application activity is a message that MacKellar expertly weaves throughout. The book demonstrates how much work and preparation are needed for a grant proposal, but provides resources to help readers through every step of the process.

Although much of the book is dedicated to the general grant writing process and how it relates to technology-related proposals, two chapters are dedicated specifically to locating technology grant funding sources and opportunities. The final chapter, "Technology Grant Success Stories," provides summaries of successful individual grants (including grant award amounts) from many types of libraries involving a wide variety of different technologies.

Eighteen "Rules of Grant Work" are spread throughout the book, addressing practical considerations that remind readers of both overarching axioms, such as "grant work is a team effort," to more specific imperatives, such as "never enter your proposal directly into an online application form without a backup." The practical nature of the advice provided in the

book is always followed with specific examples from a variety of libraries, which leads the reader to a more thorough understanding of the grant process.

Individual chapters also can be useful as self-contained works, as each contains enough of MacKellar's grant-writing philosophy to provide a good preview of the entire process. The modular nature of the book also makes it useful to libraries at any stage of grant writing activity.

The writing style is informative and lively. Bulleted lists and tables efficiently lead the reader to the main ideas and serve as good points of reference for review and re-reading. No prior knowledge of the process is assumed, and important terms are defined, especially in areas such as budgetary preparation, where confusion over terminology may be likely. Annotated examples and templates clearly illustrate and demonstrate the principles of grant writing. The many project management templates, such as a sample timeline with task assignments, can be adapted by grant writing teams for any project.

Although the book includes some good content on technology grants, its strength is in its focus on the general process for applying for grants. *Writing Successful Technology Grant Proposals* is not necessarily a "how-to" for putting together a technology grant proposal, but a guide to using the grant writing process in a way that will improve one's library, regardless of whether the grant application itself is successful. Readers of this book will gain not only an understanding of the application process's complexity but also the empowerment they need to write their own proposals. Recommended for any library considering applying for a grant.—*Shannon Pritting, Resources Sharing and Interlibrary Loan Librarian, Syracuse University, Syracuse, New York*