



Changing Central Florida One Grant at a Time

Network News

Lobbying, Legislature, and Last Goodbyes from Lisa

Special points of interest:

- Legislative Focus
- Leader Highlight
- Nominations

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*Is it a sin for nonprofits to lobby?
Why is lobbying the right thing to do?
What is the difference between lobbying and
advocacy?*

These and other questions will be addressed, as Lisa Kaston, *GPN Legislative Chair*, provides an overview of lobbying and working with legislatures, at the Grant Professionals Network of Central Florida (GPN) April 4 general meeting. Legal concerns regarding lobbying will be discussed, as well as your agency or community-based organization's concerns when considering whether to hire a lobbyist. Finally, Lisa will share key steps in developing a Community Budget Issues Request for presentation to the Florida legislature. This is also your chance to come wish Lisa well before she moves to New Haven, Connecticut.



About the Presenter

Lisa Kaston hails from the New York City area, and has made the Orlando area her home since 1991. Since then, she has worked with the local state Office of Substance Abuse and Mental Health as the *Director of the Children's Mental Health Program*, at Devereux as the *Manager of Grants and Community Initiatives*, and most recently at Hope and Help Center as the *Director of Program Development and Contract Management*.

Lisa's passion continues to be in working with communities to develop and implement effective prevention and education strategies. Towards that end, she convened and chaired a planning group for a successful HIV/AIDS Summit in Sanford this past year. She currently serves as Chair of the Conflict Resolution Committee for the Central Florida AIDS Planning Consortium, as well as on the Governing Board of the Central Florida Partnership for Healthcare Disparities. (continued, pg. 3)

NEXT GENERAL MEMBERSHIP MEETING

Wednesday, April 4, 2007, 8:45 a.m.

Maitland Civic Center, 641 S. Maitland Ave., Maitland, FL 32751

www.gpninc.org

President's Message

Dear GPN Members,

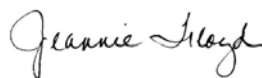
If you missed the 10th Annual GPN Conference—**Enhancing Excellence in Grantsmanship: Pathways to Success**—you missed the boat! Keynote speakers **Beverly Browning**, author of several excellent books on grant development, **Tony Jenkins** of Blue Cross Blue Shield of Florida, expert on cultural competency in nonprofit management, and **Mark Brewer**, executive director of the Community Foundation of Central Florida, wowed the crowd. Thanks so much to Chair **Judy Bennett** for her tenacity and professionalism in leading the planning team to offer such an outstanding variety of training sessions to meet the needs of grant seekers at all levels of learning.

Judy's hard working Conference Committee included Co-Chair **Teresa Shipley, Kathy Mitchell, Khadija Pirzadeh, Lee Bailey, Melanie Campbell, Terri Chastain, Becky Farmerie, Lillian Draisen, Lee Bailey and Christi White.**

Our April meeting will be informative and timely with the legislative session underway. Past GPN President **Lisa Kaston** will share her experience and resources with all who attend to learn more about her approach to effective communication with legislators. Lisa is donating a great book on lobbying as a door prize. Also the **Philanthropy and Nonprofit Leadership Center** has donated a gift certificate for one free registration to its On-line Prospect Research class.

GPN offers many wonderful leadership opportunities. Be sure to let Nominations Chair **Jana Parpart** know if you are interested in serving on the GPN board of directors next year or as a committee chairperson. Her e-mail address is jparpart@gpn.org. The slate of officers and directors will be presented to the membership at the April meeting. You also will have an opportunity to nominate from the floor in the May meeting elections. I highly recommend that you become even more involved with GPN and help guide our professional association to best meet the needs of our membership.

Thank you for giving me this opportunity to serve in this capacity.



GPN President



Keynote Beverly Browning inspires hard working grant professionals reminding each to remember how our efforts impact the people we serve. We make a measurable difference in the lives of many people.

Mission Statement

The mission of the
Grant Professionals Network of Central Florida, Inc. is to provide a collegial forum to
 facilitate training and resource development
 for grant professionals.

Leader Highlight: Christine Lewis, Director

Where were you born?

Orlando, Florida.

What is your education background?

BS - Business Admin, BS - Psychology, MA - Organizational Management

How long have you worked in the grant-related field and what is your area of expertise?

I joined the Salvation Army in November 2006 as Regional Resource Development Director. My region consists of Indian River, Brevard, Volusia, Osceola, Orange, & Seminole counties. I help each local office raise major gifts for their area.

What led you to become a grant professional?

It was a big part of my very first professional fundraising job. The feeling of successful grant writing is hard to match. Grant writing has been a part of my career from the beginning.

What do you like most about your work?

Two things: 1) Meeting all the wonderful people that are able to make a difference in someone's life through a gift; 2) Meeting the successful recipients of funds and seeing how the ripple effect of a positive outcome truly can effect the entire community.

How long have you been a GPN member?

I have been a member off and on since at least 1996.

Tell me something that no one else knows about you.

I am a sixth generation native Floridian.

Tell me about your family>

I am married to the most wonderful man for the past five years and we have three furry, white, four-legged children.

What is your top outside interest, hobby or sport.

I love to travel!!

Where do you want to be in five years?

I want to be doing whatever makes me happy, where ever I am. You just never know what may come your way!



Inspiration

I'm a great believer in luck, and I find the harder I work the more I have of it. ~Thomas Jefferson

The difference between try and triumph is a little *umph*. ~Author Unknown

Lisa Kaston (*Continued from Pg 1*)

As a past GPN President and current Legislative Chair, Lisa is happy to present these tips on effective lobbying and working with the legislature. By no means a seasoned expert, she has learned a lot over the past couple of years, as she worked with Hope and Help Center to develop and "bring to market" a funding request to the Florida legislature. Lisa is currently hard at work on packing up, as she gets ready to move, with her daughter, Emily, to the Northeast.

We're on the Web!
Visit us at
www.gpninc.org

Conference Chair Judy Bennett Reports 10th Annual Conference a Success!!!

The 2007 Annual GPN Conference has been declared a success!

Our keynote speakers—Dr. Beverly Browning, Mark Brewer, and Tony Jenkins—were definitely a hit. To quote attendees...

- **Bev Browning** was “engaging”, “wonderful”, “presented great information”, “genuine.”
- **Mark Brewer** was “very energetic”, “excellent”, “fantastic speaker”.
- **Tony Jenkins** was “superb”, “A++”, “dynamic”.

Comments on the overall conference:

- “Best conference we’ve done.”
- “Enjoyed (the conference) and learned a great deal.”

The net profit will be over \$7,000, meeting our goal of \$5,000 or more in order to fund our annual budget without taking money out of reserves.

Another goal was to have 150 people attend. At one point we thought we might even go to 200. However, when the registration brochures were mailed several weeks late by the Institute of Government, we knew we were in trouble. Despite that problem, 122 people attended. We were pleased to see a wide variation in terms of locations from around the state and very small to large organizations.

The **Conference Committee** proved to be a great team. You know that old saying: “When the going gets tough, the tough get going.” That’s what the team did when the registration brochures were late. They sent emails and got others to also distribute emails with our invitation brochure attached. That extra effort paid off with enough people attending to have a net profit instead of a deficit. We owe this team many thanks so when you see them, be sure to tell them how great they are or email them your praise for a job extremely well done.

They included Teresa Shipley, Co-Chair, Orange County Public Schools; Jeannie Floyd, Orange County Public Schools; Kathy Mitchell, Pinellas County Human Services; Lee Bailey, Brevard Community College; Khadija Pirzadeh, Orange County Head Start (Scholarships); Melanie Campbell, Community Health Centers (Web Site); Jana Parpart, The Foundation for Osceola Education (Displays), Terri Chastain, The Philanthropy & Nonprofit Leadership Center at Rollins College (grant books for door prizes); Lillian Draisin, City of Orlando, (door prizes); and Becky Farmerie, Beta Center (press releases).

Another reason we have a net profit is our sponsors. The **Community Foundation of Central Florida** and **Darden Restaurants Foundation** sponsored Bev Browning. **Harris Rosen, President, Rosen Hotels and Resorts** provided free hotel rooms for guest speakers at **Rosen Shingle Creek Resort**. The **Philanthropy & Nonprofit Leadership Center at Rollins College** purchased the grant related books that were given as door prizes to further the education of attendees.

GPN members accepted responsibility for being workshop presenters – Lee Bailey, Jeannie Floyd, Teresa Shipley, Judy Bennett, Terri Chastain, Emily Furlong, Barbara Howell, Jan Tunnell, and Karen Cole.

Board and committee members served as room hosts for the workshops – Joel Henderson, Marilyn Hughes, Georgiana Tynes, Melanie Campbell, Teresa Shipley, Kathy Mitchell, Jana Parpart, Jeannie Floyd and Khadija Pirzadeh.

Thank you, Team!!!

Thank you, Sponsors!!!

Thank you keynote and workshop presenters!!!

Thank you Room Hosts!!!

Submitted by Judy Bennett, Conference Chair

Training Opportunities

Association of Fundraising Professionals (AFP) Diversity in Philanthropy Conference

The American Association of Fundraising Professionals (AFP) Central Florida Chapter is holding a Diversity in Philanthropy Conference entitled "Engaging Diverse Stakeholders" on Thursday, June 7, 2007. The event will be held at the Orlando's Rosen Plaza Hotel from 8:30 a.m. to 3:15 p.m. The cost is \$100 per person and you may register online after April 1 at www.afpcentralflorida.org. Scholarships may be available.

Philanthropy and Nonprofit Leadership Center Training— Keep an Eye on Investments: Creating and Investment Policy that Fits Your Organization

Organizations that have assets to invest need appropriate policies to guide these investments. One set of policies does not fit every organization. Participants in the Philanthropy Center training will receive a basic investment policy template and practical tools to understand risks and rewards of investments.

Tuesday, May 1, 2007, 8:30 – 10:00 a.m. Rollins College Philanthropy Center
\$15 for all registrants (Includes continental breakfast)
Christian von Eberstein-Hart, MBA, AG Edwards & Sons, Inc. and President, Board of Directors,
Second Harvest Food Bank of Central Florida

Registration: <http://www.pnlc.rollins.edu/registration.shtml>

Attract, Recruit & Retain the Best Employees 2007 Central Florida Compensation & Benefits Survey for Nonprofit Organizations

There's still time to participate in the Philanthropy Center survey on compensation and benefits. Completed questionnaires must be returned to the Center by **Friday, April 13, 2007**.

The strength and value of the final compensation report are dependent on the participation of many organizations. If you don't have a copy of the survey, please visit www.pnlc.rollins.edu for a downloadable file.

Don't forget that by participating, your organization receives the final report for free! This is a \$95 value to your organization. And there is still time to be in the drawing for great prizes, but you must return your questionnaire by March 30.

If you have any questions contact Brian Henties, Philanthropy Center Program Manager at bhenties@rollins.edu or (407) 975-6414.

Congratulations to Recipients Earning the Philanthropy Center Certificate in Proposal Writing!

Congratulations to the following individuals for all their hard work in completing 39 educational hours and a grant proposal to earn a Philanthropy Center Certificate in Proposal Writing:

Judy Althaus	The Nature Conservancy
Kendall Bouldin	Orlando Science Center
Jamie Boyd	Osceola County Grants Office
Faye Bradshaw	Luster All Pastoral Care & Cultural Center
Patti Cafarella	American Indian Community Center of FL
Winfred Davenport	B. R. Chamberlain Foundation
Angelica Edwards	Fountains of Living Waters Ministries
Michael Gibbons	Threshold
Ruby Homayssi	Seminole Cultural Arts Council
Verla Lockard	Osceola County Corrections
David Mickelson	Pinellas Association for Retarded Children
Barbara Sayles	Society of St. Andrew
Jennifer Stephenson	Family Services of Metro Orlando
Candace Thompson	Catholic Volunteers in Florida
Mary VanBuren	Primrose Center
Esther Wadley	Lighthouse Central Florida
Bill Ward	Central Florida Dream Center

More information about Philanthropy Center workshops and certificate programs is available at their web site, www.pnlc.rollins.edu.

(Submitted by Terri Chastain)

Editor's Corner

If you have an article or news item for publication in the next issue, please forward the information to me at: janaparpart@hotmail.com no later than **April 10th**.

Many thanks to everyone who contributed to this month's issue of *GPN Network News*!

Jana Parpart, Editor

Conference Scrapbook



A perfect setting:
The beautiful UCF
Rosen College of
Hospitality Management



It's worth our efforts....

Distinguished Author and Keynote Speaker Bev Browning inspired “weary” grant writers, reminding all that we are making a difference for those we serve. Mrs. Browning is best known for her book “Grant Writing for Dummies.”

Deb Ward, author of “Writing Grant Proposals That Win,” emphasized that It’s Okay to Have Fun in her session with participants.



Conference Scrapbook, Continued



CULTURAL COMPETENCY: Keynote Speaker Tony Jenkins, Market President, Blue Cross Blue Shield of Florida, reminded nonprofits to keep in mind the changing demographics of our customers and to reflect this diversity in our boards.



COLLABORATION: Lee Ann Lowery shared her experiences with funding collaborative groups of nonprofits to establish neighborhood centers for families in targeted communities.



COMMITTEE EFFORT: Long time GPN member and conference committee member Khadesia Pyrzadeh of Orange County Head Start pitches in at the reception desk.

Conference Scrapbook, Continued



ETHICS: Phyl Renniger, charter member of the American Association of Grant Professionals (AAGP), shares the AAGP Code of Ethics and its importance with conference guests.



Chair Judy Bennett expressing appreciation to Keynote Speaker Mark Brewer for his excellent presentation and long time support for the development of the Grant Professionals Network of Central Florida, Inc.