



*Changing Central Florida One Grant at a Time*

# Network News

## Special Networking Event: *GPN Show & Tell . . . Us Your Story*

**Next Meeting**

**Wednesday, August 22nd, at 8:45 a.m.**

**Special points of interest:**

- New meeting time and location
- August Networking Event
- Request for GPN Members to Share Their Achievements

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**2007-08 Officers**

- Joel Henderson, *President*  
407-933-0870, Ext.224
- Georgiana Tynes, *President-Elect*  
321-720-7729
- Melanie Campbell, *Secretary*  
407-905-8827 x 226
- Cara Eule, *Treasurer*  
407-933-0870 x 235

**Directors**

- Karen Cole
- Khadija Pirzadeh
- Teresa Shipley
- Terry Zwicker
- Christine Lewis
- Jana Parpart

The upcoming general membership meeting of the Grant Professionals Network of Central Florida, Inc. will provide a fun and unique opportunity for attendees to flex their marketing muscles and channel their creative energy. It involves an interesting and interactive networking activity. During *Show & Tell . . . Us Your Story*, GPN colleagues will "show" an item, object, or symbol of conversational interest and enthusiastically "tell" their stories in 2-3 minutes (elevator speech). The purpose of the activity is to practice imaginatively demonstrating the organizational mission, vision, and purpose.

Meeting attendees will also learn more about so many exciting projects that the working committees are planning for this year and how to become further involved in GPN.

The August 22<sup>nd</sup> meeting will occur at GPN's new location at the Heart of Florida United Way Dr. Nelson Ying Center, 1940 Traylor Blvd, in Orlando. Networking and refreshments will begin at 8:45 a.m. with the program beginning at 9:00 a.m.

### IMPORTANT REMINDERS:

**NEXT GENERAL MEMBERSHIP MEETING**

**Wednesday, August 22, 2007, 8:45 a.m.**

**New regular schedule — the fourth Wednesday of each month at the new location in the Heart of Florida United Way Dr. Nelson Ying Center.**

**REMEMBER TO PAY YOUR DUES FOR 2007-08.**

**Please be sure to update your contact information and drop it in the mail with your dues payment for the July 1 to June 30 fiscal year (See page 9).**



## **GPN Meeting Dates and Location to Change Effective July 25, 2007**

Effective July 25, 2007, the Board of Directors of the Grant Professionals Network of Central Florida, Inc. (GPN) voted to change the location of our general membership meetings to the Heart of Florida United Way Dr. Nelson Ying Center, 1940 Traylor Blvd. in Orlando. Located near the intersection of 441 and Princeton St., the facility is centrally located. To adapt to United Way conference room availability, the meetings will be held the fourth Wednesday of each month. This decision was based on many beneficial factors including that there is no rental fee (as with our current location), the facility has well designed meeting rooms with accommodations that support the use of technology, and there are potential reciprocal benefits of collaborating with United Way in training and resource development.

The current fiscal year (July 1-June 30) meetings will occur on the following dates:

August 22, 2007  
September 26, 2007  
October 24, 2007  
November 2007—To be announced  
December—Awards Breakfast in lieu of meeting  
January 23, 2008  
February 27, 2008  
March—Annual Conference in lieu of meeting  
April 23, 2008  
May 28, 2008  
June 25, 2008

### **Editor's Corner**

If you have an article or news item for publication in the next issue, please forward the information to Shannon Callahan at [callahas@osceola.k12.fl.us](mailto:callahas@osceola.k12.fl.us) no later than **September 10, 2007.**

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

Shannon Callahan, Editor



# Exciting Employment Opportunities !!

## Four Openings at the Nature Conservancy



**ORGANIZATION:** The Nature Conservancy is a leading conservation organization working around the world to protect ecologically important lands and waters for nature and people. The mission of The Nature Conservancy is to preserve the plants, animals and natural communities that represent the diversity of life on Earth by protecting the lands and waters they need to survive.

### **Associate Director of Philanthropy** (2 open positions)

**LOCATION:** (1) home-based between Palm Beach & Miami; (1) home-based FL (Central FL an acceptable option)

#### **ESSENTIAL FUNCTIONS:**

The Associate Director of Philanthropy is responsible for the cultivation and solicitation of a portfolio of 125 major gift prospects. Works closely with philanthropy team to determine effective strategies for identified donors and prospects. Possess ability to both discuss assets proficiently as well as determining opportunities for alternative types of gifts.

#### **KNOWLEDGE/SKILLS:**

- Bachelor's degree in marketing, communications or related field and 5-7 years' related work experience or an equivalent combination of education and experience. Major gifts fundraising experience required.
- Successful experience in asking for and closing major gifts of \$100,000 or more and building and maintaining long-term relationships with fundraising constituents such as major donors and corporations.

### **Donor Relations Manager**

**LOCATION:** Home-based in FL (Central Florida an acceptable option)

#### **ESSENTIAL FUNCTIONS:**

Travel throughout assigned territory in FL to conduct exploratory meetings with donors/prospects to determine their gift potential and develop and implement strategy and activities to cultivate/steward these individuals and foundations. Cultivate planned giving donors/prospects. Responsibilities to include a variety of activities such as providing program information to prospects and drafting routine correspondence.

#### **KNOWLEDGE/SKILLS:**

- Bachelor's degree in marketing, communications or related field and 4-6 years' related work experience or equivalent combination. Major gifts or other direct fundraising experience preferred
- Demonstrated experience using effective interpersonal skills, listening, diplomacy and tact to build strong relationships with donors, volunteers, and all levels of staff.

*Open positions at The Nature Conservancy (nature.org), Florida Chapter -- July 2007*

**Please respond by e-mail to Ann Brewin, [abrewin@tnc.org](mailto:abrewin@tnc.org).**



## Job and Other Important Information Also Available on GPN's Website

Four Openings at the Nature Conservancy  
(Continued)

**GPN is on the Web!**  
Visit [www.gpninc.org](http://www.gpninc.org)

### Philanthropy Assistant

LOCATION: Altamonte Springs, FL

#### ESSENTIAL FUNCTIONS:

Provide administrative support for Associate Directors of Philanthropy and other staff as assigned. Tasks include scheduling and managing logistics of internal/external meetings; preparing fund raising reports for staff; preparing correspondence with prospective major donors; arranging travel; expense reports; purchasing; using donor database to enter/update data and retrieve information; and assisting in producing special events. Frequent interaction with staff, Conservancy members, prospective major donors, Trustees, vendors, as well as staff in other Conservancy offices.

#### KNOWLEDGE/SKILLS:

- Bachelor's degree and 1 year related experience or equivalent combination, or high school diploma plus 2-3 years related experience or equivalent combination of experience.
- Demonstrated experience in MS Office, Word, and Excel. Will require basic database management skills and ability to produce reports. Ability to use advanced computer functions including navigating the internet. Strong organizational skills and attention to detail required.

The GPN website offers a wealth of information, including details about the organization and its meetings, conference, and membership. Here are a few highlights:

Employment opportunities (like the one in the left column) appear in the "Jobs" section at <http://www.gpninc.org/jobs.htm>.

Interested individuals may also peruse the GPN leadership volunteer opportunities posted on the website under "Committees" at <http://www.gpninc.org/committees.htm>.

Members should also access the regularly-updated "Members Only" section at [http://www.gpninc.org/members\\_only.asp](http://www.gpninc.org/members_only.asp). GPN's Membership Directory (currently being updated) and Bylaws are available via this link.

*Open positions at The Nature Conservancy (nature.org), Florida Chapter -- July 2007*

**Please respond by e-mail to Ann Brewin, [abrewin@tnc.org](mailto:abrewin@tnc.org).**

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



# Ongoing Opportunities to Share and Learn

## Request for GPN Members to Share Their Achievements

*A Message from Karen Cole (Grant Coordinator, Boys & Girls Clubs of Central Florida) . . .*

I have been a member of GPN for the past six years and during each of these six years Jean Hartsaw has done an outstanding job keeping track of all of our grant awards. This has enabled us, an annual basis, to show our community the value of the services we bring to our fellow citizens in Central Florida. Unfortunately, personal circumstances prevented Jean from being able to keep a full and complete record of all reported awards for the first six months of 2007. As the new GPN board member responsible for tracking this information, I need to ask each of you to please *gather up the information on every grant you have been awarded since January 2007 and e-mail it to me at [kcole@bgccf.org](mailto:kcole@bgccf.org)*. I would appreciate it if you would include the following information: **Organization, Grant Amount, Grantor, and Purpose of the Grant**. Just think -- you all get to brag about your successes one more time! Thank you so much for your understanding and assistance.



## Learn from September's Spectacular Speaker

Candace Marshall will represent the SunTrust Endowment and Foundation Trust Services Group at the September 26th meeting of the Grant Professionals Network of Central Florida. The meeting will occur at the Heart Florida United Way and will begin with networking at 8:45 a.m. followed by brief introductions. The program will begin at 9:00 a.m. This will be an opportunity for GPN members to learn more about the role SunTrust plays in relationship to local funders and foundations throughout Central Florida.

GPN extends its sincerest thanks to Barbara Howell (UCF College of Health and Public Affairs) for doing such a wonderful job as Activities Committee Chair and arranging such a great program for September's meeting! Please be sure to attend!

### September 2007

Sun	Mon	Tue	Wed	Thu	Fri	Sat
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						



# GPN Meeting Minutes

Wednesday, July 25, 2007

## Grant Professionals Network Membership Meeting Wednesday, June 6, 2007

Meeting was called to order at 8:56 am by President Jeannie Floyd. Welcome of guests Tammy Douglass of Help Now and thanking the Heart of Florida United Way for letting us have our meetings in their facility.

### Speaker

Margaret Linnane, Executive Director of The Philanthropy & Nonprofit Leadership Center at Rollins College. Topic: "Grant Seekers Roles & Responsibilities... and Tips on Staying in Touch with Trends & Best Practices."

"The topic is a bit deceiving, or at least sounds as if there are easy way for you to stay on top of the demands of your profession. It's not that simple, which is part of why you are active in GPN and why you're here today.

We are now living in the Technology Age, and technology has changed everything from how we work to how we think to how we relate. And the change is so very fast, we wonder if we are identifying "trends" or just "overnight sensations"? Technology is behind every change that you and I are experiencing in our lives, like it or not."

She also went on to talk about relationships with funders. Funders want to see your Strategic Plans and also your Business Plans. Funders are beginning to explore the possibilities of mission investing. More grantmakers are asking about "best practices" such as succession planning, conflict of interest policies and endowments.

Online submissions – creative writing has been valued, but it may go by the wayside for more technical writing.

Grantmakers are using the internet to learn about us, i.e. Guidestar. Karen Rayzor from Guidestar was at Rollins speaking about "e-Philanthropy and Fundraising". She shared the following stats:

- Online giving in 2005 reached an estimated \$4.53 billion.
- Individual donations made online exceed on-internet donations by 50%.
- 95% of daily internet users indicate they have made an online purchase
- Only 41% of nonprofit organizations offer online giving via their website.

Guidestar itself has 20,000 hits per day! That's people looking at your 990's. One key message was that your 990 needs a marketing plan. "Some members of the public rely on Form 990 as the primary or sole source of information about a particular organization."

Funders are also learning more about your organization by visiting your website. The lines between nonprofit and for-profit are blurring.

Grants are being vetted outside the foundation before anyone from the foundation takes a look at them.

Funders have the most current community data at their fingertips and they expect to see it in your proposals. You can't fall back on old information for very long or it will work against you. <http://www.myregion.org>

The grant profession is evolving to one that is more aligned with being a resource specialist for the entire organization. This requires more skills and knowledge on the grant professional's part (on a wide range of nonprofit topics and issues, not just proposal writing) which you gain through professional development and networking.



# GPN Meeting Minutes, Continued

Wednesday, July 25, 2007

## Keeping up with trends & tips –

- GPN membership
- Learn as much about fundraising overall – as your role evolves into that of a resource specialist.
- Take formal training & repeat over time – you may not get new information from the trainer, but from someone in the room.
- Identify your favorite proposal writing books.
- Identify your favorite websites
  - Charity Channel
- Sign up for e-newsletters
  - Nonprofit Times
  - Chronicle of Philanthropy
  - Philanthropy Journal
- Check out some blogs  
<http://grant-writing-resources.blogspot.com>
- Foundations – ask them what they're reading these days & how they keep up.
- Council on Foundations
- Regional Association of Grantmakers
- Donors Forum of Central Florida
- Giving Circles
  - Community Foundation of Central Florida
  - 100 Women Strong
- Multi-media resources
  - Public library
  - Philanthropy Center library
- Ask your friends and colleagues about their favorites.

Creative approach to keeping and maintaining relationships. Resource Specialist – getting and making the thinking of those in your organization to understanding that you can't just "write a grant". Foundations understand that you can be the partner who can present, question and build relationships along with the CEO of your organization.

## Outgoing President

Jeannie Floyd gave her outgoing message to the 2006-2008 Board of Directors, Committees and members –

What I know about grant professionals---Grant Professionals:

- *Go the extra mile.* Whatever it takes, whenever it needs to be done, you pull together the necessary people and information, build a strong case, communicate it effectively and submit a competitive, complete grant proposal....
- *Make a difference.* GPs touch many sectors of our community and address the greatest needs. Without them, where would our nonprofit organizations and governmental agencies be?
- *Are generous and unselfish.* GPs don't always get the credit for their efforts, but keep on giving through their talents and mission-centered motivation.
- *Continue their education* through professional associations, school and self directed learning. They are lifelong learners.
- *Understand that it's not about the money, but about people.* The programs and projects you propose are based on proven practices or strategies and serve a meaningful purpose that will benefit people.

At the last board meeting, she recognized and honored the 2006-07 officers, directors and committee chairs for their wonderful support this year.

- Louis Armstrong's song  
 I see trees of green, red roses too  
 I see them bloom for me and you  
 And I think to myself, what a wonderful world  
 I see skies of blue and clouds of white  
 The bright blessed day, the dark sacred night  
 And I think to myself, what a wonderful world...  
 I see people caring, people sharing...And I think to myself, what a wonderful world.
- Music wands – harmony

"I have been honored to serve as your president this year and have learned so much from all of you. Thanks for your support and please continue in support of Joel."



# GPN Meeting Minutes, Continued

Wednesday, July 25, 2007

## Installation

Margaret Linnane installed the 2007-2008 Board of Directors –

- President - Joel Henderson, Community Vision
- President Elect - Georgiana Tynes, Independent Consultant
- Treasurer - Cara Eule, H.O.M.E.
- Secretary - Melanie Campbell, Community Health Centers, Inc.
- Past President - Jeannie Floyd, Orange County Public Schools

## Directors

- Karen Cole, Boys & Girls Clubs of Central Florida
- Christine Lewis, Salvation Army
- Jana Parpart, Education Foundation - Osceola County
- Khadija Pirzadeh, Orange County
- Teresa Shipley, Orange County Public Schools
- Terry Zwicker, A. Zwicker Group, LLC

Jeannie Floyd then turned over the gavel to Joel Henderson.

"A leader takes people where they want to go. A great leader takes people where not necessarily want to go but ought to be."

~Rosalyn Carter

## Business Meeting

President Joel Henderson talked about what is working and what is not. He wants to keep it real and together we can learn, lead and laugh.

It was noted about the new location and the shape of the room.

Committee Chairs were announced:

- Activities - Barbara A. Howell, UCF College Of Health And Public Affairs
- Awards Breakfast - Teresa Shipley, Orange County Public Schools
- Communications/Marketing - Melanie Campbell, Community Health Centers
  - Sub Of Communications - E-Blast - Open
  - Sub Of Communications - Newsletter - Shannon Callahan, The School District of Osceola County, FL
  - Sub Of Communications – Web Site - Chris Howell, Center For Independent Living
- Conference - Co-Chairs: Melanie Campbell, Community Health Centers And Georgina Tynes, Independent Consultant
- Executive - Joel Henderson, Community Vision
- Finance – Open
- Legislative - Jeannie Floyd, Orange County Public Schools
- Grant Awards Reporting - Karen Cole, Boys & Girls Clubs Of Central FL
- Historical - Judy Bennett, City Of St. Cloud, FL
- Hospitality - Open
- Membership - Chris Howell, Center For Independent Living
- Nominating - Jana Parpart, Education Foundation ~ Osceola County
- Training - Open

Approval of the June minutes

Moved: Jeannie Floyd, Seconded: Georgina Tynes, Vote: Unanimous Approval

Approval of the Treasurer's report June

Moved: Pat Zahry, Seconded: Karen Beary, Vote: Unanimous Approval

Budget for the 2007-2008 year was present to the members it was already approved by the Board of Directors.

August Speaker – Peer Show & Tell (networking) – bring something that represents your organization (shoe, picture, etc.), best practices for those who are independent.

Grant Awards - Karen Cole had surgery so the list will go around.

## Old Business

None.

## New Business

Judy Bennett announced the Grant Resource Network of Osceola County are planning on having a one day conference on November 1, 2007 for beginners and advanced. They are still working on the costs, which will be around \$40-50.

Adjournment at 9:52 am

Respectfully submitted by Melanie Campbell, GPN Secretary 2007-2008



## Grant Professionals Network of Central Florida, Inc.

### Membership Renewal Dues Notice for New Fiscal Year July 1, 2007 – June 30, 2008

Renewal       New Member

Name	
Organization/Agency	
Address	
City, County, Zip Code	
Phone	
FAX	
E-mail	
Website	
*Agency Focus	

*\*New for roster (children, seniors, homeless, special needs, education, human services, etc.)*

**MEMBER TYPE** (Check one)

**Individual Membership** - (\$50) Individual members are entitled to all privileges of Grant Professionals Network of Central Florida, Inc. (GPN) membership including attendance at monthly meetings featuring guest speakers on topics of interest to grant seekers, the right to one vote and to hold office, discounts on training opportunities, subscription to the e-newsletter, listing in the membership roster on the GPN website, and more.

**Agency/Organization Membership** - (\$100) Agency/Organization GPN membership privileges extend to all employees in an organization's grant/development office. This includes attendance at monthly meetings featuring guest speakers on topics of interest to grant seekers, discounts on training opportunities, one agency/organization member listing in the GPN roster on the website, and more. Each member organization is entitled to one vote which may be cast by any eligible employee and one e-newsletter subscription which may be forwarded by the member of record listed in the membership roster. If you are subscribing with an agency membership, please other participating employees.

	Name	Phone	Email
1			
2			
3			
4			

**Student Membership** – (\$25) College students are eligible to join GPN and enjoy all the privileges of individual membership.

**PAYMENT TYPE** (Check one) Check # \_\_\_\_\_ Purchase Order # \_\_\_\_\_

Please make check payable to **Grant Professionals Network of Central Florida, Inc.** and mail payment with form to: **GPN, P. O. Box 532051, Orlando, Florida 32853-2051.**

**Please volunteer for a GPN committee:**

- |  |  |
|--|--|
| <input type="checkbox"/> Activities Committee        | <input type="checkbox"/> Legislative Committee |
| <input type="checkbox"/> Annual Conference Committee | <input type="checkbox"/> Finance Committee     |
| <input type="checkbox"/> Communications Committee    | <input type="checkbox"/> Training Committee    |
| <input type="checkbox"/> Hospitality Committee       | <input type="checkbox"/> Membership Committee  |