



Changing Central Florida One Grant at a Time

Network News

January Program

Tina Shepherd and Kari Conley Orlando Magic Youth Foundation

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The upcoming general membership meeting of the Grant Professionals Network of Central Florida, Inc. will feature **Tina Shepherd**, Youth Fund Manager, and **Kari Conley**, Director of Community Relations, Orlando Magic Youth Foundation (OMYF). The presentation will provide details about the OMYF and the Orlando Magic's community involvement (organization, players, etc.). More information about these ladies appears in the speaker profiles on the following page.

The Orlando Magic Youth Fund (OMYF) was founded in 1988. And in 1994, OMYF became a fund of the McCormick Foundation. It is truly a team effort by Magic players, coaches, staff and the DeVos Family, in partnership with our season ticket holders, corporate sponsors, fans and the community. The OMYF is committed to helping every child in Central Florida realize their full potential, especially those most at risk, by supporting programs and partnerships that empower families and change lives. Since inception, the OMYF has positively impacted more than one million children. Through private donations, fund-raising events and contributions from the Orlando Magic and its ownership group, more than \$13 million has been raised and distributed to non-profits that support OMYF's mission statement.

The **January 28th** meeting will occur at the Heart of Florida United Way Dr. Nelson Ying Center, 1940 Traylor Blvd, in Orlando. Networking and refreshments will begin at 8:30 a.m. with the call to order at 8:45 a.m.

The mission of the Grant Professionals Network (GPN) is to provide a collegial forum to facilitate training, resource development, leadership and networking opportunities for grant professionals.



January Speaker Profiles: Kari Conley and Tina Shepherd Orlando Magic Youth Foundation

Kari Conley serves as the Director of Community Relations for the Orlando Magic and has worked there for eight seasons. In this role, she oversees the strategic direction for player initiatives and their personal foundations, fundraising and charitable events and all aspects of school, community and league-wide programs, including the Magic Volunteer Program (MVP) and NBA Cares.

Prior to joining the Orlando Magic, Conley was responsible for implementing public relations and branding strategies at Carlman Booker Reis public relations agency and The Salvation Army National Headquarters in Washington D.C.

She received her Masters in Organizational Communication from Baylor University and her Bachelor of Arts degree from Samford University.

Conley serves on the boards for the Ronald McDonald House in Orlando, Valencia Community College Take Stock in Children, City of Life and the Children's Home Society. She is a past president of the Florida Public Relations Association Orlando Area Chapter and accredited in the field of Public Relations.

Tina Shepherd, who joined the Orlando Magic in August 2004, was promoted to Orlando Magic Youth Fund Manager for the Orlando Magic in July 2006.

Shepherd is responsible for managing communication and fundraising efforts related to the Orlando Magic Youth Fund. She is responsible for overseeing all fundraising opportunities, such as the Championship for Charity Golf Tournament and the Black Tie and Tennessees Charity Gala. Tina's role also requires her to increase awareness of the OMYF within the Central Florida community and manage all aspects of the OMYF grant process.

She received her Bachelor of Arts degree in Interpersonal Communication from the University of Central Florida in 2004.

Shepherd serves on the board of the Orlando Philharmonic Orchestra. She has been a Big Sister through the Big Brother Big Sister mentoring program for the last five years.



Exciting Training Opportunities !!

Rollins' Philanthropy and Nonprofit Leadership Center (PNLC) announces its training:

JANUARY

Finding Funding — Thursday, January 22

(Required for the Certificate in Proposal Writing)

Every organization strives to find the necessary funding to meet its mission. In order to be sustainable, nonprofits must diversify their funding sources. This introduction to prospect research includes ways to find potential funding partners using directories, periodicals, and online resources.

The New Form 990: Clearing Hurdles & Pitfalls — Tuesday, January 27

The new, revised Form 990 presents interesting hurdles, pitfalls, and opportunities for not-for-profit organizations and those who prepare their annual returns. This seminar surveys the changes and gives participants insight into how to best face the challenges of the changes. This seminar is interactive with analysis and case studies.

Gearing Up for Strategic Planning — Thursday, January 29

What do you need to know to successfully engage in strategic planning? Getting ready to tackle a new plan or update your existing plan requires thoughtful preparation. Learn to excite your board and staff about being part of a creative and dynamic plan.

FEBRUARY

The New ADA Amendment Act of 2008 — Wednesday, February 4

Are you knowledgeable about the new Americans with Disabilities (ADA) Amendment Act? It is anticipated that the new Act will result in increased litigation. Attorney Kay Wolf will take you through the basics of the ADA Act and the details of the new Amendment to help prepare you for what you need to know to be compliant.

First Steps in Fundraising — Thursday, February 5

(Required for the Certificate in Proposal Writing)

First impressions are critical to any relationship—they can open or close the door to further contact. With nonprofits relying on 12% or more of their funding from foundations, it is important that they learn how to build strong relationships using both the inquiry letter and the concept paper.

Steps for Starting a 501c3 — Monday, February 9

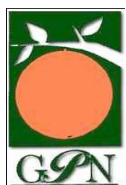
This session provides a basic overview of the steps for starting a 501c3 nonprofit corporation. Participants will receive practical information about mission/vision, board of directors, bylaws, realistic funding expectations, and the process for Florida state incorporation and federal government tax-exempt status.

Dialogue with the Donors — Wednesday, February 11

The Philanthropy Center is pleased to welcome Paul J. Luna, President and CEO, Helios Education Foundation, serving Arizona and Florida focused solely on education, and decided to enriching the lives of individuals by creating opportunities for success in postsecondary education.



• <http://www.pnlc.rollins.edu/> •



Exciting Training Opportunities !! (Continued)

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Measuring For Success Series: Outcome Evaluation and Reporting Formats — Tuesday, February 17

This first session we will review the benefit of implementing Outcome Base Evaluation into your agency. You will learn how you can be the catalyst in establishing realistic measurements that are respectful of your agency's clients, while also providing quantifiable data that reflects the difference your programs make. In addition, in this class you will practice writing outcome statements and begin to explore how to create a realistic reporting model for your programs.

Proposal Writing Series — February 19, March 5, March 19, April 2, April 16

This five-part series builds on the two prerequisite workshops, Finding Funding and First Steps in Fundraising, to give the attendee a complete grasp of what it takes to write an award-winning grant request. Beginning with the importance of building a strong and trusting relationship with the grantmaker, you will be guided through the process as you craft a proposal to submit at the completion of the series.

Telling Your Nonprofit's Story by Creating a Business Plan — Tuesday, February 24 - Part 1 of 2

Business plans are essential part of the 501c3 process, the IRS wants them and Funders are requesting them. Rather than just creating a document because you have to, this workshop will help you create a business plan that you will able to use in running your nonprofit.

Planned Giving: The Gift of a Lifetime — Wednesday - Friday, February 25 - 27

(Required for the Certificate in Philanthropic Fundraising)

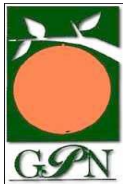
This two-and-one-half day workshop will introduce you to the concept of planned giving, how to establish and administer a planned giving program, and the legal and technical requirements and tax considerations associated with such planned giving instruments as charitable bequests (the centerpiece of a planned giving program), charitable gift annuities, charitable remainder trusts, insurance, gifts of real and personal property, and life estates and trusts.

2009 Central Florida Nonprofit Compensation & Benefits Survey

The 2009 Central Florida Nonprofit Compensation & Benefits Survey will be launched on February 9, 2009. For more information about the survey please visit the Salary Survey website at http://www.pnlc.rollins.edu/salary_survey09.shtml. The survey will report comprehensive data of nonprofit salary and benefits on over 100 positions including executive director, development director and volunteer manager. The 180 page CD-ROM report will be given free to participating nonprofit organizations. For more information, contact Brian Henties, Program Manager, at 407-9750-6414.



• <http://www.pnlc.rollins.edu/> •



Exciting Training Opportunities !! (Continued)

2008-09 GPN Trainings (Theme: Grant Professionalism)

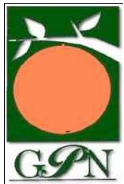
January News: GPN Training Held on Submitting Federal Grants via Grants.gov

On January 8th, the Grant Professionals Network of Central Florida, Inc. (GPN) held a morning workshop, *Submitting Federal Grants via Grants.gov*, at the Educational Leadership Center in downtown Orlando. Grant professional, Lilian Draisin of the Orlando Police Department, led the session. The 19 participants included eight GPN members and 11 potential members. The response was extremely positive, and the networking resulted in making meaningful connections for attendees with representatives from other nonprofits/agencies and through identifying potential funding sources. Lillian gave a comprehensive description and demonstration of Grants.gov, including how to register, strategies for preparing an application, and how to submit. Lilian gave excellent examples of how she approaches submission of law enforcement grant applications and highlighted aspects of the process that apply to all federal agencies. Teresa Shipley, Orange County Public Schools, also shared information on how to research funding sources online and her experiences with Grants.gov in submissions for education funding. The session was valuable for all attendees, both beginners and seasoned grant professionals.

UPCOMING EVENTS	
February 6, 2009 One-day conference	<p>UCF/GPN COMMUNITY PARTNERS NONPROFIT MANAGEMENT CONFERENCE</p> <p>On February 6th, the 8th Annual Central Florida Community Partners Nonprofit Conference, a collaboration between GPN and the UCF College of Health and Public Affairs, will focus on "Thriving Through Creativity." This one-day conference will be held at the UCF Rosen College of Hospitality Management from 8 a.m. to 4:30 p.m. For highlights of the agenda and to register, go to the GPN website at http://www.gpninc.org. (See the flyer on the next page.)</p>
March 10, 2009 11:30 am -12:30 pm	<p>Brown Bag Session Topic: COMMUNITY PARTNERSHIPS Presenter: Julie Tindall, City of Orlando Location: Heart of Florida United Way (Dr. Phillips Room, 1st Floor)</p>
April 8, 2009 11:30 am -12:30 pm	<p>Brown Bag Session Topic: USING LOGIC MODELS IN DEVELOPING GRANT PROPOSALS Presenter: Sara Sullivan, Consultant Location: Heart of Florida United Way (Dr. Phillips Room, 1st Floor)</p>
May 14, 2009 11:30 am -12:30 pm	<p>Brown Bag Session Topic: ETHICS IN GRANTSMANSHIP Panel led by : Jeannie Floyd, Orange County Public Schools Location: Heart of Florida United Way (Ted Crowell Room, 2nd Floor)</p>

Brown Bag Session NOTES: Attendees should be sure to bring lunch, but water will be provided. Brown bag trainings are free for GPN members and \$5 for non-members. To register, download and complete the appropriate brown bag registration form from the GPN Web site at <http://www.gpninc.org> and e-mail it to floydjg@gmail.com. If applicable, pay online by PayPal. You also may mail your registration with your check to GPN, P.O. Box 532051, Orlando, FL 32853. If you have further questions, contact Jeannie Floyd, GPN Professional Development Chair, at floydjg@gmail.com or call 407-496-3581.

Announcements and registration information are also available on the GPN website at <http://www.gpninc.org>.



Exciting Training Opportunities !! (Continued)

GPN Conference
<http://www.gpninc.org/conference/index.html>

SAVE THE DATE!

8TH ANNUAL CENTRAL FLORIDA
COMMUNITY PARTNERS NONPROFIT CONFERENCE

CO-HOSTED BY:



Thriving Through Creativity
Friday, February 6, 2009

8:00 am: Registration/Continental Breakfast
9:00 am: Key Note Presentation
10:45 am: Grant Writing- Beginning & Intermediate
12:00 pm: Lunch/Keynote Speaker
1:15 pm: Grant Management
2:30 pm: Keynote Speaker
4:00 pm: Closing Comments

Where: UCF Rosen College of Hospitality Management
9907 Universal Blvd
Orlando, Florida 32819

Registration Open
www.ce.ucf.edu/nonprofitconf



GPN Meeting Minutes

Wednesday, November 19, 2008

Grant Professionals Network Membership Meeting Wednesday, November 19, 2008

Meeting was called to order at 8:55 am by President Georgiana Tynes.

Chris Howell, introduced guests – Kim Courtney, Corri Ray, and Peggy Brockington.

Members then introduced themselves and what organization they represent.

Approval of the October minutes
Moved: Jeannie Floyd, Seconded: Judy Bennett,
Vote: Unanimous Approval

Committee Reports

Grant Awards – Lee Bailey passed around the book.

Professional Development Training – Jeannie Floyd told about the upcoming training and handed out flyer with more details for January – May 2009.

Conference – Melanie Campbell gave details about the February 6, 2009 conference - "Thriving Through Creativity" our collaboration with UCF and the Nonprofit Advisory Counsel. We will be coming up with three sessions. More details will follow in mid December.

Award Breakfast – There will be no meeting in December we will be having the Annual Awards Breakfast on December 10th at the Galloway Room at Rollins instead. The fee is \$18 and you will be receiving a formal invitation in the mail. Please mark your calendars. Award ballots were passed out and can be found on the GPN website.

Monthly Program – January's meeting will be the Orlando Magic Youth Foundation presented by Tina & Karen. February, there will be no meeting because of the conference. March's speaker will be Mark Brewer.

Introduced the Board of Directors, Directors and Committee Chairs.

Khadija Pirzadeh has to resign from the Board of Directors due to a job change. By a vote of the Board of Directors, Warren Lakhan will fill her position the Board.

Speaker

Joan Nelson, Vice President, Community Investment & Jahkiya Bell – Director of Community Investment from Heart of Florida United Way

Investing In Results – Heart of Florida United Way topic.

1. Prevention
2. Donors are investing in the community not just in the programs.

Since December 2006 HFUW has been working with a Steering Committee and UCF to do a comprehensive community study.

The Four Key Areas that have been Board approved are:

1. Developing Healthy Children & Families
2. Building Safe Communities
3. Improving Financial Stability
4. Alleviating Hunger & Homelessness



GPN Meeting Minutes, Continued

Wednesday, November 19, 2008

The next steps are as follows:

- Council members – those individuals who handle the money and are over the whole change.
- Cabinet members – strategies will be determined as to how the money will be spend in the focus areas. These individuals are community resources/experts.

Vision – Mobilizing community resources for lasting solutions that improve lives.

Currently funded programs going through transition to competitive funding over the next 3-5 years with the possibility of getting funded for multiple years.

Working towards the “root cause” of the issues.

Source Analysis

Performance Measurement – using Metrics & outputs & outcomes – adding community level.

RFP's will be issued sometime in January/February & anyone can apply & there is a also an ability to collaborate also. Measures will be included “root causes”. Expect about a three month turn around.

HFUW meeting with Commissioners in all three counties to get them on board with the changes.

Once strategies are announced then you might fit into one of the four key areas.

Moving from member to partner agencies if you get a grant.

Best program – best strategies will be funded – best fit.

Be patient while we roll out & try to understand we are using best practices.

Metrics Scoring System & you'll be screened all along the way –

1. Letter of Interest
2. 2-3 more steps to get to RFP
3. RFP will be due in 4 weeks from issue.

Business

Door Prize drawing – Pat Zahry won.

Adjournment at 10:17 am

*Respectfully submitted by Melanie Campbell,
GPN Secretary 2007-2009*



GPN Meeting Dates and Location

The location of GPN's general membership meetings is the Heart of Florida United Way Dr. Nelson Ying Center, 1940 Traylor Boulevard in Orlando. The facility is centrally located near the intersection of 441 and Princeton Street. (The specific space for GPN meetings is called the Dr. P. Phillips Community Meeting Room and is located on the facility's main / first floor.)

To adapt to United Way conference room availability, the meetings will be held the **fourth Wednesday of each month**.

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

- January 28, 2009
- February 6, 2009 — **Conference** (*in lieu of meeting*)
- March 25, 2009
- April 22, 2009
- May 27, 2009
- June 24, 2009

Editor's Corner

Please forward articles or news items for publication in the next issue to Shannon Callahan at callahas@osceola.k12.fl.us no later than **February 10, 2009**.

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

Shannon Callahan, Editor
GPN Network News



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