



Changing Central Florida One Grant at a Time

Network News

March Program

Mark Brewer

Community Foundation of Central Florida

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The upcoming general membership meeting of the Grant Professionals Network of Central Florida, Inc. will feature **Mr. Mark Brewer**, President/CEO, Community Foundation of Central Florida. The presentation will provide details about the *DonorEdge®*. More information about Mr. Brewer and *DonorEdge®* appear on the following pages.

2008-09 Officers

- Georgiana Tynes,
President
321-720-7729
- Bobi Bellows,
President-Elect
407-898-2483 x 26
- Melanie Campbell,
Secretary
407-905-8827 x 226
- Cara Eule, *Treasurer*
407-933-0870 x 235

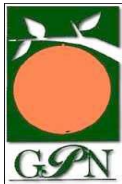
Directors

- Lee Bailey
- Chris Howell
- Warren Lakhan
- Devon Massot
- Jana Parpart
- Teresa Shipley

The Community Foundation of Central Florida is a public grantmaking foundation established in 1994 as a home for Central Florida philanthropists. Today, thanks to the generosity of hundreds of individuals, families and corporations, the Community Foundation has grown to hold nearly 400 named charitable funds with assets of more than \$50 million, and has awarded cumulative grants of more than \$17 million. By managing and investing donor funds, connecting donors with projects they felt passionate about and enabling donors to make informed decisions through research, the Community Foundation fulfills its mission of "Building Community by Building Philanthropy." Additional details are available online at <http://www.cfclorida.org/>.

The **March 25th** 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.



March Speaker Profile

COMMUNITY FOUNDATION *of Central Florida*

Mark Brewer is President and Chief Executive Officer of the Community Foundation of Central Florida, Inc. The Foundation's mission is to build community by building philanthropy, and it holds more than 400 charitable funds for individuals, families, businesses and nonprofit agencies across the region. He was selected as president and CEO, and joined the Foundation board of directors in 2000. By managing and investing donor funds, connecting donors with projects they feel passionately about, and providing research for donors to make informed decisions, the Community Foundation connects people with what they care about in the Central Florida regional community.

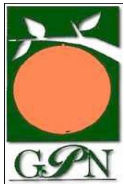
Mr. Brewer has earned respect for his ability to build community partnerships that meet issues head on and produce measureable results. He has worked with hundreds of individuals, families, and corporations to establish philanthropy plans, endowments, funding strategies, and planned gifts. More than 100 regional nonprofit boards have enlisted Mr. Brewer's assistance with strategic and scenario planning initiatives that include the use of endowed investments to sustain their organizations. Today, he is a well-known national speaker on nonprofit sector management and strategy, philanthropy's role in America, venture philanthropy strategies, and the role of the nonprofit sector in public policy. Mr. Brewer began his career in the media as a reporter, anchor, and journalist. His background includes more than a decade as a management and performance consultant in the nonprofit sector. Later, as a licensed investment professional, he assisted donors with estate and planned giving strategies.

Mr. Brewer plays a leadership role in a number of community initiatives and serves on several community boards including the Central Florida Partnership, Myregion.org, the Central Florida Homeless Commission, the Florida Philanthropic Network, and the Advisory Board of the Donors Forum of Central Florida. He has also served in leadership roles with the Association of Fundraising Professionals, the Central Florida Planned Giving Council, and is a past chair of the Florida Federation of Community Foundations. Mr. Brewer frequently advises private and corporate foundation grantmakers across the region.

Contact Information:

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www.cfcflorida.org





DonorEdge®

COMMUNITY FOUNDATION *of Central Florida*

The Community Foundation of Central Florida is elevating the exchange between Central Florida's donors and nonprofit organizations by bringing you . . .



Essential information. Smarter decisions. Powerful change.

DonorEdge® is ...

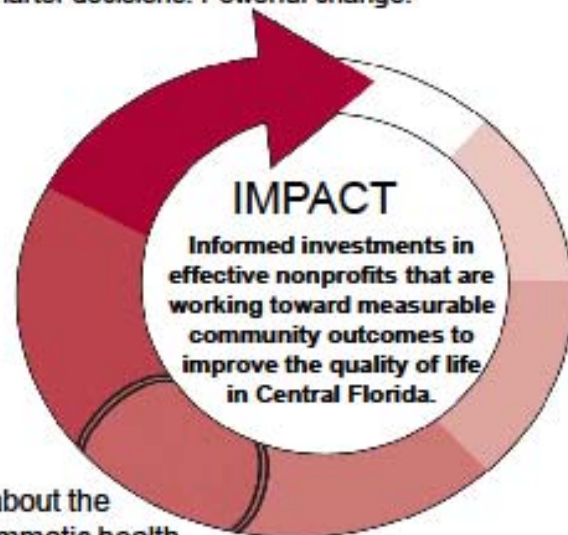
First and foremost a community leadership process.

It is designed to influence donors and the performance of nonprofits ...

...and is backed by a proven business method and a powerful online tool.

DonorEdge® ...

- Delivers web-based information about the financial, operational, and programmatic health of local nonprofit organizations
- Helps donors become more effective investors
- Creates a clear community conversation about nonprofit effectiveness and accountability
- Supports targeted improvements in nonprofit organizational capacity and effectiveness
- Enables donors, foundations and effective nonprofits to aim their collective effort at measurable community impact.



The Community Foundation of Central Florida is a public grantmaking foundation that was established in 1994 as a home for Central Florida philanthropists. Today, thanks to the generosity of hundreds of individuals, families and corporations who trust us as a partner in their philanthropy, the Community Foundation has grown to hold nearly 400 named charitable funds with assets of more than \$50 million, and has awarded cumulative grants of more than \$17 million.

For more information visit www.cfcentralflorida.org or call us at 407-872-3050



Exciting Employment Opportunities !!

Director, Grant Writing Activities / Grant Writer Heart of Florida United Way (HFUW)

Heart of Florida United Way is the largest provider of funds to critical health and human service programs serving central Florida. HFUW fundraising efforts ensure that quality health and human service programs are available for hundreds of thousands of residents of Orange, Osceola and Seminole counties. HFUW is currently seeking a Director of Grant Activities / Grant Writer to join the team.

Working with the President/CEO and Vice President of Community Impact, the Director of Grant Activities / Grant Writer will identify, prepare and procure health and human service grant opportunities to support the organizational needs of Heart of Florida United Way (HFUW) and Community Impact strategies. He/she will conduct ongoing research on health and human service secondary data and community-based research, review research findings, compile statistics and assist with tracking of Community Impact Performance Measurement Framework to support the work of Community Impact Council and Cabinets. He/she will also:

- Research and identify grant opportunities to support HFUW organizational needs and Community Impact strategies.
- Prepare and implement grant procurement timelines leading to successful grant applications.
- Conduct all aspects of grant submission process to include research, identification and coordination of internal and external collaborative partners, identification and collection of support letters leading to successful grant applications.
- Design policies and procedures, guidelines for reporting and grant evaluation processes necessary to track the execution of all successful grant contracts.
- Manage all grant contract report obligations to ensure timely and accurate submission of required reports.
- Research and collect community-level indicator data from a variety of sources to assist with Community Impact Performance Measurement Framework to track baseline trends related to community indicators and the HFUW's Community Impact initiatives.
- Produce written, tabular and visual materials for internal and external reports and presentations.

Qualifications:

The ideal candidate will possess a Bachelor's degree in the area of Behavioral or Social Services, Public Administration, Business Management, Organization Development, or equivalent experience (Master's degree preferred) ; 5+ years of grant writing experience; proven successful track record including government grants. This motivated team player will also possess the following skills, abilities and attributes: Strong existing computer skills with Microsoft Office, statistical software and general Internet and electronic communications, word processing, database and publishing software; Excellent communication skills; and Demonstrated organizational, follow-up, analytical and problem solving skills.

Benefits:

In exchange for hard work and dedication, HFUW offers: a competitive salary , medical insurance, dental insurance, 9 paid holidays, paid vacation, 401k, and a positive, fun working environment.

Applications:

To respond to this opportunity, please go to: <http://www.MyChoiceEngine.com/Role/44339>

Job Opportunity: Organization Seeks Independent Grant Writers

Independent Grant Writers in GPN who are interested in the following job opportunity should please contact Deb Ward at debor21727@aol.com for more details.

Gundersen Lutheran is preparing to write the grants from the stimulus package that match its projects. The organizations intends to create a list of people who have expertise in federal grants (and healthcare preferred but not required). Potential funding areas include energy, telemedicine, and health information technology. Proximity to Wisconsin is great but not necessary. If you are interested or know of others who might be interested, please send Deb Ward their names and a contact phone or email as soon as possible.



Exciting Training Opportunities !!

AFP Panel Discussion — “How can we get them to love us more?”

The AFP (Association of Fundraising Professionals) Central Florida is hosting a Panel Discussion (“How can we get them to love us more?”) with Grant Writers and Funders on **April 15, 2009**. This great opportunity allows GPN to further its mission of providing a collegial forum to facilitate training, resource development, leadership and networking opportunities for grant professionals by partnering with AFP to further professional development for grant writers. There are so many new nonprofits being represented every month at these growing AFP meetings.

GPN members have been invited to attend this event at a discounted price (\$20/lunch and panelists at no charge). Register on-line for that meeting on Wednesday, April 15th, from 11:30 a.m. to 1:00 p.m. at the Winter Park Civic Center. For registration and directions, access <http://www.afpcentralflorida.org/calendar.asp>.

The panel discussion will feature professional, well-spoken, and knowledgeable panelists in various areas: arts, education, social services, health, etc.

The Program will consist of various panelists, including 2 Grant Writers.

Teresa Douglas Shipley, Manager, Grant Services—Orange County Public Schools

Teresa Douglas Shipley is an administrator with Orange County Public Schools serving as manager in the Grant Services office. Teresa earned both her bachelor's degree in Criminal Justice and her master's degree in Public Administration from the University of Central Florida where she was recently honored as a Lifetime Alumni Member due to her efforts for the university and its alumni association. Teresa retired from the Orlando Police Department in 2003, after 21 years of service. Her assignments at the Department included serving as a school resource officer, project management, grants management, planning and implementation for the Orange County Truancy Center, Gang Resistance Education and Training (GREAT), Department of Transportation grants, and numerous state and federal grants. Today, Teresa continues her quest to "keep on giving". She considers her most important roles to be that of wife, mother of three and active community volunteer. Teresa's community commitment has included Chairperson, Grant Professionals Network of Central Florida Communications and Marketing Committee; Vice President, Florida Association of School Resource Officers; Vice President, Literacy Volunteers of America in Central Florida; Vice President, League of Women Voters; and Board Member, Lighthouse Central Florida. Teresa has committed herself to Lighthouse Central Florida because of the many great things Lighthouse/CITE provided her mother who was a CITE graduate.

Phone: 407.317.3200, ext. 2748. E-mail: shplet1@ocps.net

Barbara Howell M.A., C.R.A., Coordinator Research Office, Public Administration Instructor, University of Central Florida (UCF) College of Health & Public Affairs

Barbara Howell, MA, CRA, is an Instructor and Coordinator of Research for the College of Health and Public Affairs (COHPA) at the University of Central Florida. She holds a national certification as a Research Administrator. Howell teaches Grant writing and Contract Management in the Nonprofit Management Masters program. As the Coordinator of Research for COHPA, she is responsible for identifying appropriate funding sources; assisting faculty with all facets of proposal development including, writing, editing and budgeting; and, management of awards. She has over 20 years of experience in the nonprofit sector, and an extensive track record of successful grant awards.



Exciting Training Opportunities !! (Continued)

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Wednesday, April 15, 2009

11:30 a.m. - 1:00 p.m.

Winter Park Civic Center

<http://www.afpcentralflorida.org/calendar.asp>

The panel discussion will feature professional, well-spoken, and knowledgeable panelists in various areas: arts, education, social services, health, etc.

The Program will consist of various panelists, including 2 Funders.

Melanie Cianciotto, Vice President, SunTrust Bank Institutional Investment Management Administration

Melanie Cianciotto joined SunTrust Bank in 1996. Melanie joined the Institutional Investment Management Administration group in 2005. Previously, Melanie was a Relationship Manager in Personal Trust specializing in the administration of IRA accounts. Melanie joined the Institutional Investment Management Administration group as a Client Manager responsible for the administration of various endowment and foundation accounts, as well as investment management accounts for not-for-profit organizations.

Deborah Hessler, Corporate Secretary & Program Officer, Edyth Bush Charitable Foundation, Inc.

Mrs. Hessler joined the Foundation in 1981. As Program Officer, Deborah is involved in every aspect of the Foundation's grant making, from identifying quality programs in the area to administering grants. She serves as a guest speaker, participates in the "Volunteer Executive" program at the Philanthropy and Nonprofit Leadership Center at Rollins College, and is a member of the Women's Resource Center Board. Her love of Central Florida guides her to volunteer as a mentor at the local high school, fundraise for a worthy cause, or lead a youth organization committee. She and her husband raised their two sons in Orlando. A graduate of Rollins College, Deborah holds a B.S. in Corporate Communications and Business Management.



Exciting Training Opportunities !! (Continued)

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

MARCH

Planning Ahead: Executive Succession — Thursday, March 19, Thursday, April 16, & Thursday, May 7

This three-part workshop is designed for organizations with long-term CEOs who are preparing for an executive transition. Teams from each organization (CEO, Board Chair and another board member) will be guided through an executive succession readiness process. They will conduct an organizational assessment, a board self-assessment, and create a succession plan. They will also learn about the transition issues for a founder/long term executive director and how to address those issues.

APRIL

Fundamentals of Successful Fundraising (Required for the Certificate in Philanthropic Fundraising) — Wednesday & Thursday, April 22 & 23 and Wednesday & Thursday, April 29 & 30

The cornerstone of the Certificate in Philanthropic Fundraising, this workshop, designed for those at beginner or intermediate levels of fundraising experience, covers the scope of fundraising vehicles and techniques used to gain the resources for nonprofit success.

Volunteer Managers Academy — Tuesday, April 28 & Wednesday, May 6

Volunteer managers need a variety of skills in order to guarantee that their nonprofit is able to accomplish its mission. This two-day workshop is designed for volunteer managers who wish to earn a Certificate in Volunteer Management. Participants will learn techniques for recruiting, training, placing, retaining and rewarding volunteers as well as ways to increase the teamwork with staff. They will learn the necessary elements for creating a volunteer manual.

PNLC Proudly Presents "THE MENTOR CONNECTION"

Have you considered becoming a mentor?

Mentoring is one of the most significant ways that you can impact the life of a young grant professional. The Rollins College Philanthropy & Nonprofit Leadership Center (PLNC) seeks **mentors** to motivate and coach participants in its Proposal Writing series. The five-part proposal writing series gives participants a complete grasp of what it takes to write an award-winning grant request. Each mentor will come face-to-face with a participant who needs feedback on his/her written proposal. The review involves assessing strengths and weaknesses of the proposal, as well as sharing successful skills to complete the grant proposal. GPN members are encouraged to get involved in the Mentor Connection by reviewing a proposal and meeting with the creator on **Thursday, April 16, between 9:30 and 11:30 am.**

Special training is not necessary . . . Mentors need only the willingness to care and spend time with someone who needs them.

Call **Lee Bailey**, PLNC Program Manager, at **407-975-6414**.



• <http://www.pnlc.rollins.edu/> •



Exciting Training Opportunities !! (Continued)

2008-09 GPN Trainings (Theme: Grant Professionalism)

UPCOMING EVENTS

April 8, 2009 11:30 am -12:30 pm	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)
May 14, 2009 11:30 am -12:30 pm	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)

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.

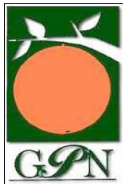
Announcements and registration information are also available on the GPN website at <http://www.gpninc.org>.

Grant Writing and Grant Management Training Offered in Central Florida

Learn how to stay in compliance with grant management regulations and laws by attending **Grant Writing USA's** two-day Grant Management Workshop presented in partnership with the Disney Entrepreneur Center in Orlando on **May 4-5, 2009**. If your agency receives grant funds, this training is for you.

Grant Professionals Network of Central Florida members will receive a \$100 class discount—please use code **"GPN"** at time of registration. Seating is limited, online reservations are necessary. For more information visit:

<http://grantwritingusa.com/events/manage/orfl0509m.html>



8th Annual Central Florida Community Partners Nonprofit Conference WRAP-UP 2009



On behalf of the Grant Professionals Network of Central Florida, Inc. (GPN), we want to thank all of our sponsors, speakers and attendees for making this year's partnership conference, 'The 8th Annual Central Florida Community Partners Nonprofit Conference' hosted by UCF Non Profit Advisory Board and GPN, a success. It occurred on Friday, February 6, 2009 at the Rosen College of Hospitality Management in Orlando, FL. The theme was – Thriving Through Creativity! This year's content was chosen with the goal of encouraging and supporting non-profit professionals, including grant writers. The result drew strong supporters of the Grant Professionals Network, including many in past positions of leadership with the organization.

A few of the Sponsors included:

Monetary and Scholarships

- Darden Restaurants Foundation
- Community Foundation of Central Florida
- Rollins College Philanthropy and Nonprofit Leadership Center

In-Kind

- Chronicles of Philanthropy
- The Non-Profit Times

Thank you all for your continued support over the years!

Barbara A. Howell and Ms. Aretha Olivarez deserve special thanks for participation as speakers at the conference.

- Barbara A. Howell, M.A., C.R.A. and Coordinator Research Office, Public Administration Instructor at UCF College of Health & Public Affairs delivered a presentation on "Grant Writing: Beginning & Intermediate," which was hands-on and covered essential models and documentation necessary for making grant proposals competitive at the beginner or intermediate level.
- Aretha Olivarez, President of Multiplying Talents, delivered a presentation on "Grant Management," which mapped out best grant management techniques, including the importance of self-management for successful grant writing.

Both workshops were engaging and informative, and we received positive comments on both of these presentations, which added to the success of this year's conference. We appreciate the time each of you who attended took from your schedule to support GPN.

The conference was sold out at 167 people! This demonstrates the need GPN fills in offering affordable capacity building conferences to non-profit professionals, including grant writers in the Central Florida area. We had a great team working on the conference, and we are delighted that the conference helped attendees learn how to 'Thrive' in these tough economic times. Please take a moment to go to the GPN website (<http://www.gpninc.org>), view the video on the conference, and read the article about the other workshops and presentations. Pictures are also available on the COHPA homepage (<http://www.cohpa.ucf.edu/NonprofitConference09.htm>) - click on the picture with the heading for the conference. Thanks!

Sincerely,

Melanie Campbell, Conference Chair
Georgiana Tynes, GPN President

GPN Conference

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



Funding Opportunity !!



Central Florida

Women's Resource Center

WRC supports the community by recognizing the power of women; celebrating women's achievements; connecting with other women's organizations; and identifying, impacting, and supporting women's social, educational, health, political, economic, spiritual, and artistic issues.

2009 Summit Impact Grants Request for Proposals

APPLICATION FORM

Proposals up to \$5,000 are being accepted from non-profit 501(c)(3) organizations located in Orange, Seminole, Osceola, or Lake counties. Grants will be made to fund programs which are designed to support the education, prevention, and issues related to sexual assault.

COVER PAGE

Please provide the following information. You may either use a typewriter to fill out this Cover Page for submission, or you may recreate this page on your computer, using the same headings listed below. Please be sure to number the pages in your application. Do not staple or clip pages, and do not bind pages in a folder. Multiple copies of your application will be made upon receipt by WRC. Authorized officer must sign application. Application will be accepted by mail. Application must be postmarked no later than July 1, 2009. Faxed applications will not be accepted.

AGENCY NAME

Address:

Phone:

Fax:

Contact Person:

Title:

Email Address:

Requested Amount and Grant Purpose:



Funding Opportunity !! (Continued)



Central Florida

Women's Resource Center

APPLICATION FORM

PROGRAM QUESTIONS:

1. Please describe the services your organization is currently providing to women for which you are seeking funding. Include those that apply:
 - a) Unduplicated number of persons served
 - b) Description of clients (demographics, location, etc)
 - c) Types of services offered
 - d) Expected duration of services (3 months, 1 year, indefinite)
 - e) Estimated total number of clients to be served with grant funds
2. Who from your organization is providing these services? (staff, volunteers, mix)
3. How do clients access your services?
4. What is your referral plan for services that you cannot provide to clients?
5. How are you working with other providers in the area to minimize duplication of services? How do your efforts complement those of other agencies?

REQUEST BUDGET QUESTIONS:

1. How much has your organization already spent to provide services to these clients?
2. How much has your organization raised on its own or received from other sources to provide services?
3. What is your plan to raise funds in order to continue the services?

ATTACHMENTS CHECK LIST

- 501 (C)(3)
- Most Recent Audit and/or IRS-990
- Organization Budget and Program Budget
- List of Top 5-10 major sources of funding in current budget year
- Board List

Application should be addressed to:
 Central Florida Women's Resource Center
 PO Box 568905, Orlando, Florida 32856-8905
 Phone 407-426-7960 Fax 407-426-9261 www.wrc-online.org



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:

- 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 **April 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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