



Changing Central Florida One Grant at a Time

Network News

Upcoming Meeting

GPN NEEDS MEMBERS' FEEDBACK

Inside this issue:

May Meeting	1
Employment Opportunities	2
Call to Serve	3
Training	4
April Meeting Minutes	6
Meeting Dates	7

2009-10 Officers

- Bobi Bellows,
President
407-376-6362
- John O'Connor,
President-Elect
407-430-7102
- Francina Dubose, MNM,
Secretary
407-365-7677
- Devon Massot,
Interim Treasurer
407-975-6414

Directors

- Lee Bailey
- Nikisha Bronson-Hunter
- Lillian Drasin
- Chris Howell
- Noreen Levitt
- Devon Massot

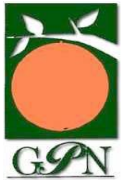
The upcoming general membership meeting of the Grant Professionals Network of Central Florida, Inc. will feature open discussion of a very important issue. The letter below explains the matter involving the American Association of Grant Professionals (AAGP).

Dear GPN Members,
Are you interested in raising your own personal level of professionalism and reputation along with GPN's national presence? If so, please respond by letting us know if you are already a member of AAGP or have been thinking of joining. GPN has an opportunity to become an affiliate chapter of AAGP and needs to know if this is of interest to GPN members. Tell us what you think! The May monthly meeting will be an open forum for discussing a possible affiliation to AAGP. Please plan to come to the May meeting for networking, and for helping GPN decide how best to represent itself in the future.
Thank You,
GPN Board of Directors and Officers

The American Association of Grant Professionals, a nonprofit membership association, builds and supports an international community of grant professionals committed to serving the greater public good by practicing the highest ethical and professional standards. Since its inception in 1998, AAGP has grown rapidly. With over 1,200 current members internationally, the opportunities and benefits of membership continue to attract people from all over the globe. In the spring of 2004, Birmingham, Alabama became the first city to form a local chapter. In the year following, additional chapters were formed. The process of local involvement and self determination is an important benefit of membership. Additional details are available online at the organization's website (<http://grantprofessionals.org/>).

The **May 26th** 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.



Exciting Employment Opportunities !!

Grant Writer



Fundraiser Manager

We seek a grant writer to write various federal, state, county, city, corporate and foundation grant applications. This position will conduct research, promote community awareness, etc.

Requirements:

- Responsible for conducting the full range of activities required to prepare, submit, and manage grant proposals.
- Perform prospect research on foundations, government and corporations to evaluate prospects for corporate and foundation grants.
- Understand budgets and cash flows
- Comply with grant reporting as required by donors.
- Understand the scientific and educational industries
- Provide stewardship to current donors, including work with Grants & Research Manager to provide regular written updates (newsletters etc) to corporate and foundation donors.
- Understanding of institutional history and programs.
- Assist with other fundraising projects as requested

Knowledge and Skills:

- Strong written communication skills; ability to write clear, structured, articulate, and persuasive proposals.
- Strong editing skills.
- Attention to detail.
- Ability to meet deadlines.
- Knowledge of fundraising information sources.
- Experience with proposal writing and institutional donors.
- Knowledge of basic fundraising techniques and strategies.
- Knowledge and familiarity with research techniques for fundraising prospect research.
- Strong contributor in team environments

Qualifications:

- Minimum of two years experience with grant writing.
- Previous experience with non-profit fundraising.
- Understand budgeting
- Experience working in deadline-driven environments.
- Understand the scientific and educational industries

Application Instructions

We invite you to email your resume (must be detailed), cover letter, samples of grants, and three references. Email: personnel@biovoyage.org

• A Manager for the Organizational Fundraising...we are seeking not only our first, but results-oriented, and target driven individual to become our fundraising leader. In addition, you must be an initiator; creative thinker\doer; and eloquent speaker.

• A stable well-grounded scientific educational organization seeks a leader for its brand new fundraising department. You will lay the foundation for growth, expansion and global impact for years to come. As the Leader, you will provide guidance, develop and implement strategies and develop partnerships with governments, schools, school boards, corporations, universities, and other entities to ensure that these organizations have demonstrable business fits.

• You will be the diplomatic, ambassador, persuasive, motivating and influential professional senior fundraising manager with a proven track record in the development and delivery of supporter-focused strategies. You must be a seasoned professional; results-oriented and success driven individual.

• You will promote awareness and understanding of our educational and research programs, and corporate fundraising throughout the various communities, and have the ability to communicate effectively and persuasively at all levels internally and externally.

• As Head of Corporate Fundraising, you will be responsible for creating detailed budgets; strategies; partnerships; objectives; plans; forecasting; effective and convincing communications and other tools that are critical for the organization to succeed in its fundraising efforts. As the leader, you will maximize return on investment.

• The Leader will be either an existing corporate fundraiser with a proven track record or someone with equivalent skills. Excellent communication and presentation skills are essential. Further, our Fundraiser Leader will develop warm contacts as well as researching, approaching and developing new business for one off and annual income from corporate clients. Knowledge of the voluntary sector would also be a plus.

• This position is immediate and urgent so if you are interested, please send a detailed cover letter, your resume, professional references, and a brief outline in strict confidence. We are committed to equality in the workplace and are an equal opportunity employer. We encourage all (male, female, handicap, race, etc) interesting individuals to apply. Email: personnel@biovoyage.org

* The Dr. Phillips Center for the Performing Arts is currently seeking a Freelance Grant Writer. For more information, please contact C.J. Davila at 407-839-0119 or cj@drphillipscenter.org.

* Job descriptions for the following openings are available at <http://www.gpninc.org/jobs/index.html>:

- Grant Manager, Orlando Health
- Development Director, ANNIKA Foundation
- Development Associate/Grant Writer, Nature Wise, Inc.



Call to Serve from the 2009-10 President Elect

GPN Officers, Directors, and Committee Chairs and Members

May 7, 2010

Officer Positions

The following positions are open for the next fiscal year. In the case of committee chairs, these positions can be filled now. This is an opportunity to bring your skills and your ideas to the organization.

The **president elect** is especially important. The person in the position assists the president and learns the processes involved in leading the organization. A valuable and interesting perk of the president elect position is membership in Leadership Orlando. Leadership Orlando is an eight-month program that meets once a month. It is sponsored by the Orlando Regional Chamber of Commerce and, as the leader of the group I participated in wrote:

This will be an opportunity to learn and, just as important, to share in the community where we live, work and play.

This is not the traditional model of community leadership programs. Leadership Orlando is fluid, innovative and more relevant to the current issues of the day. Information will be blended with experiences that will enhance your understanding of our larger community and your role as a leader.

My experience with Leadership Orlando was far beyond my expectations and unlike any group or leadership activity I have been involved with. It is a tradition that GPN pays the high cost of the program so the president elect can participate in a very broad and deep program that brings leaders in the Orlando area together to learn about, and become involved in, the many activities and issues that go on around us every day.

We will have an **election at the next general meeting on May 26th** for the position. Please send me an email telling me that you are interested in serving in the position.

We have a person who has volunteered to be **Treasurer** for next year. This is an elected position and anyone else interested in the position should let me know by email and the election will be on May 26th.

Board of Directors

Members of the board of directors serve two-terms. There are six directors and three positions open up every year. This is an opportunity to influence the organization and bring your experience and skills and ideas to the organization. The board members are the core of GPN. Their dedication, experience, and fresh ideas keep the organization strong and innovative from year to year. There are at least four board meetings a year and ad hoc committee meetings will be held to discuss specific issues.

We need at least three people (or more) to volunteer for the positions and stand for election this month. Please email me that you would like to be on the ballot.

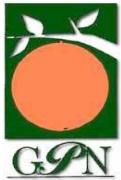
Committees

We have opening for chairs of the following committees:

- **Hospitality** - This sub-committee of the membership committee makes arrangements for membership meetings that include establishing the location and refreshments. We need two people for this committee so the responsibilities can be shared. If we don't have people to handle this committee we don't have coffee and muffins for our meetings.
- **Conference** - I am going to recommend to the board of directors that a conference committee be created to study the feasibility for the regional conference that GPN sponsored in the past along with other local organizations to be held again in the future. This committee is an ideal place for a member who is interested in GPN maintaining a leadership role in regional activities. We will need members for the committee to support and plan the effort.
- **Legislative** - This committee has not been active in recent years. Considering the political and budget climate at all levels of government, this is an important listening post. A person who enjoys observing the political process and reporting on the impacts that the legislature has on the nonprofit community would be an ideal chair for this committee.

We have many members who are interested keeping GPN a strong, well informed, and effective organization. Now we are asking you to step forward and join the team of other committee chairs and officers and directors to continue and enhance the professionalism that is the heart of our mission.

John O'Connor , President Elect
407-430-7102 / john@jpoconsulting.com



Exciting Training Opportunities !!

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

Coming in JUNE

- 6/3 - Leaders Series Breakfast: Preparing for Disaster*
- 6/4 - Legal and Ethical Issues for Nonprofit Boards*
- 6/8 - First Steps in Fundraising*
- 6/16 - Leaders Series Lunch: Cause Marketing - Making a World of Difference*
- 6/23 - Understanding Endowments*



Rollins College
*Philanthropy & Nonprofit
Leadership Center*

- <http://www.pnlc.rollins.edu/> •

Martin L. Bell Scholarship Award

Rollins MBA program is currently accepting pre-applications for the Martin Bell Scholarship in late April. This year's Martin Bell Scholarship will be a full scholarship to the Rollins Saturday MBA program. Rollins annually provides funds for the Martin Bell Scholarship to be awarded to a senior-level executive of a nonprofit organization. The recipient will be selected based upon leadership qualities, performance, contributions to the community and future career objectives. To be considered for the Martin Bell Scholarship, please download and complete the Martin Bell Pre-application form. Please e-mail the completed form to Jana Allen at jallen@rollins.edu by June 30, 2010.



Signature Grantsmanship Training Program

Dates: July 19-23, 2010

Location(s): Florida A&M University (FAMU), Tallahassee, Florida
OR
Hillsborough Community College, Tampa, Florida

The Grantsmanship Training Program is a comprehensive, hands-on workshop that covers the complete grant development process, from researching funding sources to writing and reviewing grant proposals. More than 110,000 nonprofit and government personnel have attended this fast-paced, five-day workshop, which is followed with a full year of membership support services. During the workshop, participants learn The Grantsmanship Center's proposal-writing format, the most widely used in the world. In addition to practicing advanced techniques for pursuing government, foundation, and corporate grants, participants work in small teams to develop and then review real grant proposals. Participants exit the class equipped with new skills, new professional connections, and follow-up services for one year, including professional proposal review, access to The Grantsmanship Center's exclusive online funding databases, and an array of other benefits. Many also leave with proposals that are ready to polish and submit. Tuition for the Grantsmanship Training Program is \$895 (\$845 for each additional registrant from the same organization). To ensure personalized attention, class size is limited to 30 participants. To register online, to learn about scholarship opportunities for qualifying organizations, or to obtain more information, visit <http://www.tgci.com/gtprtraining.shtml>. Or call The Grantsmanship Center's Registrar at (800) 421-9512.



Exciting Training Opportunities !! (Continued)

United Arts is offering two workshops in June:

June 1, 6:00 – 7:30 pm Wayne Densch Performing Arts Center, 203 S Magnolia Ave, Sanford

- Organizational Project Grants from United Arts

June 11, 9:00 am – 12:30 pm Holocaust Memorial Resource & Education Center, 851 N Maitland Ave, Maitland

- 9:00 – 10:30 Cultural Tourism Funding from Orange County Arts & Cultural Affairs
- 10:30 – 11:00 Mayor's Matching Grants from City of Orlando
- 11:00 – 12:30 Organizational Project Grants from United Arts

* RSVPs required two business days in advance of each workshop to Mary@UnitedArts.cc or 407.628.0333 x32; some workshops may be cancelled due to lack of RSVPs.

For more information on:

- Cultural Tourism Funding from Orange County Arts & Cultural Affairs, go to www.UnitedArts.cc (click on Programs, then Grants, then Cultural Tourism) or contact Trudy Wild at 407.628.0333 x23 or Trudy@UnitedArts.cc (also send to: julie.tindall@cityoforlando.net).
- Mayor's Matching Grants from City of Orlando, go to <http://www.cityoforlando.net/executive/nca/grants/grants.htm> or contact Julie Tindall at 407.246.3275 or julie.tindall@cityoforlando.net.
- Organizational Project Grants from United Arts, go to www.UnitedArts.cc (click on Programs, then Grants, then Organizational Project Grant) or contact Mary Giraulo at 407.628.0333 x32 or Mary@UnitedArts.cc.





GPN Membership Meeting Minutes

Wednesday, April 28, 2010

The meeting was called to order at 9:10 a.m. by President Bobi Bellows.

Approval of the March Meeting Minutes

Motion by: Jana Parpart, Seconded by: Georgiana Tynes; the vote was unanimously approved.

Speaker

Bobi introduced the speaker, Ms. Lisa Portelli of the Winter Park Health Foundation.

Ms. Portelli stated that she has 27 years of experience with the nonprofit sector and eight years with the Winter Park Health Foundation. She expressed that she has a diverse background and worked in various areas of nonprofit organizations.

Ms. Portelli explained that the WPHF funds projects that impact or create health related policy changes and educate decision makers. The WPHF has the following three areas of focus:

- **Children & Youth**
- **Older Adults**
- **Community Health Policy**

Ms. Portelli gave the history of the WPHF and the history details can be found on Lisa's power point presentation* at GPN's website. WPHF accepts proposals in the following manner:

- Proposals accepted by invitation only
- Request for concepts and invitation to apply
- Staff serve on a variety of boards, committees and community-based projects

Ms. Portelli presented information titled: Adapting to Economic Climate Change by David Odahowski, President of the Edyth Bush Charitable Foundation.

Nominations/Committees

John stated that GPN has some very important positions that are open to anyone interested in becoming engaged and more involved in community activities. He stated that openings include: President-Elect, Treasurer, and Directors. John stated that the President-Elect is exposed to various opportunities to learn much more about the region and the community through an eight month leadership program where GPN covers the cost to attend.

Committee openings include: Chair/Lead Person for the Hospitality, Conference, E-Blast and Legislative Affairs.

The group was reminded of the American Association of Grant Professionals (AAGP) conference to be held on November 3 - 6, 2010 in St. Petersburg, Florida. Bobi stated that a task force has been appointed to review and consider GPN becoming an affiliate of AAGP. Becoming an affiliate of AAGP would offer various benefits, including allowing GPN members to gain greater recognition and at a higher level. In addition, affiliating with AAGP would allow GPN members to register for this year's conference paying the member's fee versus the full non-member fee.

Brown Bag Sessions

May 11th - topic: Grants Management by Bobi Bellows at 11:30 a.m. - 12:30 p.m. in a meeting room at the United Way building. Members and non-members can register on the GPN website.

May General Meeting

Kyle has to confirm that Mr. Hubbard will be presenting for our May meeting. If Mr. Hubbard is not available, Bobi stated that we may have the task force present their findings of their review and consideration for GPN to become an affiliate of AAGP.

Bobi stated that May 14th is the last GPN board meeting.

Monthly Grant Awards and Totals Collected

The grant award book was passed around for the information to be recorded.

Collaborative Sharing and Announcements

Kyle announced again that the Salvation Army is celebrating their 90th anniversary. May 14th they are having Open House and welcome all to attend.

John acknowledged the visitors and each visitor gave a brief introduction. There were five visitors in the meeting, some of the visitors also joined and are now members. One visitor, Andrea Hendry, was a representative from Congressman Grayson's Office. Andrea stated that she will prepare letters of support and guidance to those who request it from her. Her phone number is 407-841-1757 and her email address is: andrea.hendry@mail.house.gov.

Door Prize Drawing/Adjournment

Jennifer won the door prize.

The meeting was adjourned at 10:21 a.m.

*Respectfully submitted by Francina Dubose, GPN Secretary
2009-2010.*



GPN Meeting Dates and Location

The primary 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 (*unless otherwise noted*) and is located on the facility's main / first floor.

The meetings occur on the **fourth Wednesday of each month** (*unless otherwise noted*).

The current fiscal year (July 1-June 30) meeting dates include:

- **November 25, 2009** (*Cancelled Due to Holiday*)
- **December 16, 2009** (*No Meeting — AWARDS BREAKFAST*)
- **January 20, 2010**
(*Rescheduled & Relocated to Ted Crowell Room*)
- **February 24, 2010**
(*Will occur at Rollins College*)
- **March 24, 2010**
- **April 28, 2010**
- **May 26, 2010**
- **June 23, 2010**

Editor's Corner

Individuals should please forward articles or news items for publication in the next issue to Shannon Callahan at callahas@osceola.k12.fl.us by **June 10, 2010**. The editor sincerely thanks everyone who contributed to this month's issue of *GPN Network News*!

Shannon Callahan, Editor

