



Changing Central Florida One Grant at a Time

Network News

April Program

Lisa Portelli

Winter Park Health Foundation

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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,
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407-975-6414

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- 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 **Ms. Lisa Portelli**, Program Director at the Winter Park Health Foundation. More information about Ms. Portelli appears in the Speaker Profile on the following page.

The Winter Park Health Foundation (WPHF) is a private, not-for-profit organization supporting programs that improve the health of youth, older adults and the community-at-large in Winter Park, Maitland and Eatonville. It also conducts research and provides education on health issues affecting these groups. A long-trusted leader on health care issues, the Foundation serves as a catalyst for information gathering, research and collaboration on health issues impacting Central Florida. WPHF's work is dedicated to helping develop the healthiest community in the country. Additional details are available online at the Foundation's website (<http://www.wphf.org/>).

The **April 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.

Professional Opportunities

* Leanne Levett is interested in speaking with grant writers/professionals about assisting her organization (Earth Angels United in Maitland, Florida) with its grant research and proposal writing needs. Information about Earth Angels United is available on its website at www.earthangelsunited.org. Respondents may reach Ms. Levett by telephone at 407-263-7865 or email at earthangelsunited@gmail.com.

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

- Development Associate/Grant Writer, Nature Wise, Inc.
- Development Associate, Canine Companions for Independence

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.

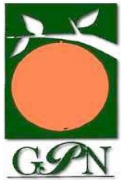


April Speaker Profile
Lisa Portelli
Program Director, Winter Park Health Foundation

Lisa Portelli, a program director at Winter Park Health Foundation, serves as statewide coordinator for the Florida Health Policy Center, the collaborative that provided startup funds for Florida Health News. A journalism graduate of the University of Wisconsin, Ms. Portelli earned a master's in public administration from University of Central Florida and led several housing programs for the homeless and jobless before joining the foundation in 2002.

Ms. Portelli has served on the Governor's Commission on Homelessness and was founding chairman of Healing the Children of Florida Inc. A member of numerous non-profit boards, Ms. Portelli was awarded the Celebration of Leadership-Tribute to Outstanding Women award in 1997.





Exciting Training Opportunities !!

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

APRIL

Leading Teams to High Performance (Part I and II) — Tuesday, April 20 & 27

This dynamic management training taught by Carol Emmett is geared toward CEOs and senior leadership to build better teams for a better bottom line. Areas of focus: pulling down “team silos” so the organization can work better across functions and teamwork culture—do we talk about teamwork but only reward individual performance?

Fundamentals of Successful Fundraising — Wednesday - Thursday, April 21-22, 28-29

Required for the Certificate in Philanthropic Fundraising

CFRE certification/recertification points available

This workshop, taught by Barbara Blackwell and Terri Chastain, provides a comprehensive overview of the fundraising process using ethical, reliable methods that will give your organization the resilience to weather economic ups and downs. *Members may be eligible to get 50% off with a scholarship!*

Coming in MAY

5/3 - Steps for Starting a 501c3 Nonprofit

5/5 - New Executive Director Roundtable

5/6 & 20 - Certificate in Volunteer Management

5/13 - New Development Director Roundtable

Take Control of Your Career — Saturday, May 15, 2010 (9:00 a.m. - 12:00 p.m.)

Hosted by the Rollins MBA Career Development Center

The Rollins MBA Career Development Center invites all job seekers to attend Take Control of Your Career. This intense, three-hour seminar will help give you the tools to reposition yourself and get a great job—even in a down economy. Participate in person or online. To RSVP or for more information visit <http://www.rollins.edu/crummer/take-control/>.

5/18 - Finding Funding

5/21 - Leaders Series Breakfast: Tips for Drafting Gift Acceptance Policies

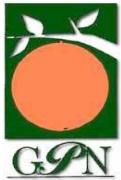
5/25 & 26 - Building the Annual Fund

Martin L. Bell Scholarship Award

On April 19, 2010, the Rollins MBA will begin accepting pre-applications for the Martin Bell Scholarship. 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. More information will be available at <http://www.rollins.edu/crummer/> after April 19, 2010



● <http://www.pnlc.rollins.edu/> ●



Exciting Training Opportunities !! (Continued)

Upcoming 2009-10 GPN Trainings

GRANT PROFESSIONALS NETWORK OF CENTRAL FLORIDA, INC. 2010 TRAINING SCHEDULE		
THEME: GRANT MANAGEMENT & BUDGETING		
May	Brown Bag Session Topic: Grant Management Bobi Bellows, Lighthouse Central Florida, Inc.	May 11, 2010 11:30-12:30 Members: Free Non-Members: \$5



Signature Grantsmanship Training Program

Dates: May 3-7, 2010

Location: Community Foundation for Palm Beach and Martin Counties

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/gtptraining.shtml>. Or call The Grantsmanship Center's Registrar at (800) 421-9512.



Exciting Training Opportunities !! (Continued)

AFP Panel Discussion on Grants

The AFP (Association of Fundraising Professionals) Central Florida is hosting a Panel Discussion on **April 21, 2010**. Registration begins at 11:30 a.m.

This great opportunity allows GPN members to join Association of Fundraising Professionals (AFP) members and guests for a discussion on grants and funding with a distinguished panel of Funders and Writers.

Funders:

Melanie Cianciotto, SunTrust
 Rob Mellen, Dr. Phillips Charities
 Nancy Squillacioti, Joseph G. Markoly Foundation

Writers:

Karen Cole, Boys & Girls Clubs of Central Florida
 Jeannie Floyd, Orange County Public Schools



More information is available on APF website at <http://www.afpcentralflorida.org/>, <http://www.afpcentralflorida.org/calendar.asp>, and <http://www.gpninc.org/>.

Grants Training in Maitland / Orlando, Florida

Grant Writing USA's class will teach participants how to find grants and write winning grant proposals. This training is applicable to grant seekers across all disciplines. Beginning and experienced grant writers from city, county and state agencies as well as nonprofits, K-12, colleges and universities are encouraged to attend. The City of Maitland and **Grant Writing USA** will present this two-day grant writing workshop in Maitland / Orlando, **May 6, 2010-May 7, 2010**.

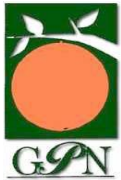
Multi-enrollment discounts and discounts for Grant Writing USA returning alumni are available. Tuition payment is not required at the time of enrollment. Tuition is \$425 and includes all materials: workbook and accompanying 420MB resource CD packed full of tools and more than 200 sample grant proposals. Seating is limited, and online reservations are necessary.

Full event details and online registration are available at <http://grantwritingusa.com/events/write/maf0510.html>.

Contacts:

Cathy Rittenhouse
 Grant Writing USA
 800.814.8191
cathy@grantwritingusa.com

Mari Smith
 City of Maitland
 407.539.6268
msmith@itsmymaitland.com



GPN Meeting Minutes

Wednesday, March 24, 2010

Grant Professionals Network Membership Meeting Wednesday, March 24, 2010

The meeting was called to order at 9:13 a.m. by President Bobi Bellows.

Approval of the January Meeting Minutes
Motion by: John O'Connor, Seconded by: Todd Roupp;
the vote was unanimously approved.

Speaker

Bobi introduced the speaker, Ms. Nancy Squillacioti of The Markoly Foundation.

Ms. Squillacioti expressed that she was pleased to be asked to speak on behalf of the Markoly Foundation (TMF), as she normally is called to speak for the Alzheimer's Resource Center where she is the Executive Director.

The Markoly Foundation is a family foundation where they have four board members, all are family members. Ms. Squillacioti's mother serves as the Chair of the Board. Ms. Squillacioti stated that the foundation was established following the death of Joseph Markoly, who was an immigrant from Hungary.

The Markoly Foundation gives an average of \$150,000 - \$170,000 annually in grant funds. The foundation funds predominantly local charities in the Central Florida area and concentrates on the smaller agencies. She stated that they also fund a few agencies in Memphis because a family member lives there. Ms. Squillacioti stated that the foundation only gave out \$78,000 in 2009 due to economic conditions. Over ten years, the foundation has given out 1.5 million dollars to 78 agencies. The foundation does not fund capital improvement and their primary funding focus is on senior services and Alzheimer and Heart Disease services.

The process to apply for a grant through The Markoly Foundation is to send a letter describing the services you provide with an organizational budget and your 501c3 letter attached. She stated that they prefer more "real" information in the letter versus "analytical information." Ms. Squillacioti stated that the board favors organizations that have diverse funding, is able to show financial stability and has programs that can be duplicated in other places. She stated that it is best to submit your information to the foundation by January 15th. The board meets annually in February. Ms. Squillacioti stated that the board prefers you submit your information closer to the deadline.

The foundation's address is 220 Arrowhead Court, Winter Springs, FL 32708. The phone number is 407-365-1900.

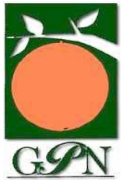
Treasurer's Report

GPN's total assets as of March 22, 2010 is \$26,235.60 with \$6,930.35 in checking and \$19,305.25 in the money market/savings account. In 2009, GPN's total assets as of March 22, 2009 was \$21,767.20.

GPN currently has \$1,936.56 in net income this year. GPN is over what was budgeted in income from the conference (just received a check from UCF in the amount of \$3,563). In addition, last year's conference check was also received this fiscal year.

GPN is under budgeted for membership dues. We received \$3,375 versus the budgeted amount of \$5,551. Last year GPN received \$7,176 for membership dues. GPN is also under budgeted for professional development/brown bag trainings. GPN received \$15 versus the budgeted amount of \$575.

Most of GPN's expenses are from the Executive Committee, \$4,382, which is currently slightly over budget by \$245. These expenses include Leadership Orlando membership for the incoming president (\$3,919). Board retreat food/supplies, Quickbook software, PayPal fees, \$43, and service awards. In addition, GPN is slightly over budget for Marketing/Communications, \$474 versus the budgeted amount of \$111.



GPN Meeting Minutes

Wednesday, March 24, 2010

GPN is slightly under budgeted for the awards breakfast with \$1,318 versus the budgeted amount of \$1,405. The Hospitality Committee is also under budgeted and no expenses have been incurred this year for the following committees: Government Relations, Activities, Membership, Conference and Professional Development.

GPN members are reminded to submit reimbursement forms for any GPN expense they have incurred this year. If anyone needs reimbursement forms they can contact John or Bobi or find the form on the GPN website. For questions regarding the Treasurer's report, contact Devon Massot at Devon.Massot@gmail.com or 407-646-1943.

Committees

John encouraged members to become more engaged with GPN by signing up to be on a committee or even serve as a chair for a committee. He also encouraged committee members to become more engaged in the community, communicating the values of GPN and sharing their personal experiences both in the meeting and in the community.

Nominations

John also stated that we are kicking off our recruiting campaign and will be looking for nominations for new officers. He encouraged members to be thinking about potential nominees to serve as a GPN officer and director.

The President-Elect is one of the officer positions that will be open for recruitment. This is a great opportunity for someone to step up and serve an important leadership role. One benefit of this position is that GPN pays for participation in Leadership Orlando. This is an eight month program where they meet once a month and tour prominent places in Central Florida. This program gives you exposure to every aspect of the communities of the Central Florida region. It is an emersion within the communities where you meet the "movers and shakers."

GPN is still recruiting for a Treasurer, as well. Devon Massot stepped up to serve during the interim period and GPN sincerely appreciates her faithful service in this regard.

Voting for officer and director positions will take place in May, the appointment/placement of new officers and directors will be in June and they start their role in July 2010.

John passed out a committee and nominations sign-up sheet. He asked that members think about what role they want to play in GPN and add their name to the appropriate area of interest on the sign-in sheet. Sign-in sheets can be returned to John or Bobi.

Brown Bag Sessions

April topic: Grants Research, by John O'Connor. The date will be confirmed soon and notice will be sent out to GPN members.

May topic: Grants Management by Bobi Bellows. The date is May 11th, 11:30 a.m. - 12:30 p.m. in a meeting room at the United Way building.

Monthly Grant Awards and Totals Collected

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

Collaborative Sharing and Announcements

John acknowledged the visitors and each visitor gave a brief introduction. There were six visitors in the meeting.

The Salvation Army is celebrating their 90th anniversary the week of May 14th and GPN members are invited to come out to participate in the celebration.

The Association of Fundraising Professionals are having their annual community awards event in November and notice will be coming out soon for nominations for various areas.

Door Prize Drawing

Jennifer won the door prize.

Adjournment

The meeting was adjourned at 10:01 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 **May 10, 2010**. The editor sincerely thanks everyone who contributed to this month's issue of *GPN Network News*!

Shannon Callahan, Editor

