



Changing Central Florida One Grant at a Time

Network News

March Program

Nancy Squillaciotti

Alzheimer Resource Center

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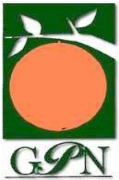
The upcoming general membership meeting of the Grant Professionals Network of Central Florida, Inc. will feature **Ms. Nancy Squillaciotti**, Executive Director of the Alzheimer Resource Center. More information about Ms. Squillaciotti appears in the Speaker Profile on the following page.

The Alzheimer Resource Center is currently celebrating 26 years of service in the community. Its focus is on "the forgotten victim," the caregiver. Services include community information and resources, care counseling, educational and wellness events, and support groups. The Alzheimer Resource Center strives to lighten the burden and improve the quality of life for families devastated by Alzheimer's disease through educational counseling, support services, research and hope. Additional details are available online at the Center's website (<http://www.alzheimerresourcecenter.org/>).

The **March 24th** 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.

Next month's meeting will occur on **Wednesday, April 28th**. The presenter is **Ms. Lisa Portelli**, Program Director at the Winter Park Health Foundation. Additional details will appear in April's newsletter.

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

Nancy Squillaciotti

Executive Director of the Alzheimer Resource Center

Nancy Squillaciotti is Executive Director of the Alzheimer Resource Center where she is responsible for developing and implementing policies and goals for the agency. In addition, she maintains the overall operations of the organization and helps cultivate individual and corporate donor relationships with key partners in the community. Squillaciotti has over 28 years of nonprofit experience, primarily in the human services arena.

Previous experience in the nonprofit sector includes: Executive Director of the West Orange Health Alliance, Senior Manager of Training and Quality Assurance for 2-1-1 and the Elder Helpline, Director of First Call for Help and the Elder Helpline, and Executive Director of a Jacksonville health care facility for women.

Squillaciotti is also a trustee with the Joseph Markoly Foundation, a local family-based charitable organization. The Markoly Foundation has been providing grants to local nonprofits since 2001, concentrating its funding on organizations and programs which assist those suffering from Alzheimer's disease and heart disease.

Squillaciotti graduated from Sacred Heart University in Connecticut with a BS degree in Education. In addition to gardening, reading, traveling and calligraphy, Nancy enjoys spending time with friends and family.



Exciting Training Opportunities !!

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

MARCH

3/9 - Philanthropy Center Membership Celebration Event

3/17, 24, 31 - Measuring for Success: Program Evaluation

NOTE: Individuals who register for all three sessions will receive a 20% discount. Details are available at <http://www.rollins.edu/pnlc/workshops/organizational-development.html#measuring>.

3/23 - Creating a Diversified Fundraising Plan

3/30 - Ground Rules for Board Governance

GPN Wishes the Best to Lee Bailey

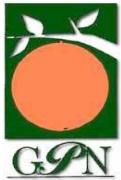
Although the news is quite possibly "globally known," GPN formally announces Lee Bailey's impending retirement at the end of March 2010. As Program Manager at Rollins' Philanthropy Center, Lee Bailey currently coordinates and teaches fundraising workshops. Her thirty-year career is divided between the nonprofit and educational sectors. She has served as an executive director for several social service and art organizations and has been responsible for resource development in various educational settings. Ms. Bailey held the position of Director of Resource Development at Brevard Community College and was president of the Florida Council of Resource Development. Ms. Bailey holds a Bachelors of Fine Arts from the University of New Mexico, educational credentials from the University of Alabama, and a Master of Liberal Studies from Rollins College. Lee has consistently supported GPN for years, and GPN wishes her success and happiness in all of her future endeavors.

Philanthropy and Nonprofit Leadership Center's "THE MENTOR CONNECTION"

In the past, GPN members have collaborated with the Rollins Philanthropy Center to provide **mentors** to prospective proposal writers in the Proposal Writing series. This five-part series gives participants a 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 writer on **Friday, April 16 between 9:30 and 11:30 am**. Mentors will receive the proposals a week in advance. No special training is needed . . . participation requires only the willingness to care and spend time with someone who could benefit greatly from the mentorship experience. To become a mentor with The Mentor Connection, interested individuals should call **Brian Henties**, PLNC Program Manager, at **407-975-6414**.



• <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		
March	Brown Bag Session Topic: Project Management and Budget Teresa Shipley, Orange County Public Schools	March 9, 2010 11:30-12:30 Members: Free Non-Members: \$5
April	Brown Bag Session Topic: Grants Research John O'Connor, John O'Connor Consulting, Inc.	TBD
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/gtpttraining.shtml>. Or call The Grantsmanship Center's Registrar at (800) 421-9512.



GPN Meeting Minutes

Wednesday, January 20, 2010

Grant Professionals Network Membership Meeting Wednesday, January 20, 2010

Meeting was called to order at 9:00 am by President Bobi Bellows and seconded by Chris Howell.

Postponed approval of October minutes, as they were not provided prior to the meeting in the newsletter.

Speaker

Gary Yordon, The Zachary Group

How to get out of sync to get to the people you want in a different way.

One great line – be quiet and inspire.

Do not feed them, show them where the food is and they know how to eat.

Simple photos, few words

Do not force it – the ideas will come – trust yourself.

I do not know who I need to get my message to – so I'm going to use a shotgun and hope I hit a few of those individuals.

Do not spend your resources on who you already have or on those who you will never get.

Do not abandon your current group, acknowledge them.

Quiet ... real ... genuine ...

Trust yourself

Do you know your material?

Let's see how loud we can make quiet.

Cost vs. Creativity (two separate items that are usually put together)

- Don't limit your thinking because of your budget

- Let out your emotions

Check out some of his works on governance production on YouTube

Traffic person at the local TV stations is the one who fills the dead space (get to know them they handle the PS spots).

The Zachary Group's website is currently under construction.

Committee Reports

President Bellows reminded everyone to talk to the other members and let them know that there is still a need for committee help.

Brown Bag Training – “Project Budgeting” presented by Julie Tindall, City of Orlando here at United Way from 11:30 am – 12:30 pm. Free for members and a nominal cost of \$5.00 for non-members.

Grant Awards – Jana Parpart was absent this month, so please email her any grant awards and/or don't forget next month to put them on the list.

Miscellaneous

- Lee Bailey with Rollin College of Philanthropy & Nonprofit Leadership Center thanked those who assisted with the Certificate in Proposal Writing program. They had 18 individuals graduate.

- Quest – “Camp Thunderbird” is holding a Open House on Feb 6th. This is for their summer QuestKids therapy program – they received more funding.

- Kudos to Shannon again for doing a great job on the newsletter.

Guests - John O'Conner introduced the guests – Kelly Gormley from the Center for Independent Living and Lauren Nelson from Orlando Repertory Theater (actually a member, but this is her first meeting).

Conference – The Nonprofit Conference is scheduled for February 5th – we strongly encourage you to attend. This year's theme is “Collaborations”. Funders are looking for collaborations these days.

Adjournment at 10:16 am

Respectfully submitted by Melanie Campbell, GPN Member



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 **April 2, 2010**. The editor sincerely thanks everyone who contributed to this month's issue of *GPN Network News*!

Shannon Callahan, Editor

