



*Changing Central Florida One Grant at a Time*

# Network News

## October Program

**Lisa H. Spriggs**

**Seminole County Government**

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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
- Vacant,  
*Treasurer*

### ***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 **Ms. Lisa H. Spriggs**, Director of Department of Fiscal Services of Seminole County. More information about Ms. Spriggs appears in the Speaker Profile on the following page.

Seminole County's Fiscal Services Department oversees all financial related activities under the Board of County Commissioners. These activities include budget development and oversight, the purchasing of all products and services for the Board of County Commissioners, administration of the County's municipal services/special district program and grant program, revenue monitoring, and provision of internal consulting services for efficiency studies. Fiscal Services' mission is to provide sound financial management, quality assistance and dependable advice relative to the County's decision making process; and to serve departments, citizens and business effectively and efficiently in tune with the best interest of the taxpayers.

Ms. Spriggs will discuss the stimulus grant programs, which are a *welcome development* but structured in a very complicated way. Her presentation will address the *strings attached* and how to make sure the agency is in compliance, why achieving compliance is difficult, and some examples of best practices to reach/maintain compliance.

The **October 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.

### **Save the Date!**

**GPN's 13th Annual Awards Breakfast will occur on Wednesday, December 2nd,**  
in Rollins College's Galloway Room (same place as last year).

*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.*



## October Speaker Profile

### Lisa H. Spriggs, CPA

#### Director, Department of Fiscal Services, Seminole County

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Lisa Spriggs is a graduate of Stetson University with a major in “accounting” and a minor in “business information systems”. She is a licensed certified public accountant, who began her career with the national accounting firm of Coopers & Lybrand, where she spent five years in their Orlando audit & consulting practice. In 1993, she became a manager with an Orlando based CPA firm, Wynn, Dexter & Sampey, P.A, where she performed financial consulting services. Throughout her nine years in public accounting she specialized in the Governmental and Not-for-Profit industry, performing consulting, audit, and attestation engagements for Counties, Cities, Authorities, Districts, State Agencies, Not-for-Profit organizations and Private Charitable Foundations. In 1997, Lisa joined the newly incorporated, City of Deltona as their first Director of Finance & Internal services. In 2003, she joined Seminole County as the Director of the Department of Fiscal Services where she is responsible for financial management, planning & budgeting, resource & debt administration, and the Municipal Services Benefit Unit program for the Board of County Commissioners. She married to her husband of 24 years Shawn, and has two wonderful daughters Hayley (14 years) and Emily (12 years).



More details about this organization are available on its website at <http://www.seminolecountyfl.gov/>.



# Exciting Training Opportunities !!

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

## **OCTOBER**

*Major Gifts: Steps Toward Sustainability (Required for the Certificate in Philanthropic Fundraising)* — Wednesday, October 21, to Friday, October 23

In this multi-day workshop taught by Terri Chastain, Development Director at the Adult Literacy League, you will gain the essential knowledge on how to establish a major donor program or expand/strengthen an existing one.

*Succeeding with Technology in the New Era of Nonprofits* — Tuesday, October 27

In this workshop gain the tools to understand your current technology configuration and learn how to ensure that future technology provides the maximum benefit to your organization.

## **Coming Soon in NOVEMBER**

11/03 - *Nonprofit Budget Basics*

11/06 - *Evaluating Special Events*

11/09 - *Steps for Starting a 501(c)3 Nonprofit*

11/17 - *How to Give the Perfect Elevator Speech*

11/26 & 27 - *Philanthropy Center office closed*

## **PNLC Proudly Presents "THE MENTOR CONNECTION"**

*Considering becoming a mentor?*

**Mentoring** is one of the most significant ways to 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 writer on **Friday, December 4th, between 9:30 and 11:30 a.m.** Mentors will have two weeks to review the proposal(s). No special training is needed . . . just 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, Mentoring program, interested individuals should call **Lee Bailey**, M.L.S., Program Manager, PNLC, at **407-975-6414**.



• <http://www.pnlc.rollins.edu/> •



## Exciting Training Opportunities !! (Continued)



### Signature Grantsmanship Training Program

**Dates:** November 16-20, 2009

**Location:** Junior League of Boca Raton

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.

### Gratis Training Opportunity at the University of Central Florida (UCF)

#### ORC Grant Workshop, Monday, October 26, Student Union, Garden Key Room 221AB

The Office of Research and Commercialization is sponsoring a grant workshop Monday, October 26, 2009 to help faculty, students and staff develop competitive proposals. Representatives from federal and private agencies will speak on funding opportunities available, discuss potential collaborations and offer tips for preparing and submitting winning proposals. All sessions will be held in the UCF Student Union- Garden Key, Room 221AB. There is no charge for attending and non-UCF participants are welcome. The tentative agenda includes:

8:30 a.m. - 8:45 a.m., Welcome!

8:45 a.m. - 9:45 a.m., Session A: "Enhancing Peer Review at NIH" -Dr. Anne K. Krey, Scientific Review Officer, Eunice Kennedy Shriver National Institute of Child Health and Human Development, National Institutes of Health (NIH)

10:00 a.m. - 11:00 a.m., Session B: "Funding Opportunities at the National Science Foundation" -Dr. Cynthia Ekstein, Program Director, Engineering Environmental Implications of Emerging Technologies, NSF CBET Division Engineering

11:00 a.m. - 12:00 p.m., Session C: "Developing Research Roadmaps" -Dr. Lesia Crumpton-Young, Professor, Dept. of Industrial Engr. & Mgmt Systems, University of Central Florida

12:00 p.m. - 12:30 p.m., Lunch (Provided by UCF Office of Research & Commercialization)

12:30 p.m. - 1:30 p.m., Session D: "Fundamentals of Effective Proposal Development" -Mr. Douglas Marks, Senior Proposal

Manager, Lockheed Martin Simulation, Training & Support 1:45 p.m. - 2:45 p.m., Session E (Pending final confirmation from speaker) "NIH 101" -Dr. Mary Lou Oster-Granite, Health Scientist Administrator Intellectual and Development Disabilities Branch Center for Developmental Biology and Perinatal Medicine, Eunice Shriver National Institute of Child Health and Human Development, National Institutes of Health (NIH)

Anyone interested in attending is asked to RSVP by October 16, 2009 to [mmurcia@mail.ucf.edu](mailto:mmurcia@mail.ucf.edu). Please indicate which session(s) you will be attending. RSVP early, as parking passes will be mailed to those who do not have a UCF parking decal.



# GPN Meeting Minutes

Wednesday, September 23, 2009

## Grant Professionals Network Membership Meeting Wednesday, September 23, 2009

The meeting was called to order at 9:00 a.m. by President Bobi Bellows. Ms. Bellows stated that she will be making a small change from the agenda and having the speaker's presentation first.

### Speaker

Ms. Bellows introduced the speaker, Mr. Gary Cain, President of the Boys and Girls Club of Central Florida (BGCCF).

Mr. Cain gave some brief history as it relates to the BGCCF and then gave some grant-making strategies that have been effective for the organization. The following are some of the strategies he spoke about; however, Mr. Cain provided his presentation, which is available on the website.

### *Grant-Making Strategies:*

- Focus on the mission; do not chase the dollars;
- Consider your core competencies and make this your focus;
- Consider what it is that you do well and emphasize this uniqueness about your organization and demonstrate how you will impact the community to gain support and funding opportunities;
- Establish a baseline (continuous) funding stream to support your programs; you must be able to show a sustainability plan for your organization;
- Seek community support for sustainability of your organization;
- Understand and accept that change is always happening. Example: After many years of funding selected organizations, United Way has now changed its way of funding organizations to a competitive process;

- **Relationship development with local funders is critical; the next step is for the grant writer/grant writing team to develop a great proposal to send. Form the relationship first!**
- Funders continue to support programs because of your track record and your continued relationship with them;
- You must have your "house" in order if you want funding support;
- Again, be focused on your mission, building relationships and maintaining relationships;
- Seek planned gift opportunities;
- Funders want to see collaboration;
- BGCCF partners with school system to meet needs in poor neighborhoods;
- Show how you will meet the community need; explain problem (with credible data) and how you (your program) will solve the problem;
- Be transparent and accountable;
- Keep in mind, your organizational needs are not top priority in the world of funders; you must sell your program, not your organizational needs;
- Must keep a fiscal balance.

Mr. Cain was presented with a gift from GPN by Ms. Bellows. This is GPN's way of saying thanks for coming out to speak at our meeting.

### Approval of the August Meeting Minutes

Motion by: John O'Conner, Seconded by: Noreen Levitt; the vote was unanimously approved.

### Vote to Change the Holder of the Corporate Books

Ms. Bellows made a motion to change the holder of the corporate books from Jeannie Floyd to the current secretary, Francina Dubose. Nakisha Bronson-Hunter seconded the motion and the vote was unanimously approved by the board members: Francina Dubose, Noreen Levitt, John O'Conner, Nakisha Bronson-Hunter and Bobi Bellows.



# GPN Meeting Minutes

Wednesday, August 26, 2009

## **Recognition**

Ms. Bellows recognized past President Georgianne Tynes by thanking her for her efforts as President and presenting her with a plaque for her year of service.

Ms. Bellows recognized Todd Roupp for conducting and completing a strategic planning process with the GPN board. She stated that they all had a great retreat, and Mr. Roupp was thanked for all his hard work and efforts in this regard.

## **Committee Membership**

Ms. Bellows stated that she was passing around the GPN Committee List and encouraged members to sign up and serve on the GPN committee of their area of interest.

## **Collaborative Sharing and Announcements**

Ms. Bellows stated that Lee Bailey is really busy at this time due to the various workshops Rollins is holding and may not be present for all GPN meetings; thus, Ms. Parpart will be helping with the collection of the grant awards data. Several members spoke on recently-awarded grants, and the book was passed around for the information to be recorded.

Ms. Bellows announced that Donna Graf, Manager of Development with the Legal Aid Society, was present this morning and wrote an article in a publication of the Orange County Bar Association regarding the establishment of a statewide foreclosure mediation policy. The publications are available if anybody is interested. In addition, Ms. Graf has her business cards and other information that may be of interest.

Mr. O'Connor acknowledged the visitors, and each visitor gave a brief introduction. There were four visitors in the meeting.

Mr. O'Conner also stated that he and Ms. Bellows will be providing grant writing mentoring services for interested members.

## **Door Prize Drawing**

Kyle, of the Salvation Army, won the door prize, "Grant Writing for Dummies."

## **Adjournment**

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

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



## 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.)

The meetings occur on the **fourth Wednesday of each month.**

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

- **October 28, 2009**
- **November 25, 2009 (Tentative)**
- **December 16, 2009 (Tentative)**

### Editor's Corner

Please forward articles or news items for publication in the next issue to Shannon Callahan at [callahas@osceola.k12.fl.us](mailto:callahas@osceola.k12.fl.us) no later than **November 10, 2009.**

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

**Shannon Callahan, Editor**  
**GPN Network News**

