



Changing Central Florida One Grant at a Time

Network News

March 9, 2011

President's Message

The recent Awards Breakfast gathered attendees together to celebrate the nonprofit community and the role that Grant Professionals Network plays in it. GPN is an organization of grant professionals – grant writers, managers, directors, consultants, and other people who work to assist nonprofit organizations achieve their missions by searching, finding, and winning grant awards. Sustainability is our mission; we are in this for the long haul because there are no quick solutions or easy pickings in the grant funding fields.

We are undergoing revolutions on several levels in this country and in Florida, and any one of them would make for an interesting focus. However, the subject of the breakfast was success. The point was to display a non-revolutionary idea – that success that comes from hard work, dedication to an ideal, good education and experience, and an astute approach to resolving problems. The small daily successes of the people in our profession add up month after month to the very measurable value of sustainability. That value enables the organizations to serve many Central Floridians.

The challenges coming at us today are also on many levels and come from all directions. However, the solutions that follow the challenges often look more like black holes filled with lightening, than enlightened thinking. We have to remember that brute force is only good for blowing up mountains and digging very deep holes. However, we see many organizations applying a form of brute force by doubling work requirements – as I have seen – doubling the number of grants produced in a month or a year – or reducing staff while increasing workloads. When this approach is taken, the results can be predicted: mountains (organizations) blow up, holes dug deeper.

It is clear that GPN members have an ideal, possess a dedication to perform well, and seek to help other people and organizations to perform well. To accomplish that goal requires a combination of assertiveness and contemplation, compassion and realism, understanding of our strengths and weaknesses, and a clear, nonjudgmental picture of the problems that we and our organizations face professionally and personally. Success comes from small daily steps taken to pass from problem-filled areas to potential solutions – a trip of daily small steps that consist of patience, realism, dedication, subtle understanding, and appreciation of other people. GPN honors and congratulates this year's award recipients and wishes these and all of its members every success.

Thank you.

John

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- Noreen Levitt
- Gina Beckles
- Jeannie Floyd
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*** Additional Awards Breakfast information appears on page 3.**

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.



Upcoming Meeting Wednesday, April 27, 2011

The Grant Professionals Network of Central Florida, Inc. will hold its next general membership meeting on **April 27th**.

The speaker is Angela Woods, Director, Darden Foundation & Community Affairs for Darden Restaurants. In this position, she oversees the Darden Restaurants Foundation and charitable corporate giving, and also partners with others across the enterprise to align strategies on employee volunteerism and diversity outreach.



The meeting will occur at the Heart of Florida United Way Dr. Nelson Ying Center, 1940 Traylor Boulevard, in Orlando. Networking and refreshments will begin at 8:30 a.m. with the call to order at 9:00 a.m.



14th Annual GPN Awards Breakfast



★ Keynote Speaker, **Dr. Mary Ann Feldheim**, is the
★ Chairperson of the Department of Public Administration
★ at the University of Central Florida.

*GPN and its members have the potential to become a
touch point for addressing social issues in our community.*



Congratulations to THIS YEAR'S AWARD WINNERS:



Professional Excellence Award

(Presented to a GPN member who is an excellent example of researching and submitting grants in a professional manner.)

KATHERINE ZIMMERMAN

Katherine has dedicated herself to raising funds for organizations which she represents. Her enthusiasm and professionalism impresses her peers and the people whom she serves.



Service Award

(Presented to a GPN member who demonstrates involvement in committees, meetings and events.)

FRANCINA DUBOSE

Francina serves as GPN secretary in addition to running her own nonprofit and supporting others through independent grant consulting. She is the first to volunteer for GPN committees and projects.



Outstanding Mentor Award

(Presented to a GPN member who is always available to mentor new grant seekers and other GPN members.)

LILIAN DRAISIN

Lilian has shared her knowledge and skills through planning professional development offered to GPN members. She is currently a board member and the professional development chair.



Up and Comer Award

(Presented to a new GPN member who demonstrates a willingness to learn, in addition to enthusiasm, commitment and support for GPN.)

BETHANY BOWER

Bethany is a people person and a valuable asset to GPN and our community. She has the potential to guide GPN to the next level.



Exciting Training Opportunities !!

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

Coming in APRIL

- 4/1 — Building Leadership Competency (EAF Sponsored Program)
- 4/5 — Public Allies Information Session (Co-sponsored with Community Based Care of Central Florida and Public Allies)
- 4/5 — Controlling Unemployment Compensation (EAF Sponsored Program)
- 4/6 — Legal and Ethical Issues for Nonprofit Boards
- 4/7 — New! Everything a Nonprofit Needs to Know About Unrelated Business Activities and Nonprofit Tax Issues
- 4/8 — Certificate in Proposal Writing V
- 4/8 & 4/15 — Dynamic Strategic Leadership (EAF Sponsored Program)
- 4/11 — Steps for Starting a 501c3 Nonprofit
- 4/12 — Leading a Life You Love (EAF Sponsored Program)
- 4/12 & 4/26 — Certificate in Volunteer Management
- 4/13 — Improving Fundraising Through The Art of Storytelling
- 4/13 — Advanced Compensation Strategies (EAF Sponsored Program)
- 4/20 — Securing the Workplace (EAF Sponsored Program)
- 4/21 — New! Leadership and the Adaptive Organization
- 4/21 — Workforce Capacity Planning (EAF Sponsored Program)
- 4/26 — Supervising the Unsatisfactory Employee (EAF Sponsored Program)
- 4/28 — New! Grant Site Visits: One Step Closer to the Finish Line
- 4/27 — Diffusing Hostility (EAF Sponsored Program)
- 4/28-4/29 — Human Resources Professional Development Program (EAF Sponsored Program)
- 4/29 — Leaders Series Lunch: Recognizing Assets as Fundraising Opportunities



• <http://www.pnlc.rollins.edu/> •

2010-2011 GPN Trainings
**** To obtain more information or RSVP for any of the workshops, contact Lilian Draisin at Lilian.Draisin@cityoforlando.net or 407-246-2477. ****

January 2011 <i>(Date To Be Determined)</i>	Brown Bag Session Topic: “Finding Research to Support your Program Needs” Presenter: Patricia Pates
February 3, 2011	Brown Bag Session Topic: “Goals, Objectives, Outcomes” Presenter: Georgiana Tynes
March 16, 2011	Brown Bag Session Topic: “Program Evaluation Basics” Presenter: Lilian Draisin
April 5, 2011	Brown Bag Session Topic: “Budget Quick Tips” Presenter: Julie Tindall
May 18, 2011	Brown Bag Session Topic: “Odds & Ends of Grant Applications” Presenter: Teresa Shipley
June 24, 2011	Brown Bag Session Topic: “Grant Submission Tips” Francina Dubose



GPN Membership Meeting Minutes

Wednesday, February 23, 2011

The meeting was called to order at 9:00 a.m. by President John O'Connor.

Approval of the January Meeting Minutes

A motion was made and seconded to approve the January meeting minutes. The vote was unanimously approved.

Introduction of Guest and New Members

Guests and new members were introduced and welcomed to the meeting.

Introduction of Speaker

John introduced the speaker, Melanie Cianciotto, Vice President and Client Manager for the Foundations and Endowments Specialty Practice at SunTrust Bank.

Melanie joined SunTrust in 1996 and has 14 years of experience in the financial services industry. In her current role at SunTrust, she provides administrative and consultative services to not-for-profit organizations with a focus on foundations.

Melanie earned a B.S. degree from the University of Central Florida in 1994 and the Certified Trust & Financial Advisor designation in 2002. Melanie is a member of the Central Florida Chapter of the Association of Fundraising Professionals and the Planned Giving Council of Central Florida. In 2007, she was selected for and participated in the Hull Fellows Program, a leadership development program for foundations professionals facilitated by the Southeastern Council of Foundations.

Melanie stated that, at SunTrust, she is responsible for overseeing funds that are left to the foundation by individuals. She stated that it oversees 15 grant-making foundations. The three client managers are: Melanie, Sarah and Candace; and the two Account Specialists are: Nicole and Darlene. The department keeps a history of all submissions and will provide feedback and information to organizations at their request. She stated that the staff members enjoy making site visits and are also open for organization representatives to visit with them at their office. Melanie stated that they are in the process of moving all of the foundations they oversee to an online grant application process and they are working with the Foundation Center on this project. This new process will have a component that determines the eligibility of an organization prior to allowing them to go through the entire

application process. Melanie stated that funders are interested in funding matching and challenge type grants. The organization would need to demonstrate its match to be considered for this type of grant. Melanie explained that foundations are starting to slowly recover from the 2008 economic decline; requests are increasing and the foundation committee members are now looking at funding general operating cost due to the economic shortfall that many organizations are facing. She stated that there is some shifting by the foundations due to the changes in the needs of the community. John presented Melanie with a gift after her presentation.

GPN Committee Reports

Awards Breakfast: John stated that everyone should have received an invitation to the Annual Awards Breakfast scheduled for March 9th at Rollins College in the Galloway Hall. He stated that we are honored to have as a guest speaker, Dr. Mary Ann Feldheim, Chair, UCF Public Administration. John stated that he sent out 30 invitations to mentors and 80 membership invitations. He stated that he will be presenting awards to the members who were nominated by GPN members. Teresa suggested GPN members invite their supervisors and team members to expose them to GPN activities and add credibility to what is going on at GPN.

Nominations for Officers and Directors: John stated that we will start nominations for next year's officers and directors in May. He is seeking volunteers for the following positions that will be open: President-Elect, Secretary and three Directors. He stated that Julie will be sending out the nomination forms in April.

Speaker for April Meeting

Jennifer confirmed the speaker for the April 27th meeting will be Angela Woods, Director, Darden Foundation and Community Affairs, Darden Restaurants, Inc.

Door Prize

There were two door prize winners.

Adjournment

The meeting was adjourned at 10:07 a.m.

Respectfully submitted by Francina Dubose, GPN Secretary 2010-2011.



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 for the 2010-2011 fiscal year (July 1-June 30) will continue on the **fourth Wednesday of each month** at the same location. Upcoming meeting dates include:

- January 26, 2011
- February 23, 2011
- March 23, 2011—CANCELLED
The 14th Annual Awards Breakfast will occur on Wednesday, March 9, 2011.
- April 27, 2010
- May 25, 2011
- June 22, 2011

2010-11 Standing Committees

Nominating	John O'Connor
Finance	Gina Beckles
Membership	Eva Shoemaker
	Kelly Gormley
Communications	Noreen Levitt
Professional Development	Lilian Drasian

2010-11 Special Committees

Activities	Judy Schwartz-Naber
Awards Announcements	Jennifer Rickman
Awards Breakfast	Jana Parpart
By-Laws/Archives	Nikisha Bronson-Hunter
Legislative	Jean Floyd
Newsletter	VACANT
Website & E-Blast	Shannon Callahan
	George Fournier

Editor's Corner

By **April 10, 2011**, individuals should please forward articles or news items for publication in the next issue to Shannon Callahan at callahas@osceola.k12.fl.us.

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

Shannon Callahan, Editor

