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2014 SRGC

April 10 and 11, 2014

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The Grant Professionals Association is proud to be the 2014 Title Sponsor for the Georgia Chapter's regional grant conference. Education and credentialing are the cornerstones of our profession and this conference offers a great opportunity to advance both.

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GPA members come from all sectors of the international grants community. They represent education, government, the nonprofit sector and private enterprise. They include grant developers, managers, funders, administrators, planners and evaluators. All promote and support the mission and philosophy of the association. Membership is open to any individual with an interest in, and commitment to, the grants profession. GPA offers a full range of membership benefits, including access and participation in the GPA Communities Forum, the GPA Journal, weekly e-Newsletters, Resources and Articles, along with reduced conference fees and other benefits. Join today and get a FREE subscription to GrantStation and GrantNavigator PE, over 70 free webinars to aid in your professional development and **save \$25** on an annual membership to GPA by using the discount code of **GPA-25**.

GPA is the first organization focused solely on the advancement of grantsmanship as a profession and the support of its practitioners.

Learn more, and visit us online at www.GrantProfessionals.org.

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Welcome!

#SRGC14

Southern Regional Grant Conference—2014

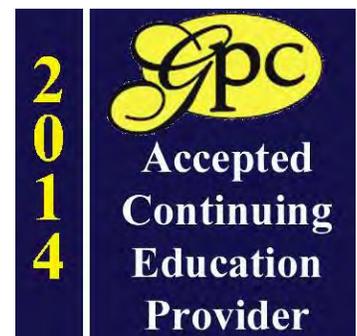
2014 GGPA Southern Regional Grant Conference: Funding with Purpose!

The Grant Professionals Certification Institute (GPCI) is offering CMP credits for conference participants—if you're not sure you qualify, ask us!

- Parking is free with validation. Don't forget your stamp!
- Workshop Handouts are available now on DropBox.com
Visit: <https://www.dropbox.com/sh/6l51fag4xmj0cju/Ws3XGLEiy>
- Twitter up! Follow us! www.twitter.com/georgiagpa
- We are on Facebook too! www.facebook.com/georgiagpa
- GGPA has chapter member volunteers working during the conference, if you need assistance please ask one of us.
- Have you signed up for Evening Dinner out with Grant Professionals on Thursday?
- Presenters are needed for the 2015 Southern Regional Grant Conference—if you are interested contact us at info@ggpa.org.
- Your input is vital to GGPA! You will have two opportunities to share your opinions.

Workshop Session Evaluations in the breakout rooms

Online Overall Conference Evaluation will be emailed to you



Title Sponsor - Grant Professionals Association

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“Funding with Purpose”

SRGC 2014 Regional Resource Guide

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About GGPA

The Georgia Grant Professionals Association (GGPA) is a membership organization serving the needs of grant professionals in the state of Georgia. The GGPA strives to promote, educate and enhance the grant profession. The GGPA membership meets every month to network, learn from other grant professionals, participate in professional development opportunities, practice grantsmanship, grow the profession, and assist others in serving the greater common good through grant writing.

The Georgia Grant Professionals Association local chapter offers an effective opportunity to enhance your development as a grant professional. Chapter members represent education, government, the nonprofit sector and private enterprise, which in turn offers individual members a chance to create a robust working knowledge of all types of grant related services.

The jargon is “networking,” but the local Georgia Chapter is so much more than a platform for networking. Our chapter provides relevant and useful information through panel discussions and presentations, members make their resources available through information sharing, and available job and funding opportunities are often identified and discussed, which keeps members well informed and connected.

There are many ways to become involved in the chapter including programming, membership development, panel participation, officer seats and relationship-building that can facilitate future involvement in the national organizations: Grant Professionals Association (GPA - www.grantprofessionals.org), the Grant Professionals Certification Institute (GPCI - www.grantcredential.org) and/or Grant Professionals Foundation (GPF - www.grantprofessionalsfoundation.org).

The GGPA meetings, regularly scheduled on the 4th Tuesday of every month, begin with grant related professional development with a special presentation of interest to members, followed by chapter business and networking. GGPA meetings begin at 10:00 AM and adjourn at 11:30 AM. Members often gather for lunch at a local spot after the meetings which extends and enhances networking opportunities.

Your membership in the Georgia chapter will make you a better grant professional, more knowledgeable, more connected and it will put more resources at your fingertips.

Visit our Chapter's website for more information: www.ggpa.org



Southern Regional Grant Conference

2014 - Funding with Purpose...Handouts



The GGPA is using www.dropbox.com to share conference handouts. DropBox.com uses cloud technology for file storage and retrieval. You can access the handouts and conference materials on your phone, tablet or computer - from anywhere.

Step 1: Visit <http://www.dropbox.com> to set up your free Dropbox.com account

Step 2: As a registered conference participant you received an invite from "Georgia GPA" via Dropbox.com

Step 3: Accept the invitation above to give yourself permission to join the "SRGC Handouts - 2014" folder

Step 4: Use your smart-phone (Android or iPhone), laptop or desk top computer to access the conference handouts



2014 - Silent Auction...

Check out our Funding with Purpose: Silent Auction



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- ⇒ Grantwriting USA training!
- ⇒ The Grantsmanship Center training!
- ⇒ Grant Proposal Writing training!



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Thank You!

2013-2014 GGPA Officers:

- ◆ Sylvia Redic, GGPA President
- ◆ Nancy Smallwood, GGPA Vice President
- ◆ Pat Sheppard, GGPA Secretary
- ◆ Charles Alford, GGPA Treasurer

Your service and dedication to the Georgia Grant Professionals Chapter has been an inspiration!

Thanks again,

Kimberly Hays de Muga



GRANT WRITING SERVICES



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- Community Building Group, FL
- Grace Landing, FL
- City of Memphis Workforce Development, TN
- Missouri Foundation for Health, MO

Jason Portt
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Southern Regional Grant Conference 2014

Conference Agenda

Thursday, April 10, 2014

TIME	ACTIVITY	LOCATION
8:00 am to 9:00 am	Registration & Check-In	Cumberland Pre-function
8:00 am to 8:45 am	Continental Breakfast	Cumberland Ballroom
9:00 am to 10:30 am	<p>Opening Ceremonies & Introductory Keynote Address</p> <p>Welcome – Amanda Day, GGPA Conference Chair</p> <p>Meet the Funders: Corporations and Foundations</p> <p>Moderator: Kimberly Hays de Muga, GPC, Senior Manager Foundation and Corporate Relations, Atlanta Community Food Bank</p> <p>Panelists:</p> <p>Donovan Lee-Sin, Program Officer, The Arthur M. Blank Family Foundation</p> <p>Ann Reinert, Community Relations Manager, The JPMorgan Chase Foundation</p> <p>Jai Rogers, VP Business and Community Development, Delta Community Credit Union</p>	Cumberland Ballroom
10:30 am to 10:45 am	Break	
10:45 am to 12:15 pm	<p>BREAKOUT SESSIONS</p> <p>Workshop 1401: Tim Lyons, CPA, Mauldin & Jenkins <i>Changes to the OMB Circular A-133</i></p> <p>Workshop 1402: Danny Blitch, GPC, Grants Manager, City of Roswell <i>Technology for the Grant Professional – Would you Download It?</i></p> <p>Workshop 1403: Jodi Pearl, GPC, Grants Coordinator, Memorial Healthcare System Jay Janssen, GPC, Independent Consultant <i>Grant Funding in Healthcare: Current Trends and Issues</i></p>	<p>Cumberland Ballroom</p> <p>Vinings Room</p> <p>Galleria Room</p>
12:15 pm to 1:15 pm	<p>Lunch & Panel Starting at 12:45pm - (Board members from the Grant Professionals Association, Grant Professionals Certification Institute, and the Grant Professionals Foundation)</p> <p>Moderator: Kelly Hopkins, Office of Grant Development, Fulton County Schools</p>	Cumberland Ballroom

Southern Regional Grant Conference 2014

Conference Agenda

Thursday, April 10, 2014

TIME	ACTIVITY	LOCATION
1:30 pm to 3:00 pm	<p>BREAKOUT SESSIONS</p> <p>Workshop 1411: Kim Richardson, MS, GPC, President, Kimberly Richardson Consulting, LLC <i>Grants Management</i></p> <p>Workshop 1412: Ericka Harney, MA, CFRE, GPC, CVA Owner & Principal Consultant, Cause Head Consulting <i>Social Entrepreneurship/Earned Income Opportunities for Nonprofits</i></p> <p>Workshop 1413: Alma Christian, Fire Program Specialist, Federal Emergency Management Agency <i>Assistance to Firefighters Grant Program</i></p>	<p>Cumberland Ballroom</p> <p>Vinings Room</p> <p>Galleria Room</p>
3:00 pm to 3:15 pm	Break	
3:15 pm to 4:45 pm	<p>BREAKOUT SESSIONS</p> <p>Workshop 1421: Vince Fulghum, Research & Evaluation Specialist, AUE, LLC <i>Writing Good Goals and Objectives</i></p> <p>Workshop 1422: Kim Richardson, MS, GPC, President, Kimberly Richardson Consulting, LLC <i>Grants Consulting</i></p> <p>Workshop 1423: Julie Brechbill, Community Relations Manager, City of Roswell <i>Real Strategies and Lessons for Writing Your First Book</i></p>	<p>Cumberland Ballroom</p> <p>Vinings Room</p> <p>Galleria Room</p>
4:45 pm	END OF CONFERENCE WORKSHOP CONTENT	
6:00 pm	<p>Evening Dinner and Activities – Visit Check-In Desk for Signup and Directions</p> <p>Restaurant web: http://www.maggianos.com/en/Pages/Home.aspx</p>	Maggiano's

WORKSHOP DESCRIPTIONS—Day 1

MEET THE FUNDERS PANEL:

Come learn about how to best build and/or strengthen relationships with your partner funders directly from program officers and other professionals who together award millions of dollars each year to non-profits and those they serve. Following a moderated panel discussion, our speakers participate in a Q&A session with attendees.

CHANGES TO THE OMB CIRCULAR A-133. (WORKSHOP 1401):

\$600 billion: the annual amount expended by the federal government in the form of grants and cooperative agreements. As this amount has grown significantly in recent years, the Office of Management and Budget (OMB) has been working with the various federal agencies for some time about how to reform grant policies. The upcoming changes to OMB Circular A-133 attempt to make the most of taxpayer dollars by streamlining grant-making and ensuring financial integrity while delivering the right outcomes. This presentation will discuss the more significant changes that are coming and the timelines for implementation of those changes so that as grant professionals, you will be prepared to ensure your organization is compliant with the new federal guidelines.

TECHNOLOGY FOR THE GRANT PROFESSIONAL – WOULD YOU DOWNLOAD IT? (WORKSHOP 1402):

Grant writing teams work offsite via email or shared files in the cloud. Many grant applications are submitted online. Researching grant opportunities is more complicated than clicking a few dropdown menus on one subscription website. Successful grant professionals know it's not just about the technology, but how the technology makes you better. If technology could help your organization or business run better, write more grants, have a greater impact on the community, and so on... Would you download it?

- Grant Writing Team: When was the last time you got invited?
- If the grant application is the journey: How important is the search?
- Grant businesses: Technology is Your BFF!
- Technology can help you, but when it fails... it hurts (a lot).
- Forget staying ahead of the curve... Techies make the curve!

Get your questions answered. Decide which technologies might help you be more connected and efficient. Learn about future technology trends.

GRANT FUNDING IN HEALTH CARE: CURRENT TRENDS AND ISSUES. (WORKSHOP 1403):

Under the Affordable Care Act, more Americans are able to get health insurance but that means primary care clinics are seeing an increasing number of patients. There is also a push for more preventive care that will help people avoid acute and chronic illnesses and improve quality of life, but this adds additional strain to primary care clinics responsible for treating these patients. In an effort to alleviate these new pressures and improve access to care, many funders are willing to support the need for more accessible primary care in America today. This presentation will provide a fascinating look into the recent trends in health care and will examine a sampling of various public and private funding sources available to address the issues.

WORKSHOP DESCRIPTIONS— Day 1 (continued)

GRANTS MANAGEMENT. (WORKSHOP 1411):

So you thought grant writing was the hard part, until you actually won an award and had to manage the grant. This workshop will walk you through the essential elements of successful grants management and identify current topics that are transforming the grants environment. Participants will walk away with a comprehensive knowledge of key concepts and a plan of action for ensuring your organization excels in this area. The learning objectives for this session are:

- Identifying key areas for successful grants management.
- Understanding recent developments impacting management efforts.
- Developing a plan of action.

SOCIAL ENTREPRENEURSHIP/EARNED INCOME OPPORTUNITIES FOR NONPROFITS. (WORKSHOP 1412):

If you're interested in learning more about how earned income streams can create a stable income for your nonprofit, this session is for you. We'll explore the different ways nonprofits have used earned income streams, the pros and cons, and more. This session will help you understand different types and how to get started in earned income avenues. There will be examples of nonprofits using earned income streams to get unrestricted funds they need to continue their programs. At the conclusion of this session, participants will know:

- The different kinds of earned income streams for their nonprofit.
- Good and bad reasons to get into earned income.
- Which income streams have the least risk and the greatest reward for your particular organization.
- How to start planning for earned income.
- Talking points and being the earned income cheerleader.

ASSISTANCE TO FIREFIGHTERS GRANT PROGRAM. (WORKSHOP 1413):

The purpose of the program is to provide assistance to fire departments and non-affiliated EMS organizations and state training facilities to enhance protection of the health and safety of the public as well as that of their personnel. Funding opportunities offered through this program include operations and safety, vehicle acquisition, regional projects, and mini-grants. In addition to the Assistance to Firefighter Grant, FEMA also offers SAFER (for recruiting, hiring, and retention of paid and volunteer firefighters) and the Fire Prevention and Firefighter Safety Research and Development grants. All three programs will be discussed.

The learning objectives include:

- Application Process.
- Program Guidance (FOA).
- Tutorial and FAQs.
- Prioritizing Needs.
- Accessing Grant Information.
- Ways to Get Help.

WORKSHOP DESCRIPTIONS— Day 1 (continued)

WRITING GOOD GOALS AND OBJECTIVES. (WORKSHOP 1421):

This will be a relaxed, hands-on, interactive workshop. Attendees will:

- Learn the difference between goals and objectives.
- Be able to identify the components of goals and objectives and how to use this information personally and/or professionally.
- Learn to write “good” goals and objectives.
- Discuss other goal related topics.

Participants are encouraged to bring samples of goals with them. These could be personal goals, professional goals, or goals they have acquired from other sources.

GRANTS CONSULTING. (WORKSHOP 1422):

Grant writing is cyclical in nature, so as a grants consultant you may find that your business income is inconsistent and cyclical as well. This extremely frustrating reality often results in consultants going back into full-time employment. This workshop will discuss the keys to staying in business by providing strategies for increasing and stabilizing your revenue so that you don't live in a world of feast or famine.

The learning objectives for this session are:

- Understanding grant cycles.
- Identifying supplemental services to expand the scope of your company.
- Developing a plan for stabilizing and increasing business revenue.

REAL STRATEGIES AND LESSONS FOR WRITING YOUR FIRST BOOK. (WORKSHOP 1423):

Many people say they want to write a book but few actually ever do. Find out what you can do to make the dream of writing and publishing your first book a reality. Published author Julie Cambria will discuss the many options writers in today's market have to publishing their work. She'll also tell you the pitfalls to avoid on your journey to becoming a published author, and she'll give you a few resources that can help you along the way.



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The Foundation is a 501(c)(3) nonprofit affiliate of the Grant Professionals Association (GPA) and is supported by tax-deductible gifts from GPA Chapters, members, Board members, friends and individuals.

The Grant Professionals Foundation touches the lives of people in our communities by ensuring that resources are available to train, credential and advocate for those grant professionals serving not-for-profit organizations who secure the funding necessary to serve the needs of our most vulnerable neighbors. We support the education that provides knowledge to grant professionals, the advocacy that gives them greater access to funding, and the credentialing that establishes and promotes excellence in the field.

Regional Grant Resources

People	Resource or Services	Phone/Email
AUE, LLC Vince Fulghum	Grant Evaluations and Research	(678) 621-3631 vfulghum@gmail.com
Creative Non-Profit Solutions, LLC Paulette N. Haines	Non-profit consulting	(404) 234-5134 pnh@creativenon-profit.com
DB Business Solutions David Bridges	Specializing in Grants Management	(678) 560-2402 dbridges@gmail.com
eCivis Jason Portt	Grant Writing Services and Grants Management Consulting	(678) 927-3427 jportt@ecivis.com
The Grant Science Lab Deborah A. Cook, PhD	Grant consulting for academics, life sciences, science education and select non-profits.	(404) 520-0928 debcook@thegrantsciencelab.com
Grant Writing by Gina Gina Wood	Grant research, writing and management.	(404) 790-5859 ginawood@charter.net
Independent Grant Consultant Nancy J. Smallwood, GPC	Grant consultant and professional services.	nancyjsmallwood@gmail.com
Independent Grant Writer Pat Sheppard, GPC	Government and foundation grant writing, prospect research, annual reports and newsletters.	(404) 731-7410 psheppardflores@att.net
Kimberly Richardson Consulting Kim Richardson, GPC	Kimberly Richardson Consulting is your federal grants specialist.	(205) 612-3600 kimbyr@msn.com
Windfield Timmons, LLC Cynthia Blitch	Grant development and reporting experts!	(678) 315-4128 info@windfieldtimmons.com

Regional Grant Resources

Organizations	Resource or Services	Website
Alabama Association of Nonprofits	The Alabama Association of Nonprofits (AAN) is a membership based organization formed to serve the needs of Alabama's growing nonprofit sector.	www.alabamanonprofits.org
eCivis	eCivis Grants Network , Grants Professional Services, and Grants Management Consulting make up an all-inclusive grants management system that provides organizations of any size with the tools and resources necessary to find, win and manage grant funding.	www.ecivis.com
Foundation Center	Established in 1956 and today supported by close to 550 foundations, the Foundation Center is the leading source of information about philanthropy worldwide.	foundation-center.org
Georgia Center for Non-profits	The mission of the Georgia Center for Nonprofits is to build thriving communities by helping nonprofits succeed. GCN has served as a cornerstone of support for Georgia's nonprofit and philanthropic community by delivering a wide range of services.	www.gcn.org
GGPA	The Georgia Grant Professionals Association membership meets every month to network, learn from other grant professionals, participate in professional development opportunities, practice grantsmanship, grow the profession, and assist others in serving the greater common good through grant writing.	www.ggpa.org
Grant Writing USA	Grant Writing USA and Grant Management USA delivers training programs across America that dramatically enhance performance in the areas of grant writing, grants management and grant maker research.	www.grantwritingusa.com
SC Association of Nonprofit Organizations	SCANPO serves the thousands of South Carolinians dedicated to community service, leadership and caring through nonprofit and philanthropic organizations.	www.scanpo.org
The Grantsmanship Center	The Grantsmanship Center builds skills through training, publications, consulting, and no-cost web resources. Alumni create compelling proposals, master research tools, and manage grant funds effectively. 120,000 alumni strong. 42 years of leadership.	www.tgci.com
ZoomGrants	ZoomGrants™ is an online Grant Management System that has become a powerful and intuitive 'best practice' in grantmaking.	zoomgrants.com

Southern Regional Grant Conference 2014

Conference Agenda

Friday, April 11, 2014

TIME	ACTIVITY	LOCATION
8:00 am to 9:00 am	Registration & Check-In	Cumberland Prefunction
8:00 am to 8:30 am	Continental Breakfast	Cumberland Ballroom
8:30 am to 10:00 am	<p>BREAKOUT SESSIONS</p> <p>Workshop 1431: Monica Dukes, Information Service Specialist, U.S. Census Bureau <i>Using Census Data for Grant Writing and Community Assessment</i></p> <p>Workshop 1432: Ericka Harney, MA, CFRE, GPC, CVA Owner & Principal Consultant, Cause Head Consulting <i>Vision Boards – A Creative Inspiration for Your Future</i></p> <p>Workshop 1433: Mike Tuller, AICP, President, Chattahoochee Planning Associates, LLC <i>Land Bank Funding and Municipal Public Private Partnerships</i></p>	<p>Cumberland Ballroom</p> <p>Vinings Room</p> <p>Galleria Room</p>
10:00 am to 10:15 am	Break	
10:15 am to 11:45 am	<p>BREAKOUT SESSIONS</p> <p>Workshop 1441: Gail Widner, PhD, GPC, Business Communications Consulting <i>Grant Writing 101</i></p> <p>Workshop 1442: Steve Harrington, GPC, MLIS, Director of Grant Services, Nelson Mullins Riley & Scarborough LLP <i>What a Small Community Can Achieve Through Collaboration</i></p> <p>Workshop 1443: Sylvia Redic, GPC, Grants Administrator, City of Morrow & Amanda Day, GPC, Grants Administrator, City of Alpharetta <i>Don't Get Fried by DAVIS-BACON (Act)!</i></p>	<p>Cumberland Ballroom</p> <p>Vinings Room</p> <p>Galleria Room</p>
11:45 am to 12:45 pm	Lunch & SIG related table topics led by GGPA chapter members	Cumberland Ballroom

Southern Regional Grant Conference 2014

Conference Agenda

Friday, April 11, 2014

TIME	ACTIVITY	LOCATION
1:00 pm to 2:30 pm	<p>BREAKOUT SESSIONS</p> <p>Workshop 1451: Barbara Alford, President, Wiregrass Foundation <i>Behind Closed Doors: One Private Foundation's Process for Deciding What to Fund</i></p> <p>Workshop 1452: Samir Abdullahi, Economic Development Manager, City of Alpharetta <i>Free Resources/Data and Where to Find Them</i></p> <p>Workshop 1453: Deb Cook, PhD, President, Grant Science Lab <i>Scientific Research and Other Academic Grants: A Guide for the Curious</i></p>	<p>Cumberland Ballroom</p> <p>Vinings Room</p> <p>Galleria Room</p>
2:30 pm to 2:45 pm	Break	
2:45 pm to 3:45 pm	<p>KEYNOTE ADDRESS Gail Widner, PhD, GPC, Business Communications Consulting <i>"What have you learned, Grasshopper?" Confessions and Musings of a Grant Professional</i></p>	Cumberland Ballroom
3:45 pm to 4:15 pm	<p>Closing Ceremonies & Silent Auction Winners</p> <p>DOOR PRIZES!!</p>	Cumberland Ballroom



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WORKSHOP DESCRIPTIONS—Day 2

USING CENSUS DATA IN GRANT WRITING AND COMMUNITY ASSESSMENT. (WORKSHOP 1431):

Use Census data to describe target populations to be served, identify key demographic components of the target population, and pinpoint data that helps to define community problems. Follow along on your laptop to explore the various types of Census data tools.

VISION BOARDS – A CREATIVE INSPIRATION FOR YOUR FUTURE. (WORKSHOP 1432):

When you tap into your subconscious mind in this playful, stress-free way, it can and will surprise you! Vision Boarding, or Dream Boarding, is a simple, fun process of letting your imagination run wild, giving you insight into your soul's dreams and heart's desires. Spend a little time away from your grant application and have some creative time! Using images and words from magazines, personal photos and memorabilia or whatever strikes your fancy, a collage is created that speaks to the things, feelings, people, aspirations and experiences that are important and meaningful to you now. A vision board can be approached in many ways, such as a panoramic board that addresses many aspects of your life. This session will provide a brief overview of the how and the why of vision boards, show you some examples, and most importantly - give you the opportunity to start your vision board! Magazines, scissors, and glue sticks will be provided for your use. Please bring your own board (any size you chose - stiff poster board or foam core recommended) and any other images you would like to use (photos, scrapbook materials, printed words/quotes, anything - use your imagination).

LAND BANK FUNDING AND MUNICIPAL PUBLIC PRIVATE PARTNERSHIPS. (WORKSHOP 1433):

In Georgia, there are 12 Land Bank Authorities established around the state in those communities faced with significant property forecloses in both residential and commercial tax bases. The DeKalb Regional Land Bank Authority is the most recent land bank created in the state, where its funding is through NSP-1 allocations. The session discussion will discuss the opportunities and challenges in using these federal funds for the rehabilitation of single-family dwellings in DeKalb County. Similarly, the creation of new municipalities in metropolitan Atlanta has generated a significant amount of dialogue in local governments related to the shifting of county tax funds and resources into new communities and the resultant impact of these decisions related to infrastructure investments, land use decisions, code enforcement, public safety, grant opportunities, and overall quality of life. The session will establish a dialogue with the participants about the opportunities in further promoting public-private partnership at the local level and what should be the foundation in successfully enacting these types of fiscal programs.

GRANT WRITING 101. (WORKSHOP 1441):

Grant writing 101 will focus on the fundamental steps in acquiring grant funds: searching for funding, program planning, finding and using research and statistics, generating a comprehensive and realistic budget, writing/editing/polishing a proposal narrative, evaluating a proposal against the selection criteria, and developing and working with partners.

WORKSHOP DESCRIPTIONS—Day 2

WHAT A SMALL COMMUNITY CAN ACHIEVE THROUGH COLLABORATION. (WORKSHOP 1442):

How a small community worked together and mobilized to raise \$9 million dollars to renovate an old abandoned High school into a state of the art community and arts center. We will discuss the keys to successful project planning, development and administration.

DON'T GET FRIED BY DAVIS-BACON (ACT)! (WORKSHOP 1443):

All federal or federally assisted construction contracts must follow the Davis-Bacon Act which requires all laborers receive fair wages. Participants in this workshop will leave with a basic understanding of the act, how the wage sheet process works, how to make a wage determination, how to prove wage restitution, and the debarment process. As grant managers, you need to understand the process through the life of your grant project.

BEHIND CLOSED DOORS: ONE PRIVATE FOUNDATION'S PROCESS FOR DECIDING WHAT TO FUND. (WORKSHOP 1451):

Few experiences are more frustrating than doing everything right when developing a grant proposal, only to have it rejected by the funder. After all, you had a great idea that was in-sync with the funder's priorities. All the i's were dotted and t's were crossed. So what happened? Grant writers often are left without answers because private funders seldom provide much feedback. This workshop will take participants through the review and decision-making process of one private foundation—the Wiregrass Foundation—a grant making organization investing in initiatives in Southeast Alabama. Every foundation's process is different. However, grant selection processes at successful foundations usually are supported by well-defined structures and purposes. This presentation will follow two sample applications through the full review cycle at the Wiregrass Foundation, from initial submittal to final award decision. Participants will gain some new insights into what really goes on “behind closed doors.”

FREE RESOURCES/DATA AND WHERE TO FIND THEM. (WORKSHOP 1452):

This interactive session will guide attendees through various online government resources that provide community data used by grant professionals. An overview of how to access these sites, how to collect the data and limitations in the data will be covered. Topics to be discussed are population, employment, education and crime statistics as well as mapping tools. Attendees are encouraged to bring a wi-fi connected laptop during this session.

WORKSHOP DESCRIPTIONS—Day 2 (continued)

SCIENTIFIC RESEARCH AND OTHER ACADEMIC GRANTS: A GUIDE FOR THE CURIOUS. (WORKSHOP 1453):

Scientific research and other academic grants in higher education are different from those in the non-profit grant world. But are they really that different? This workshop offers a behind the scenes view of the academic grants process as experienced by a former college professor. In this workshop we will explore the similarities, differences, and quirks in grant language, writing, and management between the academic and nonprofit worlds of the grant professional. Research grants to federal agencies such as NSF and NIH are the special topic of this workshop. We will cover proposal preparation, budgets, reporting, and administration from the faculty side for these types of grants. In addition, the workshop will provide tips along the way on how best to work with academic faculty for the grant professional.

KEYNOTE ADDRESS:

Gail Widner, PhD, GPC, Business Communications Consulting

“What have you learned, Grasshopper?” Confessions and Musings of a Grant Professional

After working on more than 450 proposals for an array of clients across the nation, this grants professional audaciously offers some key insights and lessons learned about grant writing and the grant world. These insights are connected to life lessons we all have learned, or should have learned, in kindergarten, grad school, local restaurants/bars, and/or life in an office AND through relationships and living arrangements with siblings, roommates, and spouses. Such a refresher on basic grant and life rules attempts to prevent burnout, cultivate renewed perspectives on why we do what we do, and explores how we convey our passion through our programs and our words.



Congratulations GGPA and best wishes for a successful 2014 Southern Regional Grant Conference



2016 GPA Conference Location Chosen!

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SPEAKER BIOS



MEET THE FUNDERS PANEL:

Kimberly Hays de Muga, GPC is an expert in helping non-profit professionals do well at doing good. Since 2007 she had served as the Senior Manager for Foundation and Corporate Relations at the Atlanta Community Food Bank and is the immediate past president of the Georgia Grant Professionals Association. Her more than 15 years of fundraising experience includes raising millions of dollar from foundations and corporations for human service non-profits--everything from mobile food pantries to interfaith children's camps to general operating support for the largest pediatric hospital in the Southeast. Her passion is helping non-profits and funders better connect through training and coaching--and ultimately help more people in need. Contact her at kimberlyhaysdemuga@gmail.com.

Jai Rogers - Delta Community Credit Union

Jai Rogers joined Delta Community Credit Union in September 2012 as the Vice President of Business and Community Development. She currently leads a team of seven and is responsible for identifying and developing business and community strategies within metro-Atlanta and multiple out-of-state branch locations. She also manages the execution of a comprehensive community engagement strategy that aligns with credit union mission to strengthen civic, high school and corporate collaborations. Prior to joining the Credit Union, Jai directed the corporate development department at Children's Healthcare of Atlanta and served as the Director of Corporate Partnerships with the United Way of Metro Atlanta.

Ann Reinert - JPMorgan Chase Foundation

Ann Reinert is a Community Relations Manager at the JPMorgan Chase Foundation and is responsible for managing the grants portfolio for Georgia as well as Orlando, Jacksonville and the West Coast of Florida. In her role she works closely with community leaders, elected officials, and business leaders to identify best in class programs that support workforce readiness, affordable housing, small business development and financial capability strategies.

Prior to joining JPMorgan Chase, Ann served as the Senior Director of Programs at Nonprofits First, a capacity building and management support agency for nonprofit organizations in Palm Beach County. Ann has a Bachelor's degree in Psychology from Clemson University and a Master's degree in Public Administration with a specialization in nonprofit management from the College of Charleston. Ann lives in Orlando with her husband Wesley, and two children, Finley and Scout.

Donovan Lee-Sin, MPA - The Arthur M. Blank Family Foundation

Donovan Lee-Sin is a program officer with The Arthur M. Blank Family Foundation, leading the Foundation's grant initiatives and focusing on its other strategic focus areas. His grantmaking portfolio seeks innovative opportunities in four priority areas, the arts, access to parks and greenspace, early childhood development, education and workforce development. Prior to arriving at the Blank Family Foundation, Donovan worked for the Children's Trust in Miami, and the John S. and James L. Knight Foundation where he served as Planning and Evaluation Officer and Miami Children's Hospital.

Donovan serves on the Advisory Boards of the Foundation Center and URUUT. He is the former board vice president for the Community Indicators Consortium. Donovan is an alumnus of Atlanta Leaders for Results, Leadership Miami, and serves on the Taskforce for a Livable Community. He is an active member of Grant makers for Effective Organizations, the Donors Forum, Independent Sector, and serves as guest faculty for the Southeastern Council on Foundations. He holds Bachelor's degrees in psychology and business administration from Belhaven University in Mississippi and a Master's in Public Administration, specializing in urban development and management from Florida International University.

SPEAKER BIOS



BREAKOUT SESSION SPEAKERS:

Samir Abdullahi is the current Economic Development Manager for the City of Alpharetta where he is in charge of recruiting new business and retaining existing businesses in the community. In his role, Samir is responsible for actively pursuing prospective business relocations in coordination with local and state partners. His work also includes developing local economic development incentives, working to create small business and downtown programs, coordinating the Alpharetta Development Authority, as well as carrying out various other economic development tasks. Prior to joining Alpharetta, Samir served as Research Manager before being promoted to Project Manager for Gwinnett County's public-private economic development agency, Partnership Gwinnett. He also spent time lecturing at the Sol-Bridge International School of Business in Daejeon, South Korea. Samir holds a Bachelor of Arts in International Relations from the University of Georgia and Masters in Public Policy from Georgia State's Andrew Young School. He is an active member both in the Georgia Economic Developer's Association (GEDA) and the International Economic Developer's Association (IEDC).

Barbara Alford is the President of the Wiregrass Foundation, a health-legacy foundation deeply committed to improving education, health, and quality of life in Southeast Alabama. Her thirty-eight year professional career includes experience in administration, resource development, program evaluation, strategic planning, curriculum design, and teaching. She has worked as a teacher, program developer, and grant writer at the high school, community college, and university levels; has owned and operated small businesses; and has been a manager with a major clothing manufacturing business. In 2002 after retiring as President of Troy State University Dothan, she started a fulltime resource development consulting company seeking private, federal, and state grants for colleges, universities, museums, et al, across the country, securing over \$28 million dollars in ten years. (Note: this company is not actively seeking new clients due to a 100% time commitment to the Wiregrass Foundation.) Dr. Alford has a B.A. in English from Brooklyn College, NY, a Master's Degree from Troy University, Alabama, and an Ed.D. from Auburn University. A native New Yorker who has adopted Alabama as her home for over 30 years, Dr. Alford has a son and daughter-in-law in nearby Roswell, GA.

Danny Blitch, MPA, GPC is currently the Grants Manager for the City of Roswell, Georgia. In the past 14 years he has been responsible for the City's grant program, which has been awarded more than \$65M in federal, state, and local government grants and private donations. Danny has been an active presenter and author since joining the Grant Professionals Association (GPA) in 2006. He was a co-presenter at the 2010 GPA Conference in St. Pete Beach, "EEK! The Auditors Are Coming - Making the Grade in a Site Visit." This presentation was a complement to the article "Strategies for Successful Site Visits: Tips and Techniques for Grant Professionals and Managers" published in the Fall 2010 Journal of the GPA (JGPA). He co-presented at the 2011 GPA Conference in Las Vegas, NV, a workshop called "Results of the First Annual Grant Professionals Impact Survey." The Grant Professionals Impact Survey 2010-2011 results paper was published July of 2013. Danny authored an article in the Fall 2012 JGPA called "Grant Professionals: Profession Retention and Length of Services Rates" and presented his findings at the 2013 Southern Regional Grant Conference. He served as the Chair of the Grant Professionals Foundation from 2008-2011 and joined the GPA Board of Directors in 2013.

SPEAKER BIOS



BREAKOUT SESSION SPEAKERS:

Kathy Brunot, MPA, CGMS, GPC is currently the Vice-President of Administration and Compliance for the Boys & Girls Club of Valdosta, Georgia. Prior to joining the Boys & Girls Club, she spent twenty-five years serving various city and county governments across the State of Georgia helping secure almost \$100 million in funding from federal, state and foundation sources. The last thirteen years were spent with the City of Valdosta where she wrote and administered projects that garnered State and Federal Awards. Kathy has been an active member of the Grants Professional Association since joining in 2006 and spent five years serving on the Professional Growth & Development Committee. Kathy served on the national board of the National Grants Management Association for almost 5 years and served as Secretary for the Association from 2011 – 2013. She worked with a team to launch the Certified Grants Management Specialist Credential and served as a trainer in the Post-Award Section at the Grandfathering Credential Training the Association conducted in Hershey, PA in 2011. Kathy also authored an article in the NGMA Journal titled “Grants: From the Starting Block to the Finish Line.” She joined the GPA Board of Directors in 2014.

Julie Brechbill has more than 20 years’ experience in public relations and marketing. She is currently the Community Relations Manager for Roswell, GA where she oversees all of the City’s communications including the City’s website, social media efforts, video production, publications, media relations, and public outreach. She began her career in public relations in Palm Beach County, FL where she worked in their Public Affairs office for 14 years, managing their government television station for 11 years. During her years in Palm Beach County, she oversaw media relations during the William Kennedy Smith trial, the 2000 Presidential Election recount, and the Anthrax attacks in Palm Beach County following 9/11. When not promoting all the great things Roswell is doing, she writes mystery novels under the pseudonym Julie Cambria! Her two novels, *Flesh & Blood* and *Point Blank*, are published with Whiskey Creek Press. Her short story, *Murder in Pleasant Breezes*, was the #4 bestseller on Amazon Shorts after it was published. She is currently working on her next novel and another short story. Visit her website at www.juliecambria.com.

Alma Christian was the first Grant Manager hired to manage the Assistance to Firefighter Grant program in 1999. She specializes in the areas of government grants, cooperative agreements, contracts, federal audit resolution, and award administrative law. She is a certified Grants Manager, Contract Officer Representative, Fire Program Specialist, and EEO Counselor. Alma previously managed grants/contracts/cooperative agreements with the Office of Naval Research, Atlanta, GA, NIST, Department of Justice, and the Corporation for National Service in Washington, DC. She represented these agencies in all aspects of award administration, monitoring, closeout, from the cradle to the grave of the award process, i.e.: cost allowance, disallowances, audit resolutions, appeals, reporting, etc. Alma is a recognized leader in federal grant regulations, providing training to grantees and contractors, several Congressional committees, grants officers, program officers, and contracting officers, as well as speaking engagements and moderating panel discussions for FEMA. She currently manages the Assistance to Firefighter Grant Program (AFG), SAFER, Hiring/Recruitment and Retention, and Fire Prevention (FPP).

Deborah Cook holds a doctorate in botany and served as a college biology professor with an active research program for over 20 years. As a principal or co-principal investigator of NSF, USDA, and NIH grants as well as a peer reviewer for NSF and USDA awards; including NSF review panel experience, she brings that expertise to the grant professional community as a consultant. As a faculty member she was responsible for or associated with nearly \$1.3 million in extramural grant funds during that time. Peer review of science education materials and scientific articles was also part of that career. Her consulting firm, The Grant Science Lab, specializes in assisting college and university life science faculty with all aspects of grant proposal preparation. She currently serves as a community scientist member of Georgia Tech’s Institutional Biosafety Committee (Recombinant DNA) reviewing research protocols for clarity, safety, and compliance.

SPEAKER BIOS



BREAKOUT SESSION SPEAKERS:

Amanda Day, GPC is employed as the Grants Administrator for the City of Alpharetta, Georgia. In this role she researches, writes, and manages all federal, state, and private grants for each city department. During her tenure with Alpharetta, Amanda has secured over \$16 million in funding for city projects. She has 13 years of grant experience, all in municipal government. She is a frequent presenter at the Grant Professionals Association National Conference and workshops offered by the Georgia Center for Nonprofits. Amanda is an original GPC and is the President of the Grant Professionals Certification Institute. She is a Past President of the Georgia Chapter of the Grant Professionals Association and the conference chair for the Southern Regional Grants Conference in 2013 and 2014. She holds a B.S. in Communications and Psychology from Southwest Baptist University (Bolivar, MO).

Monica Dukes, Information Services Specialist (ISS), began her Census career in Washington, DC in 2001. She worked as a statistician in the Data Dissemination Branch of the Foreign Trade Division (FTD). She worked there for five years before transferring and joining the Atlanta Regional Office (RO) in October 2006 as a Current Population Survey (CPS) supervisor. In January 2008, Monica was selected to work at the Regional Census Center (RCC) in Atlanta as a Recruiter and then Recruiting Coordinator from February 2008 to August 2010. After the 2010 census, she returned to the Regional Office to supervise the National Health Interview Survey (NHIS) from November 2010 through October 2011. Next, she supervised the American Community Survey (ACS) Group Quarters from November 2011 until September 2012. From October 2012 until March 2013, she worked as Recruiter again to recruit staff for the American Housing Survey (AHS). Monica moved into her new role as Information Services Specialist in April 2013. Her current role includes promoting the use of Census data through presentations, outreach with various community groups, business and government organizations, and responding to data inquiries. Monica received her Bachelor of Science Degree from Morris Brown College and her Masters of Science from the University of Maryland University College in 2006. She is from Atlanta, GA and currently resides in Fairburn, GA.

Vince Fulghum is a local business owner and consultant. With a background in business management, specifically finance and administration both public and private, Vince has provided services to many organizations including non-profits, universities, and schools districts, startup ventures as well as Fortune 500 companies. He has presented at the local and national level on many topics including goal setting, personal finance, Six Sigma, and other business related topics. He earned a B.S. and Master's degree in education from the University of West Georgia with post graduate work in business from UGA and the University of Michigan. Vince has been published in professional magazines and journals with articles focusing on recruiting and hiring practices. Additionally, he authored a classroom technology textbook that became part of the curriculum at the University of West Georgia. A motorcycle rider since childhood, Vince spends his recreational time teaching others how to ride so they can enjoy what he calls handlebar therapy. One of the greatest moments in his life (so far), Vince enjoyed watching his grandson, age 3½, ride a motorcycle by himself earlier this year. Vince can be contacted by email at vfulghum@gmail.com.

Ericka Harney, MA, CFRE, GPC, CVA has over 15 years of experience in fundraising, grant development, board training, strategic planning, social entrepreneurship, and program effectiveness. She serves as the Executive Director for the Accounting and Finance Women's Alliance (AFWA). Ericka is also Owner of Cause Head Consulting. She has been responsible for \$34 million in grant requests with successful grant awards of close to \$10 million and raising over \$1.2 million in annual fund, major gift, and event fundraising. Ericka is Graduate Adjunct Faculty for North Park University and Adjunct Faculty at both Midway College and Bluegrass Community and Technical College in Kentucky. She has served as a federal grant peer reviewer for the US Department of Health and Human Services and the Corporation for National and Community Service. Ericka holds masters and bachelors degrees in communication, a bachelors in marketing, and is currently pursuing a Ph.D. in Organizational Leadership from [Eastern University](#) in St. David's, PA.

SPEAKER BIOS



BREAKOUT SESSION SPEAKERS:

Steve M. Harrington, GPC, MLIS works as Grant Services Director for Nelson Mullins Riley and Scarborough, LLP, one of the largest law firms on the East Coast with 13 offices from Boston to DC to Florida. Steve has 20 plus years of grant planning, writing, and project administration. He has raised over 60 million dollars in the last 10 years and has worked for school districts, non-profits, and state and local governments. He has a BA in Political Science (1985) and a MA (1994) in Library and Information Science from the University of South Carolina. He is President of the SC Chapter of GPA. He was a member of the GPA Foundation Board from 2006-2012.

Jay Janssen, GPC has worked in the health care field as a senior administrator in both finance and operations for a community health care system and later as a consultant to hospitals and other health agencies throughout the Carolinas. He possesses an MBA from East Carolina University with an emphasis on corporate finance. Budgeting and cash flow forecasting are of particular interest to him. For the past several years, his consulting work has focused almost exclusively on grant funding and he has successfully raised money to support the mission of his clients. Jay has been an active member of the Grant Professionals Association for several years including a two year stint on its Board. He currently serves on the Board of the Grant Professionals Foundation. He also received his Grant Professional Certification (GPC) designation in the inaugural 2008 class.

Tim Lyons, CPA, CGMA is a manager with Mauldin & Jenkins, LLC. Tim received his B.A. in Accounting from Furman University and his M.S. in Accountancy from the College of Charleston. Since joining Mauldin & Jenkins in 2009, he has gained substantial experience serving clients in the state and local governmental sector, and currently spends 100% of his time serving governments. Services to governmental units include: financial and compliance audits; agreed-upon procedures; general obligation and revenue bond comfort and consent procedures; performance audits; and general consulting services. He is involved with governmental trade associations as a member of the Special Review Committee for the GFOA in the CAFR certificate of achievement for excellence in financial reporting program. Tim is also an instructor for governmental CPE with Mauldin & Jenkins staff on an annual basis. Additionally, his involvement with the overall CPA profession extends to both the state and national levels. A member of both the Georgia Society of Certified Public Accountants (GSCPA) and the American Institute of Certified Public Accountants (AICPA), Tim is a graduate of the AICPA's Leadership Academy, Class of 2012 and is actively involved with the AICPA's Young CPA Network.

Jodi Pearl, MA, GPC is currently the Grants Coordinator for the second largest healthcare system in the nation. Jodi is an experienced professional with proven ability to win and manage federal, state, and local grant funds; implement complex program concepts; and build effective collaborations and partnerships across organizations. She got her start in grant writing at a science museum in 1998 and from there went on to hold a full-time grant writing position at a city government. In this role, Jodi wrote proposals to fund all kinds of projects from sewer systems, to parks, to transportation planning projects. In 2006, she was elected to the Board of the Grant Professionals Association (GPA) and completed her term in 2011. She received her Grant Professional Certification (GPC) credential in 2008 and was elected President of the Grant Professionals Certification Institute (GPCI) in 2010. Jodi grew up in Canada and moved to Florida to earn her Master's Degree in Anthropology at Florida Atlantic University.

SPEAKER BIOS



BREAKOUT SESSION SPEAKERS:

Sylvia Redic, GPC has 10 years of local government experience including eight years of grant writing and management, three years of development and analysis of zoning codes, three years serving as City Clerk and Elections Manager, City Purchasing Manager, and five year Editor of the City Newsletter. Sylvia is the President of the Georgia Grant Professional Association chapter and serves as the Treasurer of the Grant Professional Certification Institute. She has a BS in Criminal Justice with a minor in Art from North Georgia College and University and a Masters in Criminal Justice from Georgia State University.

Kim Richardson, GPC is known for getting results and making federal grants easy to understand. She is President of Kimberly Richardson Consulting, LLC and author of “The Official Federal Grants Prep Guide: 10 Tips to Position Your Organization for Success.” With over 17 years of experience in the field, her company specializes in the provision of grant writing services, grants management assistance, training, and technical support to non-profits and government agencies. To date, she has assisted her many clients in securing and successfully managing over \$62 million in grant funding. Kim is a graduate of Baldwin-Wallace College and possesses a Master’s degree in Urban Studies - Policy Analysis from Cleveland State University. She is president of the Alabama Chapter of the Grant Professionals Association and holds the distinct honor of being the first and only grant professional in the State of Alabama to possess the Grant Professional Certification (GPC).

Mike Tuller, AICP is a certified city/county planner who has worked for almost 20 years in metropolitan Atlanta in various land use and transportation planning disciplines. He is currently serving as the Executive Director for the DeKalb Regional Land Bank Authority in Decatur, Georgia. Since 2006, Mike has been working as a consultant in a public-private partnership orientation related to planning & zoning functions for municipalities in Milton, Chattahoochee Hills, Dunwoody, Brookhaven, and his residence in Peachtree Corners. Mike’s work at both a city and county level includes grant experience with CDBG, TE-21, and NSP-1 funding programs. In 2012, he was appointed as the Gwinnett County designee for the Gwinnett Village Community Improvement District as a Board of Directors member. Mike graduated from Georgia State University with a bachelors and masters degree in Urban & Public Affairs.

Gail Widner, Ph.D., GPC has worked on more than 425 proposals and garnered nearly \$1 billion to advance public K-16 education. For nine years, she served as Manager of the Grants Program within the South Carolina Department of Education, assisting agency, school, and district personnel in program planning and grant development. She now works as a grants consultant, a trainer, and a part-time grant coordinator for a school district near her home. She has worked on two winning Race to the Top district proposals. She holds a doctorate in English from the University of South Carolina Columbia; a master’s degree in English from the University of Massachusetts at Amherst, and a bachelor’s degree in English and history from the College of Charleston. She has worked as an editor/writer, teacher, business communications consultant, and grant writer for more than 30 years.

no thank you big enough...

What you can't see on a list of names and titles is just how much they care enough to work hard enough to make it more than enough. This team has an amazing set of skills, I feel like there is nothing they can't accomplish. My personal appreciation to the them for making the conference possible.

Amanda Day, GPC ~

Conference Committee Chair & Speaker

Kelly Hopkins~

Conference Committee & Session Moderator

Charles Alford ~

GGPA Treasurer

Kimberly Hays de Muga, GPC ~

Conference Committee & Panel Moderator

Danny Blich, GPC ~

Conference Committee & Speaker

Gina Wood ~

Conference Committee & Speaker

You guys are
PEACHY and
I genuinely
appreciate
you all.

Sylvia Redic, GPC



Notes:



Notes:



Southern Regional Grant Conference - 2014 Schedule at a Glance

Date/Workshop	Function/Activity	Time
April 10, 2014	Registration & Check-In: Cumberland Pre-function	7:30 am
	Continental Breakfast: Cumberland Ballroom	8:00 am
	Opening Ceremonies: Cumberland Ballroom	9:00 am
	Meet the Funders: Corporations and Foundations	
	Networking Break	10:30 am
Workshop 1401	Changes to the OMB Circular A133: Cumberland Ballroom	10:45 am
Workshop 1402	Technology for the Grant Professional - WYDI?: Vinings Room	10:45 am
Workshop 1403	Grant Funding in Healthcare: Current Trends and Issues: Galleria Room	10:45 am
	LUNCH & GPA/GPCI/GPF Panel: Cumberland Ballroom	12:15 pm
Workshop 1411	Grants Management: Cumberland Ballroom	1:30 pm
Workshop 1412	Social Entrepreneurship/Earned Income Opportunities...: Vinings Room	1:30 pm
Workshop 1413	Assistance to Firefighters Grant Program: Galleria Room	1:30 pm
	Afternoon Break	3:00 pm
Workshop 1421	Writing Good Goals and Objectives: Cumberland Ballroom	3:15 pm
Workshop 1422	Grants Consulting: Anna Vinings Room	3:15 pm
Workshop 1423	Real Strategies and Lessons for Writing Your First Book: Galleria Room	3:15 pm
	Social: Evening Dinner on the Town with Grant Professionals - Maggiano's	6:00 pm
April 11, 2014	Registration & Check In: Cumberland Pre-function	7:30 am
	Continental Breakfast: Cumberland Ballroom	8:00 am
Workshop 1431	Using Census Data for Grant Writing & Community...: Cumberland Ballroom	8:30 am
Workshop 1432	Vision Boards—A Creative Inspiration for Your Future: Vinings Room	8:30 am
Workshop 1433	Land Bank Funding and Municipal Public Private Partnerships: Galleria Room	8:30 am
	Networking Break	10:00 am
Workshop 1441	Grant Writing 101: Cumberland Ballroom	10:15 am
Workshop 1442	What a Small Community Can Achieve Through Collaboration: Vinings Room	10:15 am
Workshop 1443	Don't Get Fried by DAVIS-BACON (ACT)!: Galleria Room	10:15 am
	LUNCH & Special Interest Groups (SIGs) Table Topics	11:45 am
Workshop 1451	Behind Closed Doors - One Private Foundation's...: Cumberland Ballroom	1:00 pm
Workshop 1452	Free Resources/Data and Where to Find Them: Vinings Room	1:00 pm
Workshop 1453	Scientific Research and Other Academic Grants: Galleria Room	1:00 pm
	KEYNOTE ADDRESS - "What have you learned, Grasshopper?" Confessions and Musings of a Grant Professional: Cumberland Ballroom	2:45 pm
	Closing Ceremonies and Silent Auction Winners: Cumberland Ballroom	3:45 pm

AUE

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- Kennesaw State University
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- Georgia Department of Education
- Paulding County School District
- Cobb County Schools
- Coweta County School System
- Jackson County Schools

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