



**Chapter Meeting**  
**Tuesday, July 24, 2018**  
**10:00 – 11:30 AM**

**Meeting Agenda**

In Attendance: Janice Jacoby, Taylor Welch, Nydia Akins, Pat Duboise, Jo-Ann Lawrence, Toni Dixon, Angelia Johnson, Skye Thompson, Ryan Braid, Debra Bowling; Web Ex: Shelly Wales, Samantha Bishop, Kathy Brunot, Lisa Amaker, Catherine Bridgers, Rebecca Davis, Tracy Knutsen, Annette VanDevere, Tasha Alston, Lisa Wynne, Christine Osasu

**Welcome and Introductions**

**Pat Duboise**

Pat welcomes everyone to the meeting and asks everyone to go around the table and introduce themselves.

**Guest Speaker:**

• **Introduction – Kristina Morris**

**Pat Duboise**

Objectives: Provide an “insider look” at what funders look for when evaluating a nonprofit for funding  
Give you practical advice when pursuing funding, from before the app to post grant follow-up.

Agenda: Before the App-Know thyself and Know thy prospect

Know thyself-understand organization and what it does and why-talk with constituents-gather statistics, stories and data, determine what you need funded, how much you need and how this aligns with mission, vision and goals

Know thy prospect-who are the key staff-what are the funder’s priorities or focus-how does the funder want to be approached-what are the eligibility requirements-who else has been funded and for what-when are the key deadlines?

What do funders want to know? -Who are you? Why do you exist? What and how much are you asking for and why? What impact have you had/expect to have? How well do you fit with our foundation’s priorities? Why should I invest?

Why do I have to tell you this? –Foundation Decision Maker or Representative-Volume and Time Management-Rolling grant cycles vs set cycles. (Make sure you are putting your best foot forward)

The review process-the Application-The Funder Should Know the following by the time they finish the review: Who, What, When, How, Where, Why

The Review Process: Site Visit-Purpose-to help fill in any gaps, get clarity and answer questions-to be able to see your organization at work-to talk to your leadership more in-depth

Post Grant: Continue relationship with funder-what did you do with the money-did you use it the way you said you would-if not, why-relationship shouldn’t stop if you don’t get the grant or the amount of money you felt like you should have-call for feedback!

Q&A Session

## Chapter Business:

- **President's Report**

**Pat Duboise**

### **Foundation Input-**

Beth Jarrard with the Campbell Foundation is soliciting input on 2 things:

1. Grantadvisor.org, a new website providing user rankings of foundations across the country, in the same vein as TripAdvisor; and 2. The potential development of a Common Grant Application with standardized financial documentation form for funders in the metro Atlanta area.

### **GPA National Conference-Chapter Outing-**

National Conference Nov. 7-10-will put together an outing or dinner one night

### **Newsletter Contributions-**

If anyone have any interest in doing an article, let us know. Toni would like to send the newsletters out earlier than she had been, but submit ideas to Toni, if you're not receiving the newsletter, send an email to [info@ggpa.org](mailto:info@ggpa.org)

- **Treasurer's Report**

**Jo-ann Lawrence**

Chapter dues: \$175

Fund Balance: \$20,606.51

- **Every Chapter Challenge**

**Pat Duboise**

The Every Chapter Challenge campaign begins August 1, 2018 and will end October 31, 2018.

- **Committee Reports**

#### **Membership**

**Pat Duboise**

74 Members

#### **Program**

**Ryan Braid**

Please send Ryan suggestions or ideas for speakers for chapter meetings-have a line up through the end of the year, but next year is open

No date for happy hour, but hope to have it late August/early September

- **Job Announcements**

**Pat Duboise/Group**

Director of Foundations at Atlanta Mission

Donor Relations at Atlanta Mission/

Visit [Atlantamission.org](http://Atlantamission.org)

- **Other Business-**

Amanda Day-works with Grant Writing USA in connection with Marta on August 9-10-offering special discount to GPA members-if interested-go to grant writing USA website

- **Adjourn**

Next Meeting : August 28, 2018 @ 10:00 am