## Southern Regional Grant Conference 2020 Conference Agenda

## Thursday, April 23, 2020

| TIME                 | ACTIVITY  | LOCATION |
|----------------------|---|----------|
| 7:00 am to 10:00 am  | Registration & Check-In   |          |
| 7:30 am to 9:30 am   | Pre-Conference Workshop   |          |
| 10:00 am to 10:10 am | Opening Ceremonies & Welcome:                                   |          |
|                      | Amanda Day, SRGC Chair  |          |
| 10:10 am to 11:30 am | OPENING KEYNOTE   |          |
|                      | · · - · · · · · · · · · · · · · · · ·                           |          |
|                      | Marc A. Pitman, Founder and Chief Guide, Concord Leadership     |          |
|                      | Group   |          |
|                      |   |          |
|                      |   |          |
| 11:30 am to 12:30 pm | LUNCH   |          |
| 12:30 pm to 1:45 pm  | BREAKOUT SESSIONS   |          |
|                      |   |          |
|                      | Workshop 2001:  |          |
|                      | Amanda Day, GPC, National Consultant & Trainer, dba Amanda Day  |          |
|                      | Kimberly Hays de Muga, GPC                                      |          |
|                      | We're Way Too Pretty for Prison & Other Ethical Dilemmas        |          |
|                      | Workshop 2002:  |          |
|                      | William David Gray, Grants Coordinator II, Greenville Technical |          |
|                      | College   |          |
|                      | To the Point - Mastering Precision in Applying for Grants       |          |
|                      | January Grand   |          |
|                      | Workshop 2003:  |          |
|                      | Jodi Pearl, GPC, Grants Development Specialist, Memorial        |          |
|                      | Healthcare System   |          |
|                      | Worth the Cost of Admission - A Look at the Professional        |          |
|                      | Development Opportunities Offered through Your GPA Membership   |          |
| 1:45 pm to 2:00 pm   | Break   |          |
| 2:00 pm to 3:15 pm   | BREAKOUT SESSIONS   |          |
|                      | W 1 1 2004  |          |
|                      | Workshop 2004:  |          |
|                      | Gail Widner, Ph.D., GPC, Grant Coordinator, SC Department of    |          |
|                      | Corrections Grammar Refresher                                   |          |
|                      | Granina Reliestiei  |          |
|                      | Workshop 2005:  |          |
|                      | Brandi Rae Hicks, Founder and Professor, SERVE University       |          |
|                      | 10 Things You Need to Start Your Grant Consulting Business      |          |
|                      | j - ŭ   |          |
|                      | Workshop 2006:  |          |
|                      | Barbara Vega, Grants Administration, Cross Catholic Outreach    |          |
|                      | Logic Models  |          |
| 3:15 pm to 3:45 pm   | Afternoon Snack Break   |          |

| 3:45 pm to 5:00 pm | BREAKOUT SESSIONS  |  |
|--------------------|--|--|
|                    | Workshop 2007:   |  |
|                    | Jessica Luetzow, Director of Foundation Relations, Family &  |  |
|                    | Children's Place   |  |
|                    | Legendary Foundation Relations: Taming Monkeys, Bagging<br>Elephants, and Finding Unicorns   |  |
|                    | Workshop 2008:   |  |
|                    | Donna Wilkens, Managing Senior Associate, Metis Associates<br>Marilyn Zlotnik, Vice President for Strategy, Metis Associates<br>How to Get a Perfect Score on Your Government Grant Evaluation |  |
|                    | Section  |  |
|                    | Workshop 2009:   |  |
|                    | Shavonn Richardson, Founder and Principal Grant Writer, Think and  |  |
|                    | Ink Grant Consulting   |  |
|                    | 50 Shades of Gray (Areas) - Creating Clear and Drama Free  |  |
|                    | Contracts  |  |
| 5:00 pm            | END OF CONFERENCE WORKSHOP CONTENT   |  |
| 5:15 pm            | Social Outing  |  |

| Friday, April 24, 2020 |  |          |  |  |
|------------------------|--|----------|--|--|
| TIME                   | ACTIVITY   | LOCATION |  |  |
| 8:00 am to 8:30 am     | Registration & Check-In  |          |  |  |
| 8:00 am to 8:30 am     | Coffee   |          |  |  |
| 8:30 am to 9:15 am     | THEMED ROUNDTABLE DISCUSSIONS  |          |  |  |
|                        | Workshop 2010: Consulting Best Practices   |          |  |  |
|                        | Facilitator:   |          |  |  |
|                        | <b>Workshop 2011:</b> Varying Approaches to Foundation Proposals Facilitator:              |          |  |  |
|                        | Workshop 2012: Book Lovers   |          |  |  |
|                        | Facilitator:   |          |  |  |
| 9:15 am to 9:30 am     | Break  |          |  |  |
| 9:30 am to 10:45 am    | BREAKOUT SESSIONS  |          |  |  |
|                        |  |          |  |  |
|                        | Workshop 2013:   |          |  |  |
|                        | Rosi Steward Urbine, GPC, Grants Manager, Saint Thomas Health                              |          |  |  |
|                        | Statements, Stats, and Stories - How to Craft a Needs Assessment and Move a Funder's Heart |          |  |  |
|                        | Workshop 2014:   |          |  |  |
|                        | Steve M. Harrington, GPC, President, Harrington and Associates                             |          |  |  |
|                        | Federal Grants: Are you Ready?   |          |  |  |
|                        | Workshop 2015:   |          |  |  |
|                        | Meghann Adams, GPC, Grants Manager, Zoo Atlanta  |          |  |  |
|                        | Demystifying the GPC: An Overview on Becoming Credentialed and Maintaining the Credential  |          |  |  |
|                        | Iviantianing the Oredential  |          |  |  |

| 10:45 am to 11:00 am                     | Break   |  |
|--|---|--|
| 11:00 am to 12:15 pm                     | BREAKOUT SESSIONS   |  |
|  | Wastakan 2040   |  |
|  | Workshop 2016: Sudie Alexander, Grants Development Manager, Charleston County |  |
|  | Sheriff's Office  |  |
|  | Tips for a Better Budget for Grant Rock Stars                                 |  |
|  | Workshop 2017:  |  |
|  | Ericka Harney, CFRE, GPC, CAE, CVA, Consultant and Coach,                     |  |
|  | ErickaHarney.com  A MUST Do: Be a Grant Reviewer!                             |  |
|  | A MOST DO. Be a Grafit Reviewer!  |  |
|  | Workshop 2018:  |  |
|  | Jane Arney, Director of Foundation and Corporate Relations, Atlanta           |  |
|  | Mission James Barrell, Manager of Partner Solutions, Atlanta Mission          |  |
|  | All the Right Moves: Create a successful grants plan by optimizing            |  |
| 12:15 pm to 1:00 pm                      | your CRM using Moves Management Lunch   |  |
| 1:00 pm to 2:15 pm                       | BREAKOUT SESSIONS   |  |
| 1.00 pm to 2.15 pm                       | BREAROUT SESSIONS   |  |
|  | Workshop 2019:  |  |
|  | Johna Rodgers, GPC, Principal Consultant and National Trainer,                |  |
|  | Johna Rodgers Consulting, LLC   |  |
|  | Getting Unstuck: How to write (a grant) when you're stuck                     |  |
|  | Workshop 2020:  |  |
|  | David Broussard, GPC, Group Vice-President, Grant Services,                   |  |
|  | DickersonBakker Title TBD   |  |
|  | Title TDD   |  |
|  | Workshop 2021:  |  |
|  | Janifer Wheeler, The Joyful BadAss Whisperer, Wheelhouse Lifestyle Solutions  |  |
|  | Take this Job and LOVE It! 5 Steps for Finding Your JOY Factor                |  |
| 2:15 pm to 2:45 pm                       | Snack Break   |  |
| 2:45 pm to 3:15 pm                       | THEMED ROUNDTABLE DISCUSSIONS   |  |
|  | Workshop 2022: Incorporating Tech in Your Grant Work Flow                     |  |
|  | Facilitator:  |  |
|  | Warkshan 2022, Managing Expectations in Value Office                          |  |
|  | Workshop 2023: Managing Expectations in Your Office Facilitator:              |  |
|  |   |  |
|  | Workshop 2024: Ethics   |  |
| 2:15 pm to 2:20 pm                       | Facilitator:  |  |
| 3:15 pm to 3:30 pm<br>3:30 pm to 4:45 pm | Break CLOSING SESSION (KEYNOTE OR PANEL)                                      |  |
| 0.00 pm to 4.40 pm                       | Public-Private Partnership Panel  |  |
|  | Facilitator:  |  |
| 445                                      | Panel Members:  |  |
| 4:45 pm to 5:00 pm                       | Closing Ceremonies & Silent Auction Winners                                   |  |