

2022 Southern Regional Grant Conference
Workshop Descriptions

OPENING KEYNOTE: The Surprising Gift of Doubt

WORKSHOP 2001: Grant Ethics BINGO

A strong code of ethics separates grant professionals from those who simply throw out a shingle with no insight into the profession. Join us as we play ethical BINGO as part of the learning process. We will cover a whole host of ethical scenarios and how to handle them. Takeaways include: (1) Resources to use when dealing with ethical situations in the grant profession and (2) A walk through of potential scenarios and how to go about handling any ethical situations that arise when researching, writing, and administering grant funding.

WORKSHOP 2002: To the Point – Mastering Precision in Applying for Grants

This workshop includes useful tips for focus and precision in the super-competitive world of grant writing. We will explore examples of completed application packets cover review exercises to learn a more precise approach in applying for grant funds.

WORKSHOP 2003: Statements, Stats, and Stories – How to Craft a Needs Assessment and Move a Funder’s Heart

A needs assessment is one of the anchors of a strong and compelling proposal. The session will focus on establishing the case for funding support by presenting meaningful data, comparative statistics, vivid stories that exemplify need, and statements that demonstrate alignment to the funder’s mission and initiatives. The discussion spotlights practical techniques such as the use of tables, charts, and pictures to emphasize salient points. Of importance is also crafting the needs assessment within the historical context of an organization and its program successes to build a winning submission.

WORKSHOP 2004: Grammar Refresher

WORKSHOP 2005: 10 Things You Need to Start Your Grant Consulting Business

When writing grants as your full-time career becomes a part-time passion to earn extra income, it can motivate grant professionals to start a consulting business. Give yourself permission to allow the “10 Things You Need to Start Your Grant Consulting Business” workshop to help grant professionals introduce their years of experience to a new community of paying clients. This training will equip grant writers with resources to launch a profitable grant consulting business, so you can live your life on purpose and have the peace to create your own schedule as an independent contractor.

WORKSHOP 2006: The Scientific Method: Another Logic Model for the Grants Profession

The scientific method is a foundational logic model with ancient origins that drives empirical research on the natural, physical, and social worlds. Results from all kinds of research make up the evidence used by grant professionals to support the needs and gaps across diverse programs. Refresh that knowledge or learn for the first time how the scientific method developed, what it is, is not, and how it is used and abused. Explore its relationship to logical models used in the grant profession and how grant professionals benefit from understanding the scientific method.

WORKSHOP 2007: Roundtable Discussion: Ask Me Anything – Let’s Problem Solve Together

In this facilitated discussion, come prepared to share your fundraising and grant-related woes. Participants are invited to share tips, tricks, and resources to help their peers navigate the profession. This will be the perfect spot to ask that question that is not covered in any of the presented workshops.

WORKSHOP 2008: Roundtable Discussion: Leadership – Getting Your Seat at the Table

Grant professionals are often required to shape program design, understand budgets, fund important organizational elements, and so much more. Even so, sometimes we have to elbow our way to a seat at the leadership table. Come with questions and answers for how to have your leadership skills recognized at your office.

WORKSHOP 2009: Roundtable Discussion: Book Lovers

Grant professionals tend to be readers. Join your fellow book lovers in a lively discussion about what is on your bookshelves these days, from fiction to educational reads and everything in between. It’s like a quick book club where you can talk about all the books!

WORKSHOP 2010: Legendary Foundation Relations: Taming Monkeys, Bagging Elephants, and Finding Unicorns

All grant writers know there are two types of money in this world: public and private. We write grants every day to secure one kind or the other. State and federal money is called public: these grants have very strict rules and guidelines to follow. However, private foundations are a “whole nother animal”! Coming in all different shapes, sizes and personalities, private foundations can seem at first to be aloof and distant, intimidating and difficult to approach. Join me to learn how to identify, connect with, and write successful grants for private foundations. It’s not as scary as you think!

WORKSHOP 2011: Other Duties as Assigned: Program Design for Grant Professionals

While not exactly proposal writing or in the grant pro’s job description, program design creeps into our work. Come learn principles of program design and tricks to get details from project owners.

WORKSHOP 2012: Take This Job and LOVE It! 5 Steps for Finding Your JOY Factor

The average person will spend 90,000 hours at work over the course of a lifetime. If your work/life blend is missing the JOY Factor, that’s an awfully long time to be miserable. In Take this Job and LOVE It, Janifer Wheeler will share tips and strategies for connecting, aligning, revealing, and empowering participants to find their values, vision, and JOY.

WORKSHOP 2013: You are BIGGER than Burnout: Strategies for Winning the Silent Battle

Burnout is real, relevant, and recoverable. Join three grant pros as they laugh and (maybe) cry through their eye-opening burnout journeys and provide concrete strategies for prevention and recovery.

WORKSHOP 2014: Federal Grants TBD

WORKSHOP 2015: Building a Sustainable Consulting Business

Dream of starting a consulting business? This session will discuss strategies to get started and how to move your practice to a sustainable business model.

WORKSHOP 2016: Foundation and Corporation Grants Management 101

You received a grant from a private foundation or corporation – now what? Learn best practices for post-award grants management of non-federal grants, with examples of grants management tracking tools. From budget and application to close out – we'll walk through ways to better manage grants to become a good steward of private funding.

WORKSHOP 2017: (In)Equity in the Grants Profession

2020 brought the largest uprisings against racism that the world has ever seen. This led to a critical analysis of inequity within the nonprofit sector. In 2021, the Georgia Chapter of the Grant Professionals Association (GGPA) launched the Task Force to Improve Equity and Communication in the Grants Profession. Our purpose is to promote equity in the grant seeking and grant making professions through education, awareness, and capacity building opportunities. Join us as we explore what we have learned so far and discuss recommendations for the future of the grants profession.

WORKSHOP 2018: Demystifying the GPC: An Overview on Becoming Credentialed and Maintaining the Credential

Calling all grant professionals! Whether you're interested in earning your Grant Professional Certified (GPC) credential or you've been a GPC for years, let's discuss all things GPC. Newcomers will receive an overview of the requirements and process to sit for the GPC exam. Current GPCs will review the Certification Maintenance Program (CMP) and discuss the best ways to demonstrate knowledge and skills to maintain the GPC every three years.

WORKSHOP 2019: Tips for a Better Budget for Grant Rock Stars

Practical tips for building federal, state, and foundation budgets from an experienced grant writer and former accountant. A great budget is another story telling tool grant professionals can use to compel funders to fully fund your request. Budgets can build credibility, reinforce goals and objectives set out in the grant application, and demonstrate good stewardship of grant award. Budgets can provide clarity to proposed project priorities and illustrate full development of grant request. Topic covers pre-planning and grant development, detailed budgets, and budget narratives.

WORKSHOP 2020: A MUST Do: Be a Grant Reviewer!

What's the best way to improve your proposals? Get the perspective of how they are reviewed. This session will cover the essentials of and how to be a reviewer.

WORKSHOP 2021: All the Right Moves: Create a Successful Grants Plan by Optimizing Your CRM Using Moves Management

Learn how to optimize your use of a complex CRM, such as Salesforce NPSP, to maximize efficiency and funding for your grants program. We will show you how to use a Moves Management system to create a grants plan with sortable lists of opportunities, keep on track with deliverables and tasks, and use colorful dashboards and detailed reports that are easy to modify and download.

WORKSHOP 2022: Roundtable Discussion: Incorporating Tech in Your Grant Work Flow

Tech solutions abound, but how do you know which is the right one for you? If you have a favorite platform, software, or app, come prepared to sign its praises. If you have questions about which tech your peers prefer, ask away. This is a great way to discuss what tech works, what tech doesn't, and what tech tools you cannot live without.

WORKSHOP 2023: Roundtable Discussion: Managing Expectations in Your Office

Bosses and boards love grant funding, and so often they just expect you to bring in more and more dollars every year. What are reasonable funding, management, and other duties as assigned expectations based on the size of your grant office. Learn from your peers about how to manage expectations so everyone at your organization is on the same page.

WORKSHOP 2024: Roundtable Discussion: Getting Involved with GPA

Between chapter leadership, committee service, mentoring opportunities, author needs, and national board service, there are a variety of opportunities for you to get more involved in the Grant Professionals Association. Come learn about the many ways to give back to our profession, while improving your own leadership skills. And if you've done your share of involvement, please join us to talk about what it was like.

WORKSHOP 2025: Getting Unstuck: How to Write (A Grant) When You're Stuck

WORKSHOP 2026: Prospect Research and Engaging Private Foundations

WORKSHOP 2027: Beyond Deadline-driving Grant Writing: A Simple Map from Idea to Sustainability

Why must we so often submit grant applications just before the deadline?!? Grant writers need the support of their whole organization to be consistently successful. Before grant writing begins, long before an application deadline, a project must be planned with input from leadership and frontline staff. Yet, time and time again, it doesn't happen this way. This presentation provides a simple map through the wilds of the grant writing process, from application idea to project sustainability. This map can be shared with non-writers, changing your grant culture to one less driven by deadlines.

CLOSING SESSION: Private-Public Partnership