

# Southern Regional Grant Conference 2017

## Conference Agenda

Thursday, June 15, 2017

TIME	ACTIVITY	LOCATION
8:00 am to 9:00 am	Registration & Check-In	
8:00 am to 9:00 am	Continental Breakfast	
9:00 am to 9:10 am	<b>Opening Ceremonies &amp; Welcome</b>	
9:10 am to 10:30 am	<p><b>FUNDERS PANEL: Developing Relationships with Foundation and Corporate Partners</b></p> <p>Moderator: Jo-ann Lawrence, MA, Non-Profit Consultant, Ascension Non-Profit Development</p> <p>Panelists:</p> <p>Kristina L. Christy, Vice President, Atlanta Community Affairs, Wells Fargo Government &amp; Community Relations Group</p> <p>Bonnie S. Hardage, Executive Director, Jesse Parker Williams Foundation, Inc.</p> <p>Mary Humann Judson, President, The Goizueta Foundation</p> <p>Tita Stewart, Regional Vice President, Marketing, Community Relations and Member Services, Amerigroup</p> <p><b>ALTERNATIVE WORKSHOP</b></p> <p>David Broussard, GPC, Vice President, Grant Services Team Lead, Dickerson, Bakker &amp; Associates</p> <p><i>Is Your Organization Grant Ready?</i></p>	
10:30 am to 10:45 am	Break	
	<p><b>BREAKOUT SESSIONS</b></p> <p><b>Workshop 1701:</b> Jo-ann Lawrence, MA, Non-Profit Consultant, Ascension Non-Profit Development <i>Research...where, how and how much?</i></p> <p><b>Workshop 1702:</b> Meghann Adams, GPC, Grants Manager, Zoo Atlanta Nancy Smallwood, GPC, Grants Manager, Hall County <i>Attaining Your GPC: What You Need to Know</i></p> <p><b>Workshop 1703:</b> Simone Danielson, Education Research and Evaluation Specialist, Georgia Department of Education <i>21st Century Community Learning Centers Program Information</i></p>	

12:00 pm to 1:00 pm	Lunch	
1:00 pm to 1:30 pm	<p><b>THEMED ROUND TABLE DISCUSSIONS</b></p> <p><b>Workshop 1711:</b> Grant Research Facilitator: Jo-ann Lawrence, MA, Non-Profit Consultant, Ascension Non-Profit Development</p> <p><b>Workshop 1712:</b> Grant Writing Facilitator: Amanda Day, GPC, Grant Consultant &amp; Trainer, Grant Writing USA</p> <p><b>Workshop 1713:</b> Grant Management Facilitator: Danny Blitch, GPC, Grant Manager, City of Roswell</p>	
1:30 pm to 1:45 pm	Break	
1:45 pm to 3:00 pm	<p><b>BREAKOUT SESSIONS</b></p> <p><b>Workshop 1721:</b> Gail Widner, PhD, GPC, Business Communications Consulting <i>Resuscitate the Sentence: A Writing Refresher</i></p> <p><b>Workshop 1722:</b> Eric Jacobson, Executive Director, Georgia Council on Developmental Disabilities <i>Advocacy</i></p> <p><b>Workshop 1723:</b> Shavonn Richardson, MBA, Certified Grant Writer, Founder, Think and Ink Grant Consulting <i>Freelancer, Inc.- 10 Marketing Hacks for New Grant Consultants</i></p>	
3:00 pm to 3:30 pm	Snack Break	
3:30 pm to 4:45 pm	<p><b>BREAKOUT SESSIONS</b></p> <p><b>Workshop 1731:</b> Erica Harney, CAE, CFRE, GPC, CVA, Executive Director, Accounting &amp; Financial Women's Alliance (AFWA) and The Foundation of AFWA <i>How to Understand Financial Statements Without Going Bald</i></p> <p><b>Workshop 1732:</b> Kelly Burton, PhD, Principal and CEO of Nexus Research Group <i>5 Reasons Non-Profit Programs Fail</i></p> <p><b>Workshop 1733:</b> Jay Janssen, GPC, Independent Consultant Jodi Pearl, GPC, Grants Coordinator, Memorial Healthcare System <i>Grant Funding in Healthcare: Current Trends and Issues</i></p>	
4:45 pm	END OF CONFERENCE WORKSHOP CONTENT	
5:00 pm	Evening Cocktails & Dinner Outing – Visit Check-in Desk for Signup and Details	

TIME	ACTIVITY	LOCATION
8:00 am to 8:30 am	Registration & Check-In	
8:00 am to 8:30 am	Continental Breakfast	
8:30 am to 9:45 am	<p><b>BREAKOUT SESSIONS</b></p> <p><b>Workshop 1741:</b> Brandi Rae Hicks, MBA, MPA, Grant Writer &amp; Nonprofit Consultant <i>10 Things You Need to Start Your Grant Consulting Business</i></p> <p><b>Workshop 1742:</b> Jan Heidrich-Rice, GPC, District Development Director, Cobb &amp; Douglas Public Health <i>Don't Take Your Talents for "Granted"!</i></p> <p><b>Workshop 1743:</b> Stephanie M. Watson, MSW, Non-profit Growth Consultant and Grant Writer, Building Connections, LLC <i>Extending Your Grant Writer Skillset</i></p>	
9:45 am to 10:00 am	Break	
10:00 am to 11:15 am	<p><b>BREAKOUT SESSIONS</b></p> <p><b>Workshop 1751:</b> Sandra S. Bethea, MSA, PMP, GPC, Strategic Impact Consulting Group &amp; MARTA <i>Concrete Tools for Outcomes Management</i></p> <p><b>Workshop 1752:</b> Amanda Day, GPC, Consultant &amp; Trainer, Grant Writing USA Shelley Loethen, GPC, President &amp; CEO, Encore Nonprofit Solutions <i>Lying, Cheating &amp; Stealing - How Misuse and Deceit Will Destroy a Grant Office</i></p> <p><b>Workshop 1753:</b> Deborah Cook, PhD, Chief Consultant, The Grant Science Lab <i>How to Find and Use Primary Sources</i></p>	
11:15 am to 11:30 am	Break	
11:30 am to 12:00 pm	<p><b>THEMED ROUND TABLE DISCUSSIONS</b></p> <p><b>Workshop 1761: Government</b> Facilitator: Sylvia Redic, GPC, City Manager, City of Morrow</p> <p><b>Workshop 1762: Nonprofit</b> Facilitator: Meghann Adams, GPC, Grants Manager, Zoo Atlanta</p> <p><b>Workshop 1763: Consultant</b> Facilitator: Steve Harrington, GPC, Director of Grant Services, Nelson Mullins Riley &amp; Scarborough LLP</p> <p><b>Workshop 1764: Education</b> Facilitator: Gail Widner, PhD, GPC, Business Communications Consulting</p>	

12:00 pm to 1:00 pm	Lunch	
1:00 pm to 2:15 pm	<p><b>BREAKOUT SESSIONS</b></p> <p><b>Workshop 1771:</b>  Danny Blicht, GPC, Grant Manager, City of Roswell  <i>Time is up! What is your plan for addressing the sustainability question?</i></p> <p><b>Workshop 1772:</b>  Quinetha Frasier, CEO, MyPLEDGER  <i>Program Design with Results in Mind</i></p> <p><b>Workshop 1773:</b>  Ericka Harney, CAE, CFRE, GPC, CVA, Executive Director,  Accounting &amp; Financial Women's Alliance (AFWA) and The  Foundation of AFWA  <i>Board Members and their Role in Grant Seeking</i></p>	
2:15 pm to 2:45 pm	Snack Break	
2:45 pm to 3:45 pm	KEYNOTE ADDRESS	
3:45 pm to 4:15 pm	Closing Ceremonies & Silent Auction Winners	