

Grant Professionals Association

14th Annual National

About the 2012 GPA Conference

- The GPA Annual National Conference is in its 14th year.
- This year's conference is being held at Hyatt Regency Indianapolis in Indianapolis, IN.
- 60 Workshops to be scheduled in all professional levels
- 600-700 attendees expected.
- Four Pre-Conference Sessions
- Top Notch Keynote and Featured Speakers



October 17-20, 2012

Hyatt Regency Indianapolis
Indianapolis, IN



14th Annual National Conference

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**“Raising Your Game:
Scoring Big in the Grant Profession”**

8 Ways To Save Money at the GPA Conference!

- 1 Become a Member of GPA and receive your conference registration discount
- 2 Register early to receive great discounts!
- 3 Eat your meals at GPA events
- 4 Participate in the GPA Room Share Program
- 5 Don't fly - Drive in
- 6 Eat your meals at GPA events
- 7 Use coupons at local eateries and venues
- 8 Satisfy your recertification by attending workshop sessions



CONFERENCE HIGHLIGHTS

About the Grant Professionals Association

The Grant Professionals Association (GPA), a nonprofit membership association, builds and supports an international community of grant professionals committed to serving the greater public good by practicing the highest ethical and professional standards. Founded in 1997, GPA has grown to close to 2,000 active members representing all 50 states, Puerto Rico, Canada, and the United Kingdom. More than 50 chapters have formed in the past four years.

About the GPA Annual Conference

GPA’s annual conference has gained a well-earned reputation as the most comprehensive educational and professional growth event available for those committed to excellence in the practice of grantsmanship. Each year, conference participants enjoy high-quality workshops on a wide variety of topics presented by the most experienced and knowledgeable experts in their respective fields.

The conference draws grant proposal writers, grant managers, nonprofit administrators, and consultants of all skill levels, in all areas of practice, from arts to education to homeland security. GPA anticipates that the 2012 conference will attract more than 700 attendees from across the country and internationally.

OVER 60 WORKSHOPS GEARED TOWARD THE GRANT PROFESSIONAL!

Conference Skill Tracks and Special Interest Groups (SIGS): Workshops will identify the skill track and SIG that aligns with the topic of the proposed presentation. Special interest groups include: Advocacy, Arts & Culture, Canadian, Consultants, Environmental, Faith-Based, Government, Grant Management, Healthcare, Higher Education, Human Services, Indian Tribes, International Development, K-12 Education, Law Enforcement, Libraries, Safety, Social Justice and Student.

Skill tracks include: Proposal Development – Planning, Grant Construction, Grant Management and Reporting, Communication Skills, Professional Ethics, Resource Knowledge/Grant Research, etc.

Professional Levels: GPA offers a number of presentations targeting **beginning, intermediate and advanced professionals**, are all welcome and encouraged to attend the conference.



THE GPA FOUNDATION OFFERS
CONFERENCE SCHOLARSHIPS

Due May 31, 2012

The GPA Foundation invites you to apply for a conference scholarship, which includes three nights hotel and full registration fees. The Foundation will consider grant professionals for 2012 scholarships who meet our selection criteria (including need, commitment to professional growth and recognizing the value of the conference). The 2012 scholarships will be paid through designated donations and funds received from the annual proposal review program. GPA Foundation Scholarships are only available to current GPA Members in good standing. Log on to www.grantprofessionalsfoundation.org for more information and to apply online.



GRANT PROFESSIONAL
CERTIFICATION EXAM

Do you have your GPC Credential?

Plan now to register for the Grant Professional Certification (GPC) examination, offered right after the conference. Be among some of the first in our field to claim the GPC credential.

Visit www.grantcredential.org for more details.



OCTOBER 17-20, 2012
HYATT REGENCY INDIANAPOLIS—INDIANAPOLIS, IN

Name _____

Title _____

Organization _____

Address _____

City/State/Zip _____

Phone _____ Fax _____

Email _____

Badge Name _____ Spouse/Guest* _____

**Guest registration is NOT for use by co-workers or associates within the industry.*

REGISTRATION INSTRUCTIONS:

- Conference registration fees include admission to all workshops, conference meal functions, and receptions (Excludes off-site optional activities).
- Only one conference attendee per registration form.
- GPA’s Federal Identification Number is 38-3464163.
- The early registration discount is available only for registrations postmarked or electronically received by midnight **June 30, 2012**.

REGISTRATION FEES:

Early Registration - Register before June 30, 2012

☐ \$499 Member ☐ \$599 Non-Member ☐ \$399 Student

Regular Registration - Register before August 31, 2012

☐ \$575 Member ☐ \$675 Non-Member ☐ \$475 Student

Late/Onsite Registration - Register after September 1, 2012

☐ \$699 Member ☐ \$799 Non-Member ☐ \$599 Student

One Day Registration

☐ \$175 Member ☐ \$275 Non-Member

☐ \$250 Spouse/Guest (meal functions only)

PRECONFERENCE WORKSHOP (Indicate which preconference session—TBD)

☐ Workshop Session 1 - \$50 ☐ Workshop Session 2 - \$50 ☐ Workshop Session 3 - \$50

GPA NATIONAL MEMBERSHIP AND CHAPTER DUES:

Annual Membership to GPA ☐ \$175

Local Chapter Dues ☐ Amount \$ _____

OPTIONAL ACTIVITIES:

☐ \$25 Proposal Review GPA Member ☐ \$400 GPCI Exam (GPA Member)*

☐ \$75 Proposal Review Non-Member ☐ \$525 GPCI Exam (Non-Member)*

**This advance payment option is a convenience offered to candidates who want to pay for both conference and GPC costs in one payment. Please visit www.grantcredential.org to complete the GPC registration process.*

CANCELLATION AND REFUND POLICY: Cancellations must be postmarked, transmitted electronically, or faxed, no later than **August 31, 2012**. A \$75.00 processing fee will be deducted from the refund. No refunds will be issued after August 31, 2012. Substitutions are allowed when submitted in writing.

SPECIAL NEEDS: If you are disabled, require other special services, and/or have medical or dietary restrictions, please indicate: _____

EMERGENCY INFORMATION (REQUIRED):

Emergency Contact _____

Phone (day) _____ (evening) _____

CONFERENCE REGISTRATION

3 Ways to Register

1 Internet www.grantprofessionals.org

2 Fax 1-913-788-3398

3 Mail Return registration with payment to:
GPA Conference Registrar
1333 Meadowlark Lane, Suite 105
Kansas City, KS 66102

3 Ways to Pay

1. Credit Card Please charge \$ _____
to my : ☐ Visa ☐ MasterCard ☐ Discover

Acct. # _____

Exp. Date _____ 3 Digit Security Code _____

Signature _____

Name on Card _____

Billing Address _____

2. Check Enclosed is a check (made payable to GPA) for \$ _____ Check # _____

3. Purchase Order

Purchase Order # _____

Type of Organization (Required)

<input type="checkbox"/> Advocacy	<input type="checkbox"/> Human Services
<input type="checkbox"/> Arts & Culture	<input type="checkbox"/> Indian Tribes
<input type="checkbox"/> Canadian	<input type="checkbox"/> International Development
<input type="checkbox"/> Consultants	<input type="checkbox"/> K-12 Education
<input type="checkbox"/> Environmental	<input type="checkbox"/> Law Enforcement
<input type="checkbox"/> Faith-Based	<input type="checkbox"/> Libraries
<input type="checkbox"/> Government	<input type="checkbox"/> Safety
<input type="checkbox"/> Grant Management	<input type="checkbox"/> Social Justice
<input type="checkbox"/> Healthcare	<input type="checkbox"/> Student
<input type="checkbox"/> Higher Education	

MEMBERSHIP INFORMATION:

☐ I am an GPA member
Member ID# _____

☐ I am a first time conference attendee

☐ I am an GPA Chapter Member
Chapter Name: _____

ADDITIONAL INFORMATION:

☐ Registration and attendance at, or participation in, GPA meetings and other activities constitutes an agreement by the registrant to GPA use and distribution (both now and in the future) of the registrant or attendee’s image or voice in photographs, videotapes, electronic reproductions and audiotapes of such events and activities.

☐ I do not want my contact info shared with other conference attendees.

CONFERENCE HIGHLIGHTS

Who Should Attend

- Development Directors
- Executive Directors
- Financial Officers
- Government Relations Officers
- Grant Coordinators
- Grant Consultants
- Grant Managers
- Grants Officers
- Grant Writers
- Grant Professionals of all kinds

Reasons to Attend

- GPA is the ONLY national organization that works toward enhancing the role of grant professionals
- Learn first hand from expert practitioners
- Learn best practices for grants management
- Network with other grant professionals in the nation

WELCOME AND AUTHOR'S RECEPTION

Wednesday, October 17, 2012

5:00 pm - 7:00 pm

Come enjoy food, exhibitors, and networking before the official start of the conference.



HOTEL ACCOMODATIONS AND TRAVEL INFORMATION

Hyatt Regency Indianapolis
One South Capitol Avenue
Indianapolis, IN 46204
314-616-6082

The GPA 14th Annual Conference/CharityChannel Summit and guest housing host is the Hyatt Regency Indianapolis in Indianapolis, IN.

The hotel rate is \$159 per night. Included with that is free internet access, refrigerator, coffee maker and safe in each sleeping room.

Visit <http://grantprofessionals.org/professional-development/conference/accommodations-and-travel> to book your reservation.



INFORMATION ABOUT INDIANAPOLIS:

- Take the Green Line bus from the airport to the hotel for only \$7!
- There are 200 restaurants in a three block area surrounding the conference hotel.
- Downtown entertainment and shopping all connected by skywalks!

KEYNOTE AND FEATURED SPEAKERS



Stacy Palmer—Editor of The Chronicle of Philanthropy

Stacy Palmer has served as a top editor since The Chronicle of Philanthropy was founded and has overseen the development of its Web sites. She is also co-editor of the Chronicle Board Report, a newsletter for nonprofit trustees.

She has appeared frequently on radio and television to offer commentary on news in the nonprofit world. She is also editor of “Challenges for Philanthropy and Nonprofits,” a book published by the University Press of New England that collects three decades of observations by the nonprofit activist and Chronicle columnist Pablo Eisenberg. Before she joined The Chronicle of Philanthropy, Ms. Palmer was editor for government and politics at The Chronicle of Higher Education. She is a graduate of Brown University, where she earned a bachelor’s degree in international relations. She has been an active alumna, serving on numerous alumni boards, including chairing the Brown Alumni Magazine and serving on the Women’s Leadership Council.



David Bowers

Vice-President/Market Leader -
Enterprise Community Partners



Bob Ottenhoff

President and CEO of
GuideStar USA, Inc.



Rod Helm

President of Grant Writing USA



Trish Tchume

Director of the Young
Nonprofit Professionals
Network (YNPN)



Phil Maestri

Director, Risk Management
Service, U.S. Department of
Education



Trinity Tomsic

Deputy Executive
Director of Federal
Funds Information for
States (FFIS)

2012 Workshops will be posted in April/May 2012. Please see below for a list of 2011 workshops as an example.

Teaching Others to Fish: Presenting Advanced Grants Workshops & Courses
You’ve had success in submitting successful proposals. Now, others want to learn from you! With tools and best practices to lead advanced courses, you’ll be ready to design and lead grants education.

What Helps Leaders Grow - Developing the Pride-full Leader Within? (2 Part)
Join us for "What Helps Leaders Grow" a three hour energizing workshop that will help you master change. If you've ever been frustrated in your daily activities - with your board, staff and/or volunteers, then this is a session for you. Discover an "Exploriation to Change" and how to support others through it. Investigate the characteristics of great leaders and how you can emulate them fearlessly. If you want to refine your sense of vision; to strategically communicate; to demonstrate critical thinking pride- fully and encourage others courageously; to build a steadfast team environment; to seize opportunities, through sound principles and to personify self-confidence and assertiveness; than this is the competency workshop for you. Where are you now? Where do you as THE LEADER of your organization want to be? WHAT's holding you back?

Grants Gambling: Tricks of the Trade
‘Grants Gambling: Tricks of the Trade’ offers the beginning to advanced grant professional winning tips, tricks and techniques to get grant-ready and achieve success with grant seeking. Participants will: 1) Understand the ‘3 Rs’ of grant seeking as fundraising; 2) Review an approach to capacity building with the ‘CHECKLIST FOR SUCCESS’: 3) Learn a process for project development; and 4) Experience using a logic model.

Taking Grants Careers into Consulting, Training, Publishing & Other Avenues (2 Part)
In this workshop, GPA members will learn how to move from grant professional employee status to becoming a grant consultant.

Face-to-Face Basics: Incorporating Individual Solicitation into your Annual Fund
Attention Executive Directors and Development Directors! If your small development shop only solicits individuals by bulk mail (or not at all,) this session is for you! Did you know that individuals give 80% of the philanthropic dollars in this country each year? If you focus the bulk of your time and attention soliciting corporations and foundations, your efforts are in the wrong place. Come learn how to identify, cultivate, solicit and steward individuals for the first time, and integrate face-to-face solicitations into your annual development plan. We will discuss how to identify prospects, how to get a first meeting, and how to cultivate and solicit gifts for your organization.

Marketing Your Grant Business
Come learn how to connect with new clients and discuss how much to charge for your services as you explore marketing options for establishing or expanding your grant business.

Creating a Development Plan that Works! (2 Part)
Is your organization stuck in the special event mode? Does your board refuse to accept their fundraising responsibility? Does the rest of your organization’s staff wonder what the development office actually does all day? Is your organization dependent on grants as its sole source of funding? Have you wondered why your development plans do not get implemented? If so, this workshop is for you.

Writing A Successful Federal Application
This session is for novice professionals with the presenter providing direction and discussion of key proposal components from her perspective as a federal grant reviewer.

MSU - The Proposal Writer's Guide to Making Stuff Up
As proposal writers we occasionally have to MSU-make stuff up. Learn how MSU can move the writing process forward, increase your skills and guide fundable proposals. Then learn how to get rid of MSU!

Working with a Different Kind of Animal: The Care and Feeding of Legislators to Cultivate Support for Your Programs
Tame the federal and state appropriation beast without a whip and chair! Understand positive and negative influences on the ‘deciders’, including media, staffers, hometown and DC politics, and guilt.

Making the Most of Rural and Tribal Funding for Public Safety
Join Dan Casion to identify rural-focused and tribal-specific grant programs and explore best practices for positioning an application for these unique public safety opportunities.

Your Proposal is a SHIPP: Steer Your Vessel in the Right Direction
Whether you are a organization-based novice or experienced freelance grant writer, you can benefit from adopting the SHIPP model of proposal development. SHIPP provides a conceptual (all principles are related back to themes of boats and waterway navigation) and practical (step-by-step process) framework for facilitating the flow of information during the proposal development process.

What Could Possibly Go Wrong? Finagle's Law!
A light and humorous look at the importance of pre-planning. Whether responding to a Federal Request for Applications (RFA) or submitting a Letter of Inquiry on-line, this session will hit home! From shared anecdotes to clearly stated antidotes for grant requests likely to die a slow death, participants will learn what makes a killer proposal. Based on Finagle’s Law: Anything that can go wrong probably will - and at the worst possible time.

Using Mixed Methods in Program Evaluations
This workshop will provide information regarding the development and assessment of grant-funded evaluation plans. Presenters will discuss the characteristics and benefits of a robust mixed-methods approach to program evaluation, including relevant details regarding different data collection approaches, identification of measurable objectives, and the costs associated with evaluation activities. Participants will have opportunities to discuss, both with the presenters and one another, various aspects of both identifying and working with external evaluation service providers to develop winning grant proposals and strong program evaluations.

Developing a Sustainable Process of Change for Your Organization
Extraordinary nonprofit leaders know that a sustainable process to constantly improve services and generate value is not always about creating something new. Join us to learn what else it could be!

Find Capacity, Find Funders- Communicating to Your Funders the Power of an Investment in Your Organization
Attendees will learn how to do the following: 1-Find capacity within their organization, 2-Communicate to funders the quantifiable impact of their investment, 3-Interpret data to seek new opportunities with donors

7 Reasons Campaigns Fail – and How to Avoid Them
Fundraising newcomers and development pros will discover what causes campaign failure, how to minimize these factors and learn how to preserve positive relationships among volunteers & staff.

Federal Budget Process
Confused by the annual budget melee in Washington, DC? Wondering how to make better predications about the U.S. Department of Education's grant opportunities? This crash course in the federal budget process, presented in context with the U.S. Department of Education's discretionary funding, will help you plan ahead, keep your head, and get ahead in the federal grants game and in your organization.

Social Media and Nonprofit Technologies: Major Gift and Planned Giving Applications
Join national experts in the field of non-profit technology - including representatives of the Nonprofit Technology Network - for an energetic, cutting-edge workshop on current trends, tools, and anticipated future developments in Internet and social media use for nonprofit fundraising and advocacy.

Trends in Foundation and Corporate Funding
In this economy, there is still significant giving to non-profits by corporate and foundation sectors. Attend this session to find out who is giving, why they are giving and what to expect for 2012!

GPA PROPOSAL REVIEW
Maybe its that proposal that doesn't seem to match your agency anymore, or that grant you wrote that you just can't get funded. Maybe its the first grant you've ever written! Whatever your level of writing experience, the GPA Proposal Review Service will be available at the conference to help. Skilled GPA mentors will provide critical review of a proposal for only \$25 if you are a current GPA Member or \$75 for non-members. All funds are donated to future GPA Conference scholarships. Sign up for your proposal review on the registration form.