



Oregon & SW Washington Chapter

December 1, 2021, 11:30am - 1:00pm PT/12:30-2:00 pm MT

via Zoom: <https://grantprofessionals.us9.list-manage.com/track/click?u=b84173a431deeb1da7456f15c&id=174dfef9b3&e=a48a8874b4>

Meeting ID: 891 6212 4702

Passcode: 404501

Or call one of these numbers:

+1 253 215 8782 US (Tacoma)

+1 346 248 7799 US (Houston)

+1 669 900 6833 US (San Jose)

+1 301 715 8592 US (Washington DC)

+1 312 626 6799 US (Chicago)

+1 929 205 6099 US (New York)

AGENDA

Networking time (optional)

11 - 11:30am PT/Noon - 12:30pm MT

About 30 attendees

Shared meeting with Idaho Chapter

Announcements and Updates

11:30-12:40 PT/12:30 - 12:40pm MT

- Jodi Tanner Tell President
 - Welcome/Introductions
 - Overview of OR/SW WA Chapter activities and 2022 schedule
 - VOTE: OR/SW WA Chap Exec Committee 2022
 - President: Jodi Tanner Tell
 - Vice President: Lisa Kron
 - Secretary: Jenny Lind
 - Treasurer: Maggie Bonjean
 - Treasurer-Elect: Melissa Gardea

Committee voted in for 2022

- Volunteer request - Lisa Kron, Vice President
 - So many people have stepped up! We appreciate it.
 - We have bite-sized volunteer roles (listed at end of this document. For example, we need expertise with Website changes, and what's realistic.

- You can reach out to see what options are: gpanorthwest1@gmail.com
- Budget Report - Maggie Bonjean, Treasurer. As of October 30, our balance is holding steady at around \$5,000.
- Idaho Chapter
 - Tom: provided business updates for Idaho Chapter, including nominations for Leadership, programming update

**Program: Highlights of 2021 Grant Professionals Association Conference
11:45-1:00 pm PT/12:45-2 pm MT**

Introduction to Program - Darcie Spar

GPA Conference Presentations

11:50am - noon PT/ 12:50 - 1:00pm MT	10	<ul style="list-style-type: none"> • "Critical Role of Non-Profits in the Social Impact Sector" (Theresa Cummings and Shelley Loethen) • "Projecting Leadership in the Grants Process" (Laura Chynoweth and Katy Shoemaker). 	Mel Gardea
Noon - 12:10pm PT/ 1:00 - 1:10pm MT	10	Prospecting	Em English
12:10 - 12:20pm PT/ 1:10 - 1:20pm MT	10	<ul style="list-style-type: none"> • "Grant Pro-isms" - Johna Rodgers • "Strengths-Based Leadership" - Andrea Hoff 	Jennifer Mangieri
12:20 - 12:30pm PT/ 1:20 - 1:30pm MT	10	"Measuring Up: Using data to support your grants and fundraising processes"	Tammy Tilzey
12:30 - 12:40pm PT/ 1:30 - 1:40pm MT	10	<ul style="list-style-type: none"> • Scaling Evaluation Plans for Federal Grants • You CAN win Federal Grants • Census website 	Jenni Green
12:40 - 12:50pm PT/ 1:40 - 1:50pm MT	10	PREVENTING PANIC Post-Award Grant Management: Processes that Stop the Stress Cycle (Catherine Hooper, GPC & Andrea Lombard, GPC)	Diane Demarest
12:50 - 1:00pm PT/ 1:50 - 2:00pm MT	10	One on federal grants, and another specifically about ethics in federal grant applications	Isabel Milkovich

Darcie: We are developing process for sharing presentations/recording sessions

Melissa Gardea: Diane Demarest: Preventing Panic:

- Can use Excel sheets, GrantHub for reporting dates, grant awards summary: who's responsible, deadline, publicizing the grant.
- Outcomes: how many being served.

- When turnover, summary helps to know how to fulfill grant with deliverables as list, when reports due. Grants compliance officer: make sure money is spent correctly.
- Summary for each grant awarded and current.

Emily English: Establish routine of prospecting every day: find federal funders that are a good fit. Know Grants.gov well, CFDA numbers, do agency/subagency searches every day.

- Federal Register Inspection desk: 2-day before main feed.
- Set up agency forecasts.
- Make sure people feel heard and listened to. Kellogg, Gates, Robert Wood Johnson.
- Look at your competitors: look at their 990s, and schedule B part 1.
- Get subscription to directory.
- Place-based prospecting, corporate giving. Your own data, including which businesses you work with.
- USASpending.gov

Jennifer Mangieri: Grant Pro-isms.

- Succinct explanations/views of grants, such as “playing the game not gaming the system.”
- Haiku can help get you out of mental rut.
- Letters of support are letters of commitment, say what partner will do; use format with overview, steps forward, bullet action items for partnership deliverables.
- Think about how funder defines innovative, and how your agency defines it.

Tammy Tilzey: Right information for right audience.

- What is a good success rate for grants? How to explain, educate that “it depends”.
- Make data-driven decisions. Number vs. amount.
- Recurring, how to keep looking for new grants.
- Discuss metrics when first hired.
- Grant competencies, moving from restricted to general operating, new partnerships.
- Benchmarks: GPA salary and benefits survey. Grantstation Benchmarker:
<https://grantstation.com/public-resources/benchmarker>

How to Evaluate a Grant Pro: 3d618c02da-1c2a-462d-84e4-0c47b3bee743%26tab%3ddigestviewer
aed6-144a20853735

Jenni Green: New Census, Covid-19 hub, data.census.gov, www.Census.gov/data/data-tools/cbb.html

<https://data.census.gov/cedsci/>

<https://data.census.gov/cedsci/>

<https://covid19.census.gov/>

- Census business builder: build custom maps. Regional Analysis Edition: more specific.
- Also other maps like Community Resilience Estimates, Opportunity Atlas
- Or sort by year or geography. Sort by year, then geography for data in quickest way

Federal Grants:

- Limited contact with govt after RFP drops.
- Be competitive, that they haven’t funded before. Use their language, in right order.

- Include confidentiality statement in proposal because all grants in public domain.
- Know before you propose.

Melissa Gardea: Social Impact Champions.

- Nonprofits and govt still under resourced; govt also beholden to business interests.
- Social impact sector: businesses that have a mission and give back to community, such as Patagonia.
- Different bottom lines among sectors.
- Age differences: millennials have different approach, want to be more directly involved.

EXECUTIVE COMMITTEE

President: Jodi Tanner Tell
 Vice President: Lisa Kron
 Secretary: Jenny Lind
 Treasurer: Maggie Bonjean
 Treasurer-Elect: Melissa Gardea

CHAIRS

Programming Chair: Darcie Spar
 Regional Conference Chair: Arthur Davis
 Social Chair: Heather Ellis
 Membership Chair: Jenny Lind
 Former President: Jennifer Mangieri, Heather Ellis

GPA Advisory Board: Heather Ellis, Arthur Davis, Darcie Spar, Rick Horton, Karen Warr and Jennifer Mangieri

Oregon & SW Washington Chapter Volunteer Opportunities

Website Team:

- Update website
- create content (google news feed?)

Programming Team:

- help define future GPA Activities
- identify one fun activity for each chapter meeting
- lead “get-to-know-you” question or activity at the start of each meeting

Social Team:

- plan activities and mini-events
- social media posts

Membership Team: Engagement

- reach out to welcome new members
- invite new members (raise awareness of GPA)

Conference Planning Team:
- Plan 2022 in-person conference

Upcoming 2022 Chapter Meeting Dates

Chapter <i>11:30 am - 1:30 pm Wednesdays</i>	Executive Committee <i>3:30 – 5:00 pm Fridays</i>
2/23	1/14
5/18	4/22
8/17	7/15
12/7	10/21

COST: Free

*Interested in joining the program or social committees? Contact us at gpanorthwest1@gmail.com.
Can we ask Lisa about listing specific volunteer opportunities here?*