



# Win More Grants Certificate Course

## Development, Education, Environment, Health Care, Public Safety

**Course Host:** Spokane County Sheriff's Training Center

**Fees:** \$299 per person for all 4 sessions

**Training Dates:** June 24-25, 2013, 9:00 am to 3:00 pm

**Certificate Course Sessions – See Details on Page Two:**

- ⑥ New Trends and Requirements for Winning Big Grants – June 24, 2013
- ⑥ 100 Places to Find New Grant Opportunities – June 24, 2013
- ⑥ Problem Statements and Program Design – Global to Local Strategies – June 25, 2013
- ⑥ Epic Project Design, Partnership Development, Research and Data Collection – June 25, 2013



### Course Instructors:



**Beverly Santicola, President and CEO of US Government Grants (USGG)**, is a national training consultant with expertise in grant writing, grant administration, nonprofit leadership, project management, and community development. Since 2001 she has trained staff and volunteers from more than 5,000 nonprofit organizations throughout United States and Puerto Rico, including government agencies, educational institutions, health care providers, churches, faith-based organizations, other nonprofits and Native American Tribes. Her work in rural communities led to recognition by Civic Ventures as a **Purpose Prize Fellow** in 2010.

Beverly is a federal grant reviewer, as well as a Certified Federal Grants Administrator. She has administered grants for numerous federal agencies. She has generated over \$24 million dollars in grant funding for health care, disaster relief, technology, elementary/secondary education, economic development, labor-management cooperation. Beverly has led several projects that won national awards for excellence, including AFL-CIO National Labor Management Award, the Work in America – Search for Excellence Award, the Best Practices Award from the US Department of Education and Labor, and the Governor's Award for Team Excellence. Santicola is a highly sought after public speaker that remains active in the field of grant administration, and grant writing, working with a team of affiliates that have generated more than \$250 million in grants for their clients over the past eight years. Beverly maintains two professional members in the Houston Grant Writers Network and national Association of Grant Professionals.



**Martina Cordes, Drug Free Communities Grant Program Coordinator for Pend Oreille County**, received both her BS in Developmental Psychology and her Master in Business Administration from Eastern Washington University.

Martina has worked on various grant funded project over the past nine year, writing and administering mostly state and federal grants. She has expertise in community partnership development, board retention and recruitment, research, evaluation, and marketing.

In 2011, Martina was the sole author for the Drug Free Communities Grant through the Office of National Drug Control Policy (ONDCP) and Substance Abuse and Mental Health Association (SAMHSA) and received \$625,000 for Pend Oreille County. The grant application scored 94 points out of 100 and was one of only 80 awarded out of over 500 applicants; just three of those were from Washington State.

In her free time, she works as a consultant to non-profits and small businesses assisting with program development, board improvement, business plan creation, sustainability, strategic planning, fundraising and nonprofit management/leadership. Martina eventually plans to make this her full time career and would like to continue to train others to write successful grants.



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### Win More Grants Certificate Course Descriptions

#### New Trends and Requirements for Winning Big Grants – June 24, 2013

With increasing local, state and national competition for grants, it is more important than ever to have highly trained staff that know how to find, write and win more grants. This workshop will provide insight on new trends in corporate, private, and federal grant making - including four key requirements to get a perfect score when describing your community needs; five must haves to design a winning program plan; how to create a model program or best practice that can be replicated nationally; and six unique methodologies for an effective program evaluation plan.

#### 100 Places to Find New Grant Opportunities – June 24, 2013

A recent survey of nonprofit organizations indicated that the most difficult challenge is having the time to research and find new grant opportunities. This session makes the task much easier by providing information on at least 100 places to research grants. In addition, we provide a variety of tools such as federal grant tracking forms, grant management systems spreadsheets, and one page profiles to keep you organized so you never miss another deadline. Course includes database of 100 places to research grants, 15 places to become a federal grants reviewer, and 10-100 new prospects.

#### Problem Statements and Program Design – Global Strategies, National Models, Local Benefits – June 25, 2013

This session provides secrets to winning grants and how to make your proposals stand out above the rest with an epic project design. Participants will have an opportunity to practice creating an innovative program and designing an award winning projects by integrating lessons learned from the previous training including how to create a best practice or model program; how to employ new leadership strategies teaming up with local, regional, state and national partners; and how to open up new doors to funding and generate new revenue sources. Participants will receive a 381 page workbook with sample proposals. Attendees of all four sessions will receive a Course Certification of Completion.

#### Epic Project Design, Partnership Development, Research and Data Collection – June 25, 2013

This session provides secrets to winning grants and how to make your proposals stand out above the rest with an epic project design. Participants will have an opportunity to practice creating an innovative program and designing an award winning project design by integrating lessons learned from the previous three sessions including how to create a best practice or model program; how to employ new leadership strategies teaming up with local, regional, state and national partners; and how to build long term relationships with results that provide research based evidence of success. Participants will receive a 381 page workbook with sample proposals. Attendees of all four sessions will receive a Course Certification of Completion.

#### How to Register:

- ☉ **Pay Online:** ----- <http://www.us-government-grants.net/workshop-schedule>
- ☉ **Purchase Order:** --- Complete form and fax to 713-960-0537 or email [santicola@sbcglobal.net](mailto:santicola@sbcglobal.net)
- ☉ **Check:** ----- Complete form and mail to USGG, 2929 Buffalo Speedway 213, Houston, 77098
- ☉ **Cash:** ----- Pay at door, fax form to 713-960-0537 or email [santicola@sbcglobal.net](mailto:santicola@sbcglobal.net)

#### REQUIRED FOR FAXED AND PHONE REGISTRATIONS ONLY—not required for ONLINE payments

NAME: \_\_\_\_\_ ORGANIZATION: \_\_\_\_\_  
 ADDRESS: \_\_\_\_\_  
 CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIPCODE: \_\_\_\_\_  
 PHONE: \_\_\_\_\_ CELL: \_\_\_\_\_ FAX: \_\_\_\_\_  
 EMAIL: \_\_\_\_\_

#### CREDIT CARD PAYMENT:

NAME ON CARD: \_\_\_\_\_  
 ADDRESS ON CARD: \_\_\_\_\_  
 EMAIL OF CARD HOLDER: \_\_\_\_\_  
 CARD NUMBER: \_\_\_\_\_ SECURITY CODE: \_\_\_\_\_