



NEW! Collaborative Grant Writing

with Jana Hexter

Wednesday, February 27, 2019

9:00 am – 12:00 pm

Fee \$70, includes light refreshments

REGISTER ONLINE at www.hsctc.org/workshops

**Borg Warner Conference Room, Tompkins County Public Library,
E. Green St. at S. Cayuga St., Ithaca ([driving and access directions below](#))**

Presented by the Human Services Coalition

Co-sponsored by the Tompkins County Public Library

Winning grants has always been competitive and there is more and more pressure from funders to collaborate. Grant writers often serve as informal leaders on teams brought together to work on grant projects. For most of us, it's a simply a challenge to keep funding flowing in while maintaining our organization's focus, beauty, and expertise. And, you've probably been involved in a grant collaboration that fell apart or left you feeling short-changed, dominated, or unappreciated.

This course is designed to give you the self-awareness and skills to lead a short-term team to success and collaborate on grant projects where everyone gets on, work gets done, and goals get accomplished.

Part 1: Grants Leadership and Team Building

You will learn to:

- Get better results leading teams to meet deadlines
- Identify and diffuse points of tension early in the process
- Lead from a strengths-based perspective that brings out the best in everyone
- Harness the one vital element to leading when you have neither formal authority nor familiarity with the team members

Part 2: Writing Collaborative Grant Proposals

You will:

- Gain the capacity to identify why previous collaborations went awry and how to correct for that in the future
- Gain clarity about what role your agency should play for optimal results
- Understand your *Collaborative Bottom Line* so you know when to join and when to walk
- Learn the ability to save yourself a lot of heartache by knowing the 10 questions to ask yourself *before* you enter into a collaboration
- Be provided a sample Memorandum of Understanding (MOU) that you can adapt for your organization's needs

About the Presenter

Jana Hexter has raised over \$70 million and written well over 150 successful proposals for a wide variety of non-profit organizations throughout the nation. She teaches an online in-depth 8-week grant writing course called The Grant Writer' Well starting in January, March, and September - GrantWritersWell.com. She also offers a plethora of free resources at GrantsChampion.com such as an Online Grant Writing Self-Assessment Quiz, a gift copy of Jana's book *Grant Writing Revealed: 25 Experts Share Their Art, Science, and Secrets*, and a meditation series, the *11 Guiding Questions for Conscious Grant Writing*.

Registration and Payment

Register online at www.hsctc.org/workshops. If you are unable to register and pay online please call 607-273-8686 or email registration@hsctc.org.

Cancellation Policy

All registration sales are final - we are unable to refund or transfer fees onto a different workshop for missed sessions. At times a workshop may be cancelled due to inclement weather or other issues. If this occurs, we will post the cancellation on our website: www.hsctc.org/workshops, email all registered participants, and refund any prepaid fees. If you plan to walk-in, please check our website for the most up-to-date information prior to attending.

Scholarships

Limited scholarships are available to agencies whose non-profit board and staff members cannot attend without one. To request a scholarship, email: registration@hsctc.org in advance of the workshop.

Snacks

Coffee, other drinks, and snacks are provided at all workshops; lunch is not provided. Attendees at sessions in the Borg Warner Room may leave and eat lunch on the beautiful Ithaca Commons.

Special Needs

Please notify us if you have any special needs; the Coalition wishes to make its workshops accessible to everyone.

For the comfort of everyone, HSC workshops are fragrance free. We appreciate your cooperation.

Driving and access

The Library is located in downtown Ithaca on the corner of East Green and South Cayuga Streets.

Directions for accessing the Library

The Library does not open its Main door until 9:30 am, please go to the northeast corner of the building opposite the TCAT Green Street Station, turn right and enter at the door on the right under the green canopy. The Borg Warner room is immediately on your right.

Driving Directions

From North or South on Rt. 13 or 34: Proceed to Green Street in downtown Ithaca. Turn East (toward Cornell and downtown) on Green Street. Proceed approximately six blocks to Cayuga St, take a right turn and proceed as below.

From South on Rt. 96b: Proceed down hill on Aurora Street to East Clinton Street.

Turn left and proceed to Cayuga Street. Turn right on Cayuga Street and proceed as below.

From East on Rt. 79 or 366: Proceed to downtown on State St hill and veer right onto Seneca St at the bottom of the hill. Stay in the left lane of Seneca St until you come to Cayuga St. Turn left on Cayuga St and proceed as below.

From West on Rt. 79, 96 or 89: Proceed east to Fulton St. Turn right on Fulton St and stay in the left lane. Turn left on Green St and proceed about seven blocks to Cayuga Street. Turn right and proceed as below.

From all directions: Park in the Cayuga St. parking garage behind the Library and across from the Hotel Ithaca, or in the Green St. garage (entrance is past the "Pay and Display" and after the Cinemapolis sign on the left) diagonally across from the Library. Please note that "Pay and Display" parking is an option but the cost is twice that of the Green St. or Cayuga St. garages. The Library does not open the main door until 9:30 am, so go to the northeast corner of the Library building next to the TCAT Green Street Station, turn right and enter at the door on the right under the green canopy. The Borg Warner room is immediately on your right.

Accessible Parking

We recommend parking on the first floor (it's actually the second floor of the structure) of the Green Street parking garage near the lime green wall labeled "Green Street." There is an elevator that will take you down to the ground floor which outlets at the crosswalk on Green Street. Cross the street, turn right and it's a short distance to the northeast corner of the library, next TCAT's Green Street Station. Enter at the door under the green canopy. The Borg Warner room is immediately on your right. If the accessible parking spots are taken near the elevator you can also go one floor up and there are more spaces next to the elevator on the roof.

The Coalition is a United Way agency.