

NJAAGP Holds First Annual Conference

On Monday May 7, the New Jersey Chapter of the American Association of Grant Professionals (NJAAGP) held it's first ever conference. Sixty participants attended the full-day event, held at the Carnegie Library Center in Atlantic City.

Our chapter was honored to have Gail Vertz, Executive Director of AAGP in attendance. In addition to her moral support and inside information about how to pull off a successful conference, Gail delivered a well-attended and received session on Professional Ethics. She also delivered the address at the chapter meeting that followed the conference.

Sessions included Grant Construction, Demystifying the Grants.gov Submission Process, External Evaluation, Funding for Municipalities and Non-

profits, in addition to several panel discussions. The lunch keynote was a humorous address about collaborative relationships by Bob Smith, Community Development Liaison for the Camden County Improvement Authority.



Lunch keynote speaker, Bob Smith.

The conference would not have been a success without the tireless efforts of NJAAGP State Representative Dena Hartigan. NJAAGP President Arione



Gail Vertz, AAGP Executive Director, lead a session on Professional Ethics.

Jordan said, "the hard work, dedication, knowledge, and commitment of the individuals that are a part of NJAAGP are impressive."

Generous support was received from the Richard Stockton College of New Jersey, Southern Regional Institute and ETTC; GrantStation; Consulting Ser-

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Special points of interest:

- **Nominations for 2008 chapter officers** (Pres, VP, Sec., Treas.) will be accepted up until the Sept. 27 chapter meeting. Contact Dena Hartigan: denahartigan@comcast.net

- Watch for coming details about **online election** of officers.

- Send us your **newsletter ideas** for the next edition, scheduled for December.

Chapter Celebrates First Anniversary

On June 27, 2006 12 grant professionals met for the first time and officially formed the New Jersey Chapter of the American Association of Grant Professionals.

We have a lot to be proud of!

Just one year later, our successes include a membership of 40 grant professionals, a well-reviewed state conference, as well as offering professional development opportunities at our semi-monthly chapter meetings.



Credentialing Exam Takes Shape

Grant professionals will have their first opportunity to attain the Grant Professional Certification (GPC) credential this November when the very first exam is offered at the conclusion of the national conference in Arlington, VA.

"This credential has been a long time coming," says Marcia Ford, GPCI President, who expects about 75 grant professionals to sit for the first credentialing examination. "AAGP formed GPCI as an affiliated organization in 2002 to develop the field's

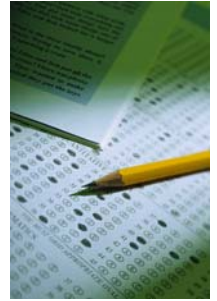
first certification program. It is exciting to see it all come together this year."

GPCI began accepting applications for certification in June; registration ends on October 1. Information about GPCI and how to apply for the credential can be found at the organization's web site at grantcredential.org.

"Our office is contacted almost daily with questions regarding certification," according to AAGP Executive Director Gail

Vertz. "Grant Developers, funders, employers and others are anxious to have a nationally-recognized certification in place."

Those interested in taking the exam should take time to review the FAQs available on the website, check their eligibility, and allow enough time to gather the appropriate documents needed to submit their Eligibility Packet.



Get Involved in your Local Chapter

As we enter our second year as a Chapter, plans are underway to establish a more formal committee structure. This will help engage more chapter members and make chapter meetings more efficient.

Tentative committees include:

Conference Committee (nuts and bolts committee to plan the annual chapter conference)

Marketing & Development Committee (development and implementation of Fundraising and Marketing plans)

Long Range Planning Committee (develop short and long term strategies for chapter)

Membership Committee (recruitment and retention of members)

Nominating Committee (identifies needed

Join a committee and make some connections!

Contact Arione Jordan at arionejordan@yahoo.com

board member skills and suggests potential candidates for executive offices)

Finance Committee (budget development and fiscal controls and oversight)

Professional Development Committee (workshops, training, speakers for meetings)

NJAAGP Conference

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vices Association; Bohse & Associates; Salmon Ventures Ltd.; Verizon; Nancy LaCorte; and Maclearie Printing.



Attendees listen to the lunch keynote address.



Pat Bohse (left) with the winner of a subscription to GrantStation.



NJAAGP President Arione Jordan leads a session on Grant Management and Reporting.



Laurie Roemmele-Roberts delivers a presentation on outcome measures.

"Each workshop I attended was great!"

- comment on a conference evaluation form

Establishing Relationships Between Schools and Municipalities

As a grant writer, I often suggest to school districts that they develop a working relationship with their municipalities. To do this I will set up a meeting between the superintendent and school administrators: including some board of education members, the mayor and council members. My mission for this meeting is to develop a strategic plan with both short and long term goals that includes leveraging grant funds. Invariably, when I look around the table I will see tension on the faces of both sides, and a song begins to play in my head... maybe you know it: *The Farmer and Cowman Should be Friends* from the musical *Oklahoma* (lyrics by Oscar and Hammerstein).

In the musical, the group erupts into song at a community dance where everyone has gathered for the same reason: to have fun. But the dancers polarize into their respective roles of farmers and cowmen, and all over the same issue: fences. The cowmen don't want the fences, and the farmers need them to thrive. So, Aunt Eller jumps in the middle of the ensuing fight and begs the farmers and cowmen to be friends and to bring solidarity to the new State of Oklahoma. This is when she begins to sing:

"Oh, the farmer and the cowman should be friends.
One man likes to push a plough, the other likes to
chase a cow,
But that's no reason why they can't be friends.
Territory folks should stick together,
Territory folks should all be pals."

See my problem? I'm sitting around a table with school district administrators and

elected municipal officials and each are protecting their own territory and all worked up over fences - I mean taxes! If the school district wants to grow, fix windows and roofs and hire additional teachers the mayor sees the tax rate go up.

This cannot happen, even though the residents vote on any budget increase. When



taxes go up residents will blame the mayor, after all. And when the mayor wants to

...by attaining multiple grants through district efforts, along with the work of an aggressive mayor who sought municipal grants, the Borough of Woodbine has been successful in obtaining monies that will benefit the entire community.

keep the tax rate flat, the school worries that they cannot function because it will mean cuts in the services that they can offer to their students.

I refrain from singing out loud at these meetings and instead bring the discussion to finding funding opportunities which will allow the dance to go on. Just as in the musical, both parties are there for the same reason: the children of the community. At this point I will attempt to show them how educational grant opportunities for programmatic changes can be matched with

municipal "bricks and mortar" grants, and the group generally begins to appreciate leveraging funding.

For example, by attaining multiple grants through district efforts (i.e., the federal grant *Improving Literacy through School Libraries* and the NJ Department of Energy's school construction funding), along with the work of an aggressive mayor who sought municipal grants (i.e., the NJ Department of Community Affairs' *Small Cities* grant and other grants offered by the NJ Department of Transportation, NJ Department of Environmental Protection and through US Congress Appropriation), the Borough of Woodbine has been successful in obtaining monies that will benefit the entire community. In the coming month or so there will be a ground breaking ceremony for a new gymnasium, technology

center and expanded library (an extension of the county library for the Woodbine elementary school).

Dena Hartigan is the Education Consultant for the Borough of Woodbine and the New Jersey State Representative for the American Association of Grant Professionals. This article first appeared as the June 2007 Feature Article in the NJ League of Municipalities Grant Resource Center

Upcoming Chapter Meetings



Mark your Calendar

September 27— meeting details coming soon; last day for nominations of 2008 officers

January 24 — installation of 2008 officers

May 5—Tentative date for 2nd annual chapter conference

November 29 — Annual Meeting with election results for 2008 officers

March 27

Meeting hosts are always needed. Please contact Arione Jordan if you can host. arionejordan@yahoo.com



NEW JERSEY CHAPTER

2007 Chapter Officers

President	Arione Jordan
Vice President	Stacey Abate
Secretary	Dana Wilson
Treasurer	Denise Katula
State Representative	Dena Hartigan

We're on the web!
grantadvocate.com/njaagp



Pictured from left to right are Dana Wilson, Denise Katula, Gail Vertz, Arione Jordan, Dena Hartigan, and Stacey Abate.

The American Association of Grant Professionals (AAGP), a nonprofit 501 (c)(6) 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. To achieve this mission, AAGP:

- Serves as the leading authority and resource for the practice of grantsmanship in all sectors of the field
- Advances the field by promoting professional growth and development
- Enhances the public image and recognition of the profession within the greater philanthropic, public, and private funding communities.
- Promotes positive relationships between grant professionals and their stakeholders.

Join AAGP today!

Membership is open to any individual with an interest in, and commitment to, the grants profession. AAGP offers a full range of membership benefits. National dues are \$125 annually, with an additional \$25 annually for New Jersey Chapter membership.

www.grantprofessionals.org

2007 National Conference Comes to the East

9th Annual Conference

November 7-10 Arlington, VA

AAGP's annual conference offers exclusive access to grant management professionals and agents of change in the grants profession. Hear first hand from industry experts on important issues.

This year's keynote presentation is by the Disney Institute.

"Develop Connections in the Nation's Capital"

Reasons to Attend:

- AAGP 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

Don't miss this opportunity!
The next national conference in the eastern part of the U.S. will be in 2010.

Registration Fees:

Register by August 3 and save:
\$425 member, \$525 nonmember
Register before October 5:
\$500 member, \$600 nonmember
Late/On-site Registration:
\$600 member, \$700 nonmember