

BEST PRACTICES TO FIND, OBTAIN, & MANAGE GRANTS

The Center for Rural Development is pleased to offer this one-day interactive grant training workshop designed to provide you with best practices to improve your success rate in finding, obtaining and managing grants. Learn tools and techniques for creating strategic processes to achieve successful funding results.

Register online at
[http://crdev.us/
crdtraining](http://crdev.us/crdtraining)

- **Acquire** best practice strategies for identifying grants and diversifying your funding mix
- **Develop** a persuasive problem statement backed up by data
- **Create** SMART performance measures that link your problem statement to solution strategies and results
- **Implement** processes to effectively manage your award

August 1, 2012
8:00 a.m.— 5:00 p.m. EDT



2292 South Highway 27
Suite 300
Somerset, KY 425001

For more information,
call 606-677-6000

AGENDA

- 7:30 a.m. Registration
- 8:00 a.m. *Create a Grant Identification and Tracking System*
- Learn how to search efficiently for funding opportunities, and see examples of tools you can use to track grants for your organization.
- 9:00 a.m. *Develop a Compelling Problem Statement*
- Learn how to conduct problem mapping exercises and evaluate real-world examples from a grant reviewer's perspective.
- 10:30 a.m. *Link Your Problem Solution and Performance Measures to Your Problem Statement*
- Develop an understanding of how problem solutions are linked to the problem statement, and how to measure project success the SMART way.
- Noon Lunch (will be provided)
- 1:00 p.m. *Using Logic Models as an Evaluation Framework for Grant Proposals*
- Learn about common evaluation terms and in small groups, develop your own logic model to depict your project evaluation framework.
- 2:30 p.m. *Creating Implementation Plans for Grant Proposals*
- Learn about Work Breakdown Structures and other project management tools that can be used to show project implementation plans in grant proposals.
- 4:00 p.m. *Creating a Performance and Financial Reporting Grants Office*
- You will learn about common administrative requirements for grants, and how you can stay in compliance.
- 5:00 Adjourn

The Trainers



Elizabeth G. Burton, MPA, EDFP

Elizabeth Burton is National Director of the Polycom Grant Assistance Program, CEO of PrimePoint, LLC, and a Senior Fellow with the Performance Institute in Washington, D.C. She is a nationally recognized grant expert with over 20 years experience as a grant writer and administrator.



Jeff Barlow, MPA

Jeff Barlow is an Area Grant Manager with the Polycom Grant Assistance Program, Executive Director of The Hawthorn Institute, and a Fellow with the Institute of Court Management. He was formerly the Assistant Director of Administration and Budget with the Missouri Office of State Courts Administrators where he supervised grants, contracts, state and federal fiscal administration and budgeting for the Missouri Judiciary.