

Columbus Community Hospital's Education Center – Columbus, TX

August 10, 2010

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# GRANT WORKSHOP



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CO-HOSTED BY

**TORCH FOUNDATION**

*and*

**COLUMBUS COMMUNITY HOSPITAL**



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**WORKSHOP PROGRAM & REGISTRATION**



The **TORCH FOUNDATION** and **Columbus Community Hospital** are pleased to co-host this **Regional Grant Workshop for Rural and Community Hospitals and healthcare providers**. The TORCH Foundation is a 501(c)(3) nonprofit affiliate of the Texas Organization of Rural & Community Hospitals (TORCH). Founded in 1999 for the purpose of developing a rural telecommunications infrastructure and network for hospitals in Texas, the Foundation has grown over the years and has expanded its mission to meet the various needs, priorities and challenges of rural and community hospitals. Today, the Foundation focuses on health information technology, hospital network services, patient safety and quality improvement, grant assistance, workforce, leadership development and education.

## Doing More with Less: *Fast-track* Strategies for Rural Health Grant Writers and Fundraisers

Many rural healthcare providers share a common complaint when it comes to grant seeking and fund development: there's never enough time, money, or resources to get the job done the way they'd like. The key is to find and create a healthy balance of grant writing, donor cultivation, capital campaigns, and special events, but each of those activities requires staff hours (or consultant fees). We all need to do more with less these days, but when it comes to your fundraising strategy, this kind of challenge may actually be a blessing in disguise.

This TORCH Foundation regional grant and fundraising workshop will help you fast-track your development efforts by focusing on the most relevant knowledge streams and ways of working for your specific needs and goals, and offering game-changing tips and information. Each session is designed to help you make the most of your time, the resources you are able to commit to the task, and the strengths that might attract a funder to your organization.

Join the TORCH Foundation staff, regional experts, and special guests to learn ways you can revitalize your strategy, prospect with purpose, sharpen your grant-seeking skills, focus your efforts across the board, and improve your chances of success. Whether you are a part of a fundraising team, a one-person development office, an administrator juggling grant writing with other responsibilities, or a staff member just trying to help raise money for your department or project, this regional workshop will give you the tools to identify the opportunities and ideas most worth your time and attention.

We encourage you to be an active participant in this exciting learning event and to take this opportunity to interact with your peers and experts in the grants and fundraising community. Each registrant will also be entered in a special drawing, with a chance to win Amy M. Eisenstein's new book *50 Asks in 50 Weeks*.

### UPCOMING EVENTS

#### TORCH LEADERSHIP & MANAGEMENT INSTITUTE CONFERENCE & RETREAT

September 8-9, 2010

Horseshoe Bay Resort, outside of Austin

#### RURAL HOSPITAL INFORMATION TECHNOLOGY CONFERENCE & TRADESHOW

October 20-21, 2010

Westin Austin at the Domain

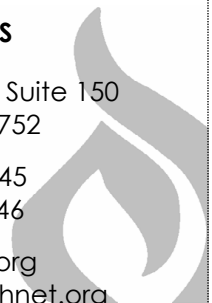
**MAKE PLANS TO ATTEND and watch for information in the mail**

### CONTACT US

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# GRANT WORKSHOP AGENDA



AUGUST 10, 2010

**9:50 am**

## **Welcome & Introduction**

**10:00 am**

## **Micro-prospecting – Identifying the Go-to Resources for Your Needs and Capabilities**

*Robin Myrick, TORCH Grant Writer*

*Jennifer Hagan, Project Coordinator, Lavaca Medical Center*

Whether you dedicate time to grant research or simply respond to whatever tips come across your desk, keeping up with potential leads can be a very difficult and overwhelming process. How much time should you devote to looking for funds, and who should be doing it? Where will you most likely find what you seek? What tools can you use to track grants being made in your field or region? How can you ensure you don't miss that perfect opportunity? A solid, specific, prospecting plan can resolve these and other burning development questions. This interactive session is designed to help your busy organization make the most of whatever time you have to pursue those new dollars for projects, buildings, and services.

**11:00 am**

## **Translation Please! Deciphering "Grant-speak," Request for Proposals (RFP), Guidelines and Funder Expectations**

*Robin Myrick, TORCH Grant Writer*

It's no fun to pour over an entire federal grant guidance, read through a mile of proposal instructions, or click through endless pages of a funder's web site and still not be sure whether you qualify. Or to spend your time writing and submitting a grant, only to have it declined over a technical issue or lack of "fit" with the funder's vision. This enlightening session is designed to help you streamline your grant efforts by learning to quickly identify and analyze key information such as eligibility, giving ranges and limitations, geographic restrictions, and other priorities to determine whether an opportunity is right (or wrong) for your organization. We will also discuss the mindset of the funder, as well as subtle clues to look for in grant language that can sharpen your ability to read between the lines.

**12:00 pm**

**Lunch and Special Drawing** (win a copy of *50 Asks in 50 Weeks* by Amy M. Eisenstein!)

**1:00 pm**

## **Making the Case: Better Budgeting for Projects and Proposals**

*Quang Ngo, TORCH Foundation President/CEO*

The narrative may be convincing, the need may be clear and urgent, and the population you serve may be deserving, but if the budget attached to your proposal doesn't make an equally good case for funding, you may have a problem. We often forget that a grant budget is more than a set of numbers that quantifies your ideas and demonstrates your financial position, it can also be a critical persuasive element in the success or failure of a proposal. This important session will focus on ways to effectively connect dollars with outcomes as part of justifying a request, and discuss the merits of good budgeting habits in today's competitive funding climate.

**2:00 pm**

## **Fund Development Roundtable**

*Clifford Grimes, CEO, Victoria County United Way*  
*Amy Price, Grants Manager, Bat Conservation International*

This interactive session will allow workshop participants to meet with prominent fundraisers experienced in donor cultivation, capital campaigns, and special events, and learn about new trends and emerging ideas in fund development. This panel discussion will be followed by small group conversation circles, focusing on top strategies for rural fundraisers and informal Q & A.

**3:00 pm**

## **Closing Remarks**

### **WORKSHOP LOCATION:**

Columbus Community Hospital  
110 Shult Drive  
Columbus, Texas 78934

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<http://www.columbusch.com/about.aspx>

## RETURN SERVICE REQUESTED



An Affiliate of

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## *2010 Regional* **GRANT WORKSHOP**

### *Program & Registration*

Co-Hosted by TORCH Foundation  
and  
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#### ***Grant Line Goes On-line; TORCH Foundation Launches "The ASK"***

***Grant Line*** is the Foundation's newsletter containing information, resources and alerts on current funding opportunities. *Grant Line* is now available in electronic form, and accessible on the Foundation website (under the Grant Resource tab). Also, be sure to check out ***The ASK***, our online blog for grant writing tips, training resources, prospecting and funding research, and more. Learn what's happening in the world of rural health funding, and share your own development ideas and experiences.

Visit these new online resources, available at:

[http://foundation.torchnet.org/welcome\\_to\\_grant\\_line.php](http://foundation.torchnet.org/welcome_to_grant_line.php) (for *Grant Line*)

<http://grantline.torchnet.org> (for *The ASK*)