

San Bernardino County  
Vice Chair, Fifth District  
Supervisor Josie Gonzales &  
Second District Supervisor Paul Biane  
*present*

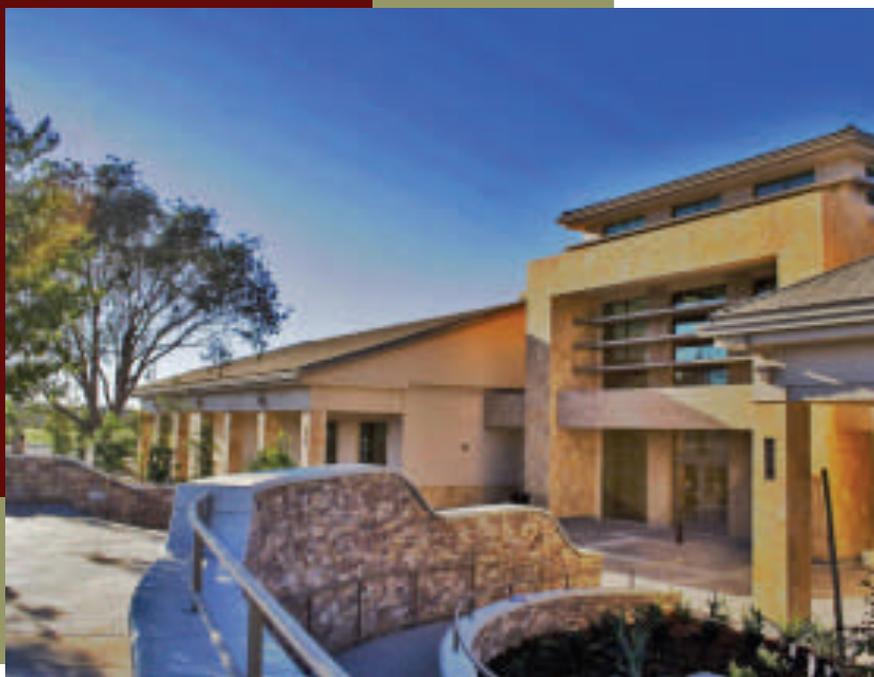
# Nonprofit Resource Seminar *2010*

**Friday, February 26, 2010**

9:00am - 4:30pm

Registration: 8:00am - 9:00am

**Jessie Turner**  
**Health & Fitness Center**  
15556 Summit Avenue  
Fontana, CA 92336



In collaboration with  
the San Bernardino County Grants Office  
& Mustard Seed Tutorial

# Meet the Funders Forum 2010



## COUNTY OF SAN BERNARDINO

### Board of Supervisors

County Government Center  
385 North Arrowhead Avenue  
San Bernardino, CA 92415-0110  
(909) 387-4811

## BOARD OF SUPERVISORS

Brad Mittelfelt ..... First District  
Paul Biane ..... Second District  
Neil Derry ..... Third District  
Gary C. Orvitt, Chair ..... Fourth District  
Josie Gonzales, Vice Chair ..... Fifth District

Laura H. Welch  
Clerk of the Board of Supervisors

Dear Friend,

We greatly appreciate all of the hard work your nonprofit organization does to promote the health and well-being of San Bernardino County residents. In order to help your nonprofit achieve its mission and goals, we cordially invite you to attend the 8th annual Nonprofit Resource Seminar on Friday, February 26, 2010 at the Jessie Turner Health and Fitness Center located at 15556 Summit Ave., Fontana, CA 92336.

The weak economy has severely impacted nonprofits' abilities to raise funds to provide vital services. At the same time, economic factors have also increased demand for the multitude of services nonprofits offer. The Nonprofit Resource Seminar aims to give your nonprofit an edge in the ever-increasing competition for funding and other resources by providing you with the tools and information you need to succeed in today's economic climate. The Seminar will include a variety of targeted workshops including:

- Grant Development Opportunities and Strategies
- Recruiting Interns for Enhanced Service Delivery
- E-Strategies for Nonprofits
- Meet the Funders – Q&A with Local Funding Organizations

As San Bernardino County Supervisors, we are providing this event free of cost to you in our continued commitment to provide quality services and salient resources to nonprofit organizations - our essential partners in attaining a healthy and vibrant community. For more information or to register for the event, please visit our County Grants Office Website at [www.sbcounty.gov/grantsoffice](http://www.sbcounty.gov/grantsoffice) or call (909) 387-0281. Thank you again for all that you do. We look forward to seeing you at the Nonprofit Resource Seminar on February 26.

Sincerely,



**JOSIE GONZALES**  
Vice Chair, Fifth District  
Board of Supervisors



**PAUL BIANE**  
Second District  
Board of Supervisors

*The mission of the government of the County of San Bernardino is to satisfy its customers by providing service that promotes the health, safety, well being, and quality of life of its residents according to the County Charter, general laws, and the will of the people it serves.*

## EVENT SCHEDULE

Registration & Networking	8:00AM - 9:00AM
Funders Track A	9:00AM - 10:00AM
Funders Track B	10:10AM - 11:10AM
Lunch	11:20AM - 12:50PM
Training Track C	1:00PM - 2:30PM
Training Track D	2:40PM - 4:10PM
Closing/Raffle	4:20PM - 4:30PM

### *How to read the Course Schedule...*

The following pages contain a course schedule for the event. Six funder panels and nine classes will be offered over 4 breakout sessions, Tracks A-D. To help you choose the most appropriate class from each track, use the information below as a guide:

Class code that you will use for registration.

Level of difficulty on a 1 to 3 scale, where Level 1 requires no knowledge in the subject area, Level 2 requires little experience, and Level 3 requires some experience.

**B3: 2010 FUNDING FORECAST; Level 1**

**Category:** Funders

**Prerequisite(s):** None

**Intended Audience:** Grant Development Staff

**Description:** With the Recovery Act funding in full swing and annual funding at all-time highs, it's a good time to take stock of the opportunities that are emerging for 2010. Join **Grants Office, LLC** for a run-down of programs to watch as the landscape of funding for 2010 is coming into focus.

**Instructor(s):** Michael Paddock

Suggested background knowledge in order to maximize learning experience.

Name of instructor; More information about each instructor is on Pages 12-14 .

## FUNDER LINEUP

### Archstone Foundation



*E. Thomas Brewer, Director of Programs, MSW, MPH, MBA*

In October 2002, Thomas Brewer joined the Archstone Foundation. Thomas brings 15 years of human and health services experience to the Foundation. As Director of Programs, he is responsible for implementing the Foundation's grantmaking programs and activities, and provides oversight to program staff managing the Foundation's grants portfolio.

Funding Priorities: Fall Prevention, Elder Abuse & Neglect, End-of-Life, Responsive Grantmaking.

Website: <http://www.archstone.org/>



### Auto Club Speedway



*Otis Greer, Director of Community Affairs*

As Director of Community Affairs, Greer has developed new community programs including the Speedway's newly launched Kid's Club program designed to increase youth involvement with Speedway events and activities that emphasize education and healthy lifestyles. In addition, he directs the Speedway's community outreach programs, including its relationships with community organizations, local businesses and elected officials at the local, state and federal levels.

Funding Priorities: Fundraising opportunities for Community Based Organizations.

Website: <http://www.autoclubspeedway.com/>



### Bank of America Foundation



*Raul Bustillos, Market Development Manager*

Funding Priorities: Community Development, Arts

Website: <http://www.bankofamerica.com/foundation/>

## FUNDER LINEUP

### First 5 San Bernardino

*Cindy Faulkner, Operations Manager*



Cindy Faulkner is a graduate from California State University of San Bernardino and holds a certificate in International Relations from the University of Bradford in the United Kingdom. Most of her work experience has been with organizations that serve women and children within San Bernardino County. She has been a Campaign Manager for Arrowhead United Way, Executive Director for the San Bernardino YWCA, Operations Manager for the San Bernardino Humane Society, Program Analyst and Community Engagement Supervisor for First 5.

Funding Priorities: Children (Prenatal to Age Five)

Website: <http://www.first5sanbernardino.org/>



### James Irvine Foundation

*Jeanne Sakamoto, Senior Program Officer*



Jeanne Sakamoto was appointed Senior Program Officer in September 2007, having previously served as Program Officer and Program Associate since joining the Foundation in 2004. Prior to Irvine, Jeanne worked six years at the Japanese American Cultural and Community Center (JACCC) in Los Angeles. Jeanne holds a Bachelor of Arts degree in Communications Studies with a specialization in Business Administration from the University of California, Los Angeles. She is also a graduate of Georgetown University's Nonprofit Management Executive Certificate Program.

Funding Priorities: Arts, California Democracy, Youth

Website: <http://www.irvine.org/>



### LA84 Foundation

*Gabby Tovar, Manager of Grants & Programs*



Ms. Tovar oversees a team of program officers responsible for recommending over \$4Mil annually in grant awards to CBOs that serve youth through sport. She joined the LA84 Foundation in 2006. She most recently served as Senior Program Officer for First 5 LA where she was responsible for overseeing multi-million dollar initiatives for early childhood and education. She is an attorney and an ardent volunteer for activities to address and prevent domestic violence. She holds a J.D. from Whittier Law School and a bachelor's degree from UC Santa Barbara.

Funding Priorities: Groups and communities undeserved by traditional sports programs

Website: <http://www.la84foundation.org/>



## FUNDER LINEUP

### **San Bernardino County Community Development & Housing** *Bryan Anderson*

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Funding Priorities: Community Development, Housing  
Website: [http://www.sbcounty.gov/eda/cdh/community\\_dev/default.asp](http://www.sbcounty.gov/eda/cdh/community_dev/default.asp)

### **San Manuel Band of Mission Indians** *Ed Delgado, Senior Community Outreach Representative*

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Funding Priorities: Culture, Education, Youth  
Website: <http://www.sanmanuel-nsn.gov/charitable.php>



### **Target Foundation** *Jan O'Laughlin, Community Relations*

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Funding Priorities: Arts, Early Childhood Reading, Family Violence Prevention  
Website: <http://sites.target.com/site/en/company/page.jsp?contentId=WCMP04-031767>



## FUNDER LINEUP

### **Union Bank Foundation**

*Kathy Patoff, Vice President*

Funding Priorities: Affordable Housing, Community Economic Development, Education, Environment

Website: [https://www.unionbank.com/company\\_information/company\\_information/community\\_reinvestment/charitable\\_contributions/foundation\\_grants/index.jsp](https://www.unionbank.com/company_information/company_information/community_reinvestment/charitable_contributions/foundation_grants/index.jsp)

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### **Verizon Foundation**

*Gary George, Director of Government and External Affairs*

Gary George began his career with Verizon in 1979. He is the liaison between Verizon and local, state and federal governments as well as key business and media leaders. In addition, he represents the Verizon Foundation for his assigned area, which includes Los Angeles, Riverside, and San Bernardino counties.

Funding Priorities: Education & Literacy, Safety & Healthy

Website: <http://foundation.verizon.com/>



# Meet the Funders Forum 2010

## TRACK A (9:00AM - 10:00AM)

### **A1: LOCAL PHILANTROPY;** Level 1

**Category:** Funders

**Prerequisite(s):** None

**Intended Audience:** All

**Description:** Q&A with local funders including **San Manuel Band of Mission Indians, Auto Club Speedway, and San Bernardino County Community Development and Housing (CDBG Funding).**

### **A2: COMMUNITY DEVELOPMENT**

**FUNDERS;** Level 1

**Category:** Funders

**Prerequisite(s):** None

**Intended Audience:** Nonprofits involved in community development.

**Description:** Q&A with foundations whose mission is to fund community development projects including **Bank of America, Union Bank Foundation, and the LA84 Foundation.**

### **A3: 2010 FUNDING FORECAST;** Level 1

**Category:** Funders

**Prerequisite(s):** None

**Intended Audience:** Grant Development Staff

**Description:** With the Recovery Act funding in full swing and annual funding at all-time highs, it's a good time to take stock of the opportunities that are emerging for 2010. Join **Grants Office, LLC** for a rundown of programs to watch as the landscape of funding for 2010 is coming into focus.

**Instructor(s):** Michael Paddock

## TRACK B (10:10AM - 11:10AM)

### **B1: ARTS FUNDERS;** Level 1

**Category:** Funders

**Prerequisite(s):** None

**Intended Audience:** Arts organizations.

**Description:** Q&A with foundations whose mission is to fund the arts including **Target Foundation and James Irvine Foundation.**

### **B2: HEALTH & HUMAN SERVICES**

**FUNDERS;** Level 1

**Category:** Funders

**Prerequisite(s):** None

**Intended Audience:** Nonprofits that provide health and human services.

**Description:** Q&A with foundations whose mission is to fund health-related projects including **Archstone Foundation, Verizon Foundation, and First 5 San Bernardino.**

### **B3: 2010 FUNDING FORECAST;** Level 1

**Category:** Funders

**Prerequisite(s):** None

**Intended Audience:** Grant Development Staff

**Description:** With the Recovery Act funding in full swing and annual funding at all-time highs, it's a good time to take stock of the opportunities that are emerging for 2010. Join **Grants Office, LLC** for a rundown of programs to watch as the landscape of funding for 2010 is coming into focus.

**Instructor(s):** Michael Paddock

## LUNCH (12:20PM - 1:50PM)

### KEYNOTE SPEAKERS

#### VICE CHAIR, 5TH DISTRICT SUPERVISOR GONZALES

Josie Gonzales proudly serves as Supervisor for San Bernardino County's 5th District, which includes the unincorporated areas of Bloomington, Muscoy and Arrowhead Farms, the City of Rialto, major portions of the cities of Colton and San Bernardino and the eastern part of the City of Fontana. A lifelong resident of San Bernardino County, Supervisor Gonzales has spent 20 years in the City of Colton, 23 years in the City of San Bernardino and the last 12 years living in the City of Fontana.

Promoting cooperative efforts and building relationships on federal, state and local levels are important to her. Supervisor Gonzales strongly believes that when we work together, we can accomplish great things. It is her goal, as County Supervisor, to help provide the citizens with a better quality of life by helping to create local jobs, providing clean drinking water, improving air quality, and developing smart growth communities that offer safe neighborhoods where 5th District residents want to live, work and stay.

Her priorities rest in three areas: public safety, health and economic development. She approved the hiring of more Sheriff's deputies and full-time firefighters. County law enforcement is more visible in the unincorporated areas, thanks to her initiative. She approved funds for a new crime lab and the purchase and expansion of a new county jail facility.

As a County representative on various boards, committees and commissions, she works hard to find the common threads among services and programs that will help achieve a healthier, more enriching quality of life for her constituents. Supervisor Gonzales currently serves on 14 Boards and Commissions. She is Chair of the Children and Families Commission for San Bernardino County (First 5), Chair of the Interagency Council on Homelessness, Co-Chair of the Inland Valley Development Agency, as well as member of the South Coast Air Quality Management District Governing Board and the Arrowhead Regional Medical Center's Joint Conference Committee.

Prior to becoming a public servant, Supervisor Gonzales had proved herself to be a successful small business entrepreneur. In 1962 her parents opened a small family restaurant in Fontana called Mexico Lindo. Working alongside her parents from the time she was a child, Supervisor Gonzales learned the strong values of service, hard work, and perseverance. She continued to own and operate the family business until August 2008.

#### 2ND DISTRICT SUPERVISOR BIANE

Second District Supervisor Paul Biane was elected to the San Bernardino County Board of Supervisors in November 2002 after eight years of service as a Rancho Cucamonga City Councilman. He served as Board of Supervisors Chairman between 2006 and 2008 and as Vice Chairman between 2004 and 2006. He is active in community affairs in the Second District, which encompasses the cities of Rancho Cucamonga, Upland, and Fontana as well as the unincorporated areas of San Antonio Heights, Mt. Baldy, Lytle Creek, Devore, and the Crestline communities.

Supervisor Biane serves on the Board of Directors for San Bernardino Associated Governments, the transportation authority responsible for the development and funding of transportation projects throughout the county. He also served as President of the agency's Board of Directors from 2004 to 2005. Supervisor Biane also serves on the board of the Local Agency Formation Commission, which oversees many land issues in the county, cities, and special districts. He is also involved with the California Association of Local Agency Formation Commissions. Supervisor Biane serves on the Board of Directors for San Bernardino County's Cal-ID Remote Access Network Board.

Supervisor Biane expanded the Second District's community outreach by initiating successful programs such as annual community health and safety fairs where thousands of residents receive free optical, dental and medical health screenings. He also developed an annual seminar to help nonprofit organizations find new resources and attain their goals. The seminar has been extremely successful and annually attracts hundreds of nonprofit representatives from local communities. In 2006, Supervisor Biane held the district's first Senior Health and Wellness Fair in Rancho Cucamonga to provide local seniors with free health screenings and health information.

In August 2007, Supervisor Biane proposed the creation of Green County San Bernardino – a series of policies to reduce environmental impacts in San Bernardino County. The policies established fee waivers and other incentives to support the use of "green" technology by residents, business owners, and homebuilders. Green County San Bernardino aims to promote energy conservation, facilitate a reduction in greenhouse gas emissions, and reduce the public's reliance on non-renewable energy sources. The [Green County](#) website provides residents and business owners with information about the policies as well as suggestions on how they can reduce their impacts on the environment.

## TRACK C (1:00PM - 2:30PM)

### **C1: MCKENZIE ASSESSMENT; Level 2**

**Category:** Nonprofit Development

**Prerequisite(s):** Must have an understanding of the organization's goals, etc.

**Intended Audience:** Upper Management; Executive Directors; Board Members

**Description:** Learn how to assess your nonprofit's organizational capacity through use of the McKenzie Assessment.

**Instructor(s):** Max Freund

### **C2: SEARCH ENGINES & GRANTWRITING TIPS; Level 1**

**Category:** Grantwriting

**Prerequisite(s):** None

**Intended Audience:** Grant Development Staff

**Description:** Learn how to use various search engines to find grants, basic grant writing tips, and about the 2010 Nonprofit Resource Guide, which will be received by each event attendee.

**Instructor(s):** Karol Hamman & Tom Hernandez

### **C3: STRATEGIC PLANNING - PART 1 OF 2; Level 3**

**Category:** Nonprofit Development

**Prerequisite(s):** None

**Intended Audience:** Grant Development Staff

**Description:** In depth, one-on-one strategic planning. Participants must attend Part 1 and 2. Capacity is limited to 20 people.

**Instructor(s):** Leslie O'Hare Sorensen

### **C4: WEB 2.0 - SOCIAL MEDIA FOR NON-PROFITS; Level 1**

**Category:** Social Media

**Prerequisite(s):** None

**Intended Audience:** All

**Description:** Has your nonprofit attracted new donors through Facebook or MySpace? Have you connected with supporters through LinkedIn? Do you Twitter? This session illustrates how your nonprofit should use these and many other social media tools to build awareness, raise funds, spawn viral marketing, communicate effectively, build online communities, interact with constituents, and drive traffic to your website. We'll cover social networking, blogging, podcasting, polling, photo/video sharing, virtual worlds, search engine optimization/marketing and more. Learn how to create an effective social media presence and website, how the two should interact, and how to generate lots of traffic and support.

**Instructor(s):** Allan Pressel

### **C5: 7 KEYS TO POWERFULLY BUILDING YOUR BRAND; Level 1**

**Category:** Marketing

**Prerequisite(s):** None

**Intended Audience:** All

**Description:** How did the pink breast cancer ribbon become an internationally recognized brand? How do nonprofits get their brand out to the community and successfully enlist support? Should you integrate technology, such as email and social media, into your branding strategy? And how do you create an expanding donor base that gives to your brand? In this program, we discuss how any nonprofit can build a branding strategy that will get noticed. Learn which nonprofits are the most recognized brands. All organizations want to create brand awareness, but many don't know where to start. This session discusses the "7 Keys to building your brand".

**Instructor(s):** Katharine Coles

## TRACK D (2:40PM - 4:10PM)

### **D1: RECRUITING INTERNS; Level 1**

**Category:** Personnel

**Prerequisite(s):** None

**Intended Audience:** All

**Description:** Q&A with a panelist of organizations that have established volunteer programs including Americorps, CSUSB Coyote Careers, and the County of San Bernardino Workforce Development Department.

**Instructor(s):** Joseph Williams, Bryant Fairley, Miguel McQueen

### **D2: LOGIC MODELS; Level 2**

**Category:** Grantwriting

**Prerequisite(s):** Must have a basic understanding of how to write a grant proposal; Preferable to have previously submitted a grant application.

**Intended Audience:** Grant Development Staff

**Description:** In depth teaching on Logic Models.

**Instructor(s):** Tom Hernandez

### **D3: STRATEGIC PLANNING - PART 2 OF 2; Level 3**

**Category:** Nonprofit Development

**Prerequisite(s):** None

**Intended Audience:** Grant Development Staff

**Description:** In depth, one-on-one strategic planning. Participants must attend Part 1 and 2. Capacity is limited to 20 people.

**Instructor(s):** Leslie O'Hare Sorensen

### **D4: 40 WAYS TO MAXIMIZE FUNDRAISING THROUGH YOUR WEBSITE; Level 1**

**Category:** Social Media

**Prerequisite(s):** None

**Intended Audience:** All

**Description:** Your website has two strategic objectives – first, to inform the website visitor about your organization and its mission. However, the second, more important objective is to get the website visitor to SUPPORT your non-profit. Learn how to plan and build a site which not only has a lot for the user to see, but a lot for the user to do as well. Consider the impact of a site that offers online donations, event tickets, membership dues, e-store purchases, affiliate marketing, even in-kind donations, planned gifts, investment donations, and much more.

**Instructor(s):** Allan Pressel

### **D5: SEO, SEM, & PPC TECHNIQUES FOR CREATING THE MOST “FINDABLE” BRANDS; Level 1**

**Category:** Marketing

**Prerequisite(s):** None

**Intended Audience:** All

**Description:** Search Engine Optimization (SEO), Search Engine Marketing (SEM) and Pay-Per-Click (PPC) campaigns are three of the hottest topics in marketing, but what is this SEO stuff really all about? Search as a technique ranks second in generating a Return-On-Investment, hence, it should be a foundational element of EVERY marketing strategy. In this session you'll learn: What is the difference between SEO, SEM and PPC? How should you use them to drive traffic to your website? Do you really need them?. We'll also discuss various options and low-budget strategies you can do yourself.

**Instructor(s):** Katharine Coles

## INSTRUCTOR LINEUP



### **Katharine Coles, Founder/CEO**

#### *Mad Marketeer*

Katharine Coles is a marketeer, author and expert in marketing/fundraising with over 20 years experience in nonprofit, association, corporate, entrepreneurial and health care organizations. She is founder of Mad Marketeer, an agency providing “corporate quality at nonprofit prices”. Katharine has worked with hundreds of nonprofit organizations creating branding campaigns, including social media, email, online donor programs, online special events and search engine marketing. Throughout her life, Katharine has been ardently committed to “giving back” and is a co-founder and serves on the Board for GoldenHeartRanch.org – one of the first nonprofits creating a lifelong community for young adults with developmental disabilities. She earned her MBA from George Washington University and a B.S. in Marketing from the University of Virginia.



### **Bryant Fairley, Service Learning Coordinator**

#### *Cal State University San Bernardino - Coyote Careers Program*

Byrant serves as CoyoteCareers Service Learning Coordinator. Bryant is a graduate of Cal State Fullerton, receiving a Bachelor’s Degree in Public Administration, and is pursuing his MPA at California State University, San Bernardino. He brings with him over ten years of experience working in the non-profit community, most recently as Community Resource Manager with Inland Empire United Way’s Hands On Inland Empire Initiative. As CoyoteCareers Service Learning Coordinator, he is responsible for building community-university partnerships and connecting students to service learning internship opportunities in order to develop work related experience that is relevant and addresses unmet community needs.



### **Max Freund, Consultant/Co-Founder**

#### *LF Leadership*

Max Freund has over 15 years’ experience developing leaders in both the United States and overseas, supporting organizations ranging from large national and international federations to small community-based start-ups. Max’s passion for participatory leadership, organizational learning, and intercultural bridge-building guides his consulting work in strategic planning, board development, fundraising, training and group facilitation, and organizational change.

Max is an expert in non-profit capacity building, governance, and leadership. He chaired grant review panels for the Federal Compassion Capital Fund Demonstration Grant Program in 2007 and Targeted (Mini-grant) Program in 2005 and 2007.



### **Karol Hamman, Staff Analyst**

#### *County of San Bernardino Human Services*

Karol Hamman has been the Human Services Grants Coordinator for the County of San Bernardino, Human Services since July 2007. As Grants Coordinator, she assists Human Services departments and divisions locate both foundation and governmental grants and develop proposals to fund a variety of their new and ongoing projects and programs. Karol’s degrees and certificates include a Master of Public Administration and a Grant Development and Management Certificate, both from California State University, San Bernardino.

## INSTRUCTOR LINEUP



**Tom Hernandez, Grant Writer**  
*County of San Bernardino Grants Office*

Tom Hernandez, MAEd, CHES has been the Grant Writer for the San Bernardino County Administrative Office - Grants Office since February 2008. Tom writes foundation and governmental grant proposals for County departments and local nonprofits and researched new grant funding prospects. Tom also assists in reviewing and editing grant proposals submitted by County departments. Within the last 3 years, Tom has successfully written funded applications from various funding organizations in the total amount of \$7,084,005. Tom holds a Masters of Arts degree in Education from California State University San Bernardino, is a Certified Health Education Specialist, and is currently in the California State University San Bernardino Doctorate of Education Program in Educational Leadership.



**Miguel McQueen, Staff Analyst**  
*County of San Bernardino Workforce Development Department*

Miguel has worked in the workforce development program department since 1997 and currently oversees Workforce Investment Act (WIA) Adult contracts and WIA Youth programs. He has over eight years of experience with front-end WIA and workforce development programs, policies and procedures and serves as lead facilitator for training and staff development. Miguel has over twelve years of experience with Workforce Investment Act programs, employment services, project management, legislative analysis, strategic planning and developing business process workflows for WIA service delivery and programs.



**Leslie O'Hare Sorensen, Principal Consultant**  
*Sorensen Consulting*

Leslie O'Hare Sorensen currently works with school districts, local government, and nonprofits to build capacity for program development and service delivery. She specializes in collaborative and intergovernmental projects with a focus on community assessments, research, strategic planning, and grant writing. With over 16 years of experience, she has secured over \$24 million in grant funds from the Federal government, State of California, and private foundations. She currently serves as a lead grant reviewed for the Attorney General's Office and California Department of Education and is a Board Trustee for the Price Foundation, Inland Empire United Way, and Reeder Ranch Foundation.



**Michael Paddock, CEO**  
*Grants Office, LLC*

Michael Paddock, in his tenure as CEO, has consulted with dozens of state and local governments and international agencies. He contributes regularly to a wide range of publications, including as Grants Columnist for the award-winning HSToday magazine, and he is a featured speaker at many national conferences. Michael Paddock served from 1996-2001 on the US Interagency Electronic Grants Committee and co-founded the New York State E-grants project in 1999. His 2007 published article "Funding the First 72 Hours" was accepted as a reference within the National Blueprint for Secure Communities, a joint project of the National Council on Readiness and Preparedness and the John F. Kennedy School of Government at Harvard University. In addition, Mr. Paddock has managed Grants Office LLC through its success in \$300 million in funding for municipalities, public safety agencies, hospitals, university and K-12 education, and many non-profit human service organizations.

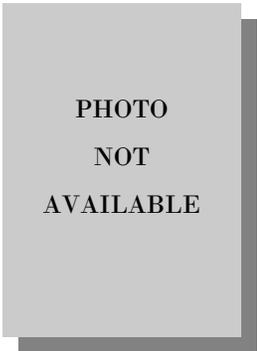
## INSTRUCTOR LINEUP



### **Allan Pressel, Founder & CEO**

#### *CharityFinders*

Allan Pressel is founder and CEO of CharityFinders ([www.CharityFinders.com](http://www.CharityFinders.com)), which helps nonprofits use the Internet to further their mission. Allan has done many presentations for the nonprofit community nationwide, including multiple presentations for two international e-philanthropy bodies—the E-Philanthropy Foundation and Nonprofit Technology Enterprise Network. In fact, the E-Philanthropy Foundation has designated Allan as one of the world’s leading e-philanthropy speakers. He was given the Volunteer Service Award by President George W. Bush. Allan holds a M.B.A from UCLA’s Anderson School of Management, and a B.A. from Brandeis University, and attended the London School of Economics and London Business School. Visit [www.CharityFinders.com](http://www.CharityFinders.com) to see Allan’s interview on CNN Headline News!



### **Joseph Williams, Executive Director**

#### *Youth Action Project*

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## **REGISTRATION:**

1. Visit [www.sbcounty.gov/GrantsOffice](http://www.sbcounty.gov/GrantsOffice).
2. Click on *Events* (left-hand side) and then *Event Registration*.
3. Click on *Nonprofit Resource Seminar 2010* and complete the required information.
4. Select **ONE** class from **EACH** track using pages 8-11 of this invitation as a guide, for a total of 4 classes.
5. Click Submit. You should receive a confirmation email with your registration information.

Please Note: Due to capacity limits, only **one person per organization** may register for the event. Additional persons from each organization may register on the *waitlist* and will be contacted if additional room is available.

## **WAITLIST:**

1. Visit [www.sbcounty.gov/GrantsOffice](http://www.sbcounty.gov/GrantsOffice).
2. Click on *Events* (left-hand side) and then *Event Registration*.
3. Click on *Waitlist - Nonprofit Resource Seminar 2010* and complete the required information.
4. Select **ONE** class from **EACH** track using pages 5-7 of this invitation as a guide, for a total of 4 classes. (The San Bernardino County Grants Office **CANNOT** guarantee that the classes selected for waitlisted attendees will be available.)
5. Click Submit.

Please Note: If capacity is available for additional attendees, the San Bernardino County Grants Office will contact each person on the waitlist in numerical order to extend an invitation to the event. The Grants Office will do its best to accommodate the waitlist preferences for classes; however, classes will be assigned based on availability.

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## **QUESTIONS? FEEL FREE TO CONTACT US.**

San Bernardino County Grants Office  
Website: [www.sbcounty.gov/GrantsOffice](http://www.sbcounty.gov/GrantsOffice)  
Email: [GrantsOffice@cao.sbcounty.gov](mailto:GrantsOffice@cao.sbcounty.gov)  
Phone: (909) 387-0281  
Fax: (909) 387-4202

