

## Candidates for GPA Board of Directors



**Amanda Day, GPC**

A year after graduating with a dual degree in psychology and communications from Southwest Baptist University I became the City of Morrow, GA's first Grants Administrator. I learned on the job, reading and attending every available workshop. I am an original GPC and feel passionately about its benefits. After 14 years conducting grant research, writing, and management for the City of Morrow and later the City of Alpharetta, I moved to the role of national grant trainer and consultant in 2015.



**Tiffany Hatfield**

My education includes a B.A. in History and an M.A. in Museum Management. Career #1: Museum leadership, including federal grantseeking, 12 years. Career #2: Independent grant prospect research, strategy and writing consultant, plus director of statewide museum association, 12 years. Career #3: Director of institutional giving, regional YMCA, 5 years. I have always enjoyed board service, serving in multiple board capacities with multiple types of organizations throughout my career.



**Jennie Miller, GPC**

I have been a grant writer for more than 20 years. I have a MA in Arts Administration, where I cut my grant writing teeth at arts organizations in NYC. I moved to Phoenix in 2011 and transitioned to writing grants for health and human services organizations. I earned my GPC in 2012. I left full-time employment in May 2018 to start consulting, and this year I was honored to be invited to teach grant writing in Arizona State University's Masters program in Nonprofit Management.



**Heather Patel, GPC**

I graduated from the University of Arizona in 1998. I live in Florence, Arizona with my husband and two boys. I began my career in the grant profession in 2002 while working for a Council of Government. In 2007, I started with the City of Apache Junction and serve as the Grants Administrator. I received my GPC in 2016 and have served as the Regional Representative for Region 2 since 2016. I also serve as the Arizona founding Chapter Treasurer and previously held the position of Marketing Chair.



**Bill Smith, GPC**

I came into the grants profession full time in 2002, following a career that included journalism, technical writing and HR, where I was certified Senior Professional in Human Resources (SPHR). I worked in government, industry and technology before nonprofit grants. I served on the first GPCI subject matter expert panel (and subsequent panels) developing the GPC certification. I chaired the GPA Marketing and Finance Committees and served on the Nominating, Chaptering, HR and Executive Committees.



**Lisa R Smith, GPC**

With my Bachelor's degree, my career began at Samaritan Hospital in '87 in the Rape Crisis Program. Within 2 years, I was Director and took The Grantsmanship Center's 5-day course. I expanded the grant-funded program into a comprehensive Victim Assistance Center. The hospital merged into a larger health system, and I took a new position as Grant Manager for St. Peter's Health Partners in 2013. I was promoted to Director of Grants in 2015 and currently mark 32 years in the same healthcare system.

## Current professional position and description of grant-related duties

Amanda Day	Tiffany Hatfield	Jennie Miller	Heather Patel	Bill Smith	Lisa R Smith
<p>As a grant consultant, I work with local governments to aid in grant research and proposal development. Through Grant Writing USA I teach two-day workshops covering 1) introductory grant writing or 2) federal grant management as affected by the OMB's Uniform Guidance. I am on the board of the Grant Professionals Association and serve as chair of the Southern Regional Grant Conference hosted by the Georgia GPA chapter. I am also the cohost of Fundraising HayDay, a podcast about grants and such.</p>	<p>I currently serve as Director of Foundation &amp; Corporate Giving for the YMCA of Greater Indianapolis:            •~\$750,000 in annual grant support            •Additional capital or special project grants            •Develop/pursue United Way/2Gen proposals            •Prospect research            •Lead processes for timely and accurate evaluation, compliance, reporting, relationships, and procedures with institutional donors            •Direct a system of proposal writing at Y centers through training            •Supervise proposal and compliance contractors.</p>	<p>I have been consulting full-time for just over a year. The majority of tasks I have been entrusted to undertake by clients include prospect research, grant writing, and grant reporting (foundations and corporations only). As I believe that grant writers have multiple skill sets, I include program development and strategic planning in my list of services as well. I am also, as mentioned above, teaching grant writing at ASU.</p>	<p>I am the Grant Administrator for the City of Apache Junction. In this capacity I write and administer grants primarily related to community development, public safety, and infrastructure. I manage the city's Strong Sustainable Community Initiate, Community Development Block Grant, &amp; housing rehabilitation programs. I am the ADA and Civil Rights, Homelessness and Public Art Coordinator. I manage staff for the Community Development Corporation and the Friends of Apache Junction.</p>	<p>I am Senior Director of Grants and Fundraising Services at Second Harvest Food Bank of Middle Tennessee, with a budget of \$50 million. I have led the grants team since 2002. Additionally, I serve as Treasurer on the GPA Board of Directors. I regularly provide fundraising and communication consulting to End Slavery Tennessee. And I serve on the Missions Board at my church, making decisions on funding to 40 nonprofit organizations.</p>	<p>I am currently the Director of Grants for St. Peter's Health Partners in Albany, NY. I lead our grants team, research funding opportunities, develop and write proposals, and foster relationships with potential funders. I am involved in program development and work closely with administrators, finance, grant-funded program managers in our healthcare system, and community partners to assure we are good stewards of our monies.</p>

**A statement of your vision/direction for GPA and how you see us achieving this.**

Amanda Day	Tiffany Hatfield	Jennie Miller	Heather Patel	Bill Smith	Lisa R Smith
<p>To maintain its status as THE leading authority on grants, GPA must continue growing membership and chapters while maintaining quality benefits such as GrantZone, Mentor Match, and coordination with the Foundation and GPCI. To best improve the grant community as a whole, there needs to be greater communication and relationship building between the fund seekers and funding communities. GPA is the perfect organization for helping to bridge that gap through partnerships, education, and other means.</p>	<p>GPA provides so many valuable resources to grant professionals, including the strong relationship between the national office and the chapters. I hope to be allowed to help build on those strengths, developing communications and outreach to build GPA's presence nationally, build membership, and increase local member participation. This could be through social media; regional gatherings (in person and online); perhaps other media such as podcasting, or a list of other options.</p>	<p>Aligned with GPA's strategic plan, I think we could play a role in working with grantmakers so they can better serve their communities. Arguably, two of the largest funding barriers nonprofits face are the scarcity of GOS and the restrictions on how funds can be spent (e.g., no overhead). The ultimate goal would be to eliminate those barriers, but GPA can mediate other means to make the grantseeking process less onerous for nonprofits, yet give funders what they need as well.</p>	<p>GPA has untapped potential in the west. There are several states with few members and no chapters. There is potential to advance the grant profession by engaging these areas and future GPA members through targeted marketing and promotion of GPA. With limited budgets, grant writing can be added responsibilities. Finding and engaging these seemingly part-time professionals can establish a strong membership base which will ensure the longevity and sustainability of GPA and advance the profession.</p>	<p>We should focus on growth, advocacy and financial stability.</p> <p>I advocated to accelerate developing a marketing plan to grow membership. That plan will roll out in the coming months.</p> <p>Our CEO and the Government Advocacy Committee has made good progress in the past year, and the board should continue to support and guide efforts to serve the industry and validate our brand.</p> <p>In 2018, our reserves slightly dipped. Now we should plan to catch up and continue to build.</p>	<p>I support GPA's drive to be THE authority in Grants. Continued promotion of the GPC and the profession acknowledges THE grant practitioner. Utilizing 'THE authority' marketing message consistently is vital, as is increased marketing and visibility. A marketing toolkit for chapters would share best practices among our best resources-GPA members. I expect continued actual/virtual chapter development in the US, and would encourage new members and chapters in other countries.</p>

**Please describe what professional director skills you will bring to the Board.**

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<ul style="list-style-type: none"> <li>➤ Financial &amp; Audit</li> <li>➤ Public Presence</li> <li>➤ Policy Development</li> </ul>	<ul style="list-style-type: none"> <li>➤ Strategy</li> <li>➤ Public Presence</li> <li>➤ Policy Development</li> </ul>	<ul style="list-style-type: none"> <li>➤ Financial &amp; Audit</li> <li>➤ Public Presence</li> </ul>	<ul style="list-style-type: none"> <li>➤ Strategy</li> <li>➤ Financial &amp; Audit</li> <li>➤ Public Presence</li> <li>➤ Policy Development</li> <li>➤ Executive Management</li> </ul>	<ul style="list-style-type: none"> <li>➤ Risk &amp; Compliance</li> <li>➤ Strategy</li> <li>➤ Financial &amp; Audit</li> <li>➤ Public Presence</li> <li>➤ Policy Development</li> <li>➤ Executive Management</li> <li>➤ Technology</li> </ul>	<ul style="list-style-type: none"> <li>➤ Strategy</li> <li>➤ Financial &amp; Audit</li> <li>➤ Public Presence</li> <li>➤ Executive Management</li> </ul>

**Description of Skills**

- Risk & Compliance - Identify key risks to the organisation related to each key area of operations. Ability to monitor risk and compliance and knowledge of legal and regulatory requirements.
- Strategy - Ability to identify and critically assess strategic opportunities and threats to the organization. Develop strategies in context to our policies and business objectives.
- Financial & Audit - Experience in accounting and finance to analyze statements, assess financial viability, contribute to financial planning, oversee budgets, oversee funding arrangements.
- Public Presence - Experience in public speaking, delivering messages to individuals and groups, networking, and representing the organization. Demonstrates good manners and proper etiquette for the situation.
- Policy Development - Ability to identify key issues for the organization and develop appropriate policy parameters within which the organization should operate.
- Executive Management - Experience in evaluating performance of senior management, and oversee strategic human capital planning. Experience in industrial relations and organizational change management programs.
- Technology - Knowledge of IT Governance including privacy, data management and security.

**Please describe what interpersonal skills you will bring to the Board.**

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<ul style="list-style-type: none"> <li>➤ Ethics &amp; Integrity</li> <li>➤ Contribution</li> <li>➤ Leadership</li> <li>➤ Diversity of Thought</li> <li>➤ Good Listener</li> <li>➤ Thoughtful</li> <li>➤ Articulate</li> <li>➤ Negotiation</li> </ul>	<ul style="list-style-type: none"> <li>➤ Ethics &amp; Integrity</li> <li>➤ Contribution</li> <li>➤ Leadership</li> <li>➤ Diversity of Thought</li> <li>➤ Good Listener</li> <li>➤ Thoughtful</li> <li>➤ Articulate</li> <li>➤ Innovative</li> <li>➤ Negotiation</li> </ul>	<ul style="list-style-type: none"> <li>➤ Ethics &amp; Integrity</li> <li>➤ Contribution</li> <li>➤ Leadership</li> <li>➤ Diversity of Thought</li> <li>➤ Good Listener</li> <li>➤ Thoughtful</li> </ul>	<ul style="list-style-type: none"> <li>➤ Ethics &amp; Integrity</li> <li>➤ Contribution</li> <li>➤ Leadership</li> <li>➤ Diversity of Thought</li> <li>➤ Good Listener</li> <li>➤ Thoughtful</li> <li>➤ Innovative</li> <li>➤ Negotiation</li> </ul>	<ul style="list-style-type: none"> <li>➤ Ethics &amp; Integrity</li> <li>➤ Contribution</li> <li>➤ Leadership</li> <li>➤ Diversity of Thought</li> <li>➤ Good Listener</li> <li>➤ Thoughtful</li> <li>➤ Articulate</li> <li>➤ Innovative</li> <li>➤ Crisis Management</li> <li>➤ Negotiation</li> </ul>	<ul style="list-style-type: none"> <li>➤ Ethics &amp; Integrity</li> <li>➤ Contribution</li> <li>➤ Leadership</li> <li>➤ Diversity of Thought</li> <li>➤ Good Listener</li> <li>➤ Thoughtful</li> <li>➤ Articulate</li> <li>➤ Innovative</li> <li>➤ Crisis Management</li> <li>➤ Negotiation</li> </ul>

**Description of Skills**

- Ethics and Integrity - Understand role as director and continue to self educate on legal responsibility, ability to maintain board confidentiality, declare any conflicts.,
- Contribution - Ability to constructively contribute to board discussions and communicate effectively with management and other directors.,
- Leadership - Make decisions and take necessary actions in the best interest of the organisation, and represent the organisation favorably. Analyze issues and contribute at board level to solutions.,
- Diversity of thought - Open-minded, willing to think beyond normal boundaries. Avoids "group-think" or going along with the crowd.,
- Good Listener - Demonstrates active listening skills.,
- Thoughtful - Gives careful consideration to thoughts and ideas.,
- Articulate - Speaks well. Able to communicate thoughts and ideas verbally.,
- Innovative - Ability to introduce new ideas about accomplishing objectives; original and creative in thinking.,
- Crisis Management - Ability to constructively manage crises, provide leadership around solutions and contribute to communications strategy with stakeholders.,
- Negotiation - Possess excellent negotiation skills, with the ability to drive stakeholder support for board decisions.

**Please describe what diversity and other aspects you will bring to the Board.**

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<ul style="list-style-type: none"> <li>➤ Passion for the Profession</li> <li>➤ Current Leadership Roles</li> <li>➤ Knowledge of Current Issues</li> <li>➤ Previous Board Experience</li> </ul>	<ul style="list-style-type: none"> <li>➤ Passion for the Profession</li> <li>➤ Current Leadership Roles</li> <li>➤ Knowledge of Current Issues</li> <li>➤ Previous Board Experience</li> </ul>	<ul style="list-style-type: none"> <li>➤ Passion for the Profession</li> <li>➤ Current Leadership Roles</li> <li>➤ Knowledge of Current Issues</li> <li>➤ Previous Board Experience</li> </ul>	<ul style="list-style-type: none"> <li>➤ Passion for the Profession</li> <li>➤ Current Leadership Roles</li> <li>➤ Knowledge of Current Issues</li> <li>➤ Previous Board Experience</li> </ul>	<ul style="list-style-type: none"> <li>➤ Passion for the Profession</li> <li>➤ Current Leadership Roles</li> <li>➤ Knowledge of Current Issues</li> <li>➤ Previous Board Experience</li> </ul>	<ul style="list-style-type: none"> <li>➤ Passion for the Profession</li> <li>➤ Current Leadership Roles</li> <li>➤ Knowledge of Current Issues</li> <li>➤ Other: Served on Advisory Boards &amp; Board of Directors, but not formal training in governance</li> </ul>

**Description of Skills**

- Passion for the profession - Puts the good of the profession ahead of personal interest and shows desire to move the profession forward in an ethical manner.,
- Current Leadership Roles - Demonstrates leadership in other roles in the organization, such as chapter leadership. Served in leadership roles in other organizations.,
- Knowledge of current issues - Demonstrates understanding of issues facing members of the profession. Keeps up to date on changing environment that impact organization and constituents.,
- Previous Board Experience - The board's directors should have extensive director experience and have completed formal training in governance and risk., I consider it my purpose to help others achieve their purpose.

## Given resource restraints, what suggestions would you make to move GPA forward?

Amanda Day	Tiffany Hatfield	Jennie Miller	Heather Patel	Bill Smith	Lisa R Smith
<p>GPA’s greatest strength lies in its members. As grant professionals, we understand resource restraints and how to think outside the box. Specific ideas are: 1) Use social media to reach and educate the masses through International Grant Professionals Day, #grantwork, and others; 2) Build the GPA Approved Trainer, Business Alliance, and similar programs to create means in which future members will learn about GPA; and 3) Continue to use the volunteer committee structure to get the job done.</p>	<p>I've utilized much of what GPA has to offer - membership, chapter leadership, conference, Forum, and the consultant and jobs lists. I refer colleagues to GPA almost weekly. We have many opportunities, in person and online, to connect, learn and grow as grant professionals, beginner to advanced. In my observation, one area of growth is to develop volunteer opportunities for members who want to take the next step in participation, but may not be ready or available to step into chapter leadership.</p>	<p>GPA is nothing without its members. Recruitment and retention of both members and volunteers is essential to GPA’s growth (and survival). I think that GPA’s strategic plan will help increase our name recognition, which will in turn attract more members. And more members means more volunteers to help us continue moving forward. To succeed, however, marketing will be the key. Fortunately, most digital communication is free, so we just need the time (and volunteers, of course).</p>	<p>I fully support the expansion of membership marketing and engagement. Every member is a marketing tool. By increasing the capacity of each member, GPA can reach more people. This does not mean more committees. It does mean maximizing resources, streamlining committees and focusing their missions. Volunteers are critical to the association’s success, however overuse of some and underuse of other volunteers could hinder their potential for effectiveness.</p>	<p>As stated previously, we should focus on growth, advocacy and financial stability. And the ultimate goal is to serve members and the industry.</p> <p>We should clarify what “diversity” means to GPA and then proceed wisely to foster diversity in membership and leadership.</p> <p>We should continue to guide and strengthen chapters so they more consistently provide value worth joining for.</p>	<p>With resource restraints, a systematic approach to optimization is best for maximum efficiency. Productivity can be improved by organizing processes, value-added tasks, and workflows. My suggestions include:</p> <ul style="list-style-type: none"> <li>-prioritize GPA's resource allocation based on value contribution</li> <li>-continue/increase use of social media and other cost effective marketing tools</li> <li>-create marketing toolkit for chapters</li> <li>-seek shared marketing opportunities with other collaborative businesses</li> <li>-max utilization of volunteers</li> </ul>

## What is your availability and how much time can you devote to GPA?

<b>Amanda Day</b>	<b>Tiffany Hatfield</b>	<b>Jennie Miller</b>	<b>Heather Patel</b>	<b>Bill Smith</b>	<b>Lisa R Smith</b>
<p>It is my belief that the only way to improve your profession is to give back to it. I joined the GPA Board in 2017 and have dedicated 5-20 hours a month, as needed, to fulfilling my obligations. As a consultant I have flexibility with my schedule, allowing me to dedicate the necessary time to the needs of GPA. As a former member of the GPCI Board, I have a long track record of board service, including the time commitment.</p>	<p>I read through the description of GPA National Board service, and am able and willing to attend the quarterly, in-person meetings, as well as those meetings prior to the annual conference. My CDO (direct supervisor) supports the time. So I will be able to attend in-person meetings, likely phone meetings in between, and additional time to help develop or review plans, policies, etc. Additional in-person meetings are also an option, as needed or called.</p>	<p>I have been on the board of the Arizona Founding Chapter for five of the past eight years, including president for the past two. In addition, I'm on the chapter Advisory Committee. The amount of time I've spent on GPA business fluctuates, as I assume it does on the national board. Fortunately, as a consultant, my schedule is flexible and I can make the time for any required tasks. Given the other demands on my time, I believe I can allocate 5-10 hours a week to GPA business.</p>	<p>Although I currently serve as the Regional Representative for Region 2 and as Treasurer for my local chapter, I am willing to resign these positions in order to serve on the national level. My current employer is supportive of my involvement in a professional association and the professional development it provides. I can provide up to 15 hours to serve the board each month.</p>	<p>In many years of GPA Board service, I have not yet missed a meeting. I have consistently served on GPA committees for 15 years and am currently fulfilling duties as GPA Treasurer. So, I've proven my availability, and I expect to continue as in the past.</p>	<p>I have discussed the Board position with my Vice President, who is very supportive, and have scheduling flexibility and could be available for calls and tasks during business hours. I am also available a few weekday evenings and could devote time on a Saturday or Sunday if necessary. Understanding that the time commitment will vary monthly, I am willing to devote an average of 20 hours per month to GPA.</p>

**Please disclose any relationship you have with a GPA Business Alliance partner, exhibitors at any GPA and GPA chapter conference and events, and GPA and chapter sponsors.**

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<p>I first joined GPA in 2005 and since that time I have been involved in the organization in various national and local capacities. Over the past 14 years I have met numerous individuals who serve the profession and the association as a Business Alliance partner, conference exhibitor, and/or sponsor. I am not currently employed by any of these organizations or individuals. I have provided pro bono blog articles and webinar trainings in conjunction with Foundant. I served on the board of GPCI.</p>	<p>I have no such relationship.</p>	<p>I have no such relationship.</p>	<p>I have no such relationship.</p>	<p>I have been engaged over the years as a book editor for CharityChannel, and I am personal friends with Stephen Nill. So, I would recuse myself from any matter directly related to CharityChannel.</p>	<p>I have a work relationship with the Community Foundation of the Greater Capital Region, in Albany, NY. My healthcare system has received grants and donor advised funds to provide programs and services for our community. The Foundation has also financially supported and promoted training events of the Mohawk-Hudson/Upstate NY Chapter of GPA.</p>