

# Grant Writing Professionals Breakfast

## World Cafe Style

August 27, 2013 at Grumpy's Restaurant

### Minutes

**Purpose:** To join with other city of Toledo Grant Writing Professionals to begin learning about each other and sharing resources

#### World Cafe Style - Conversations That Matter

The premise of World Café is both simple and powerful: nothing great comes to fruition without conversations that matter. The power of intimate conversation among people chasing ideas related to the same goals is undeniable and transcends geographic location, formal education, and socio-economic upbringing. (<http://www.theworldcafe.com>)



#### Conversations:

1. World Cafe - Round 1 Conversation asked:
  - a. What are the themes in what we do and why it matters?
  - b. What are we currently doing to secure grants?
  - c. What is working... what is not working with grant writing... in city gov... in our region...?

Why does this matter?	What is Currently Working?	What is Not Working?
<ul style="list-style-type: none"><li>● Increased need for funding</li><li>● More funding opportunities</li><li>● Helps the community</li><li>● Responsibility to citizens</li><li>● Environmental and Public Services won't happen without funding</li><li>● Community relations</li><li>● To meet the strategy of organizations</li><li>● Public safety - to decrease violence - increase safety, education, arts, &amp; family economy</li><li>● Leverage taxpayer dollars</li></ul>	<ul style="list-style-type: none"><li>● Organizations working together for common goal</li><li>● Collaboration of local govt</li><li>● Process or pattern making</li><li>● Sharing resources - divide grant tasks through partnership</li><li>● Grant dollars free up budget</li></ul>	<ul style="list-style-type: none"><li>● Collaboration - regional competition with organizations</li><li>● Breaking patterns - change process or add new players</li><li>● Knowing who is applying for what grant</li><li>● Sharing resources<ul style="list-style-type: none"><li>○ Silos of resource egos</li><li>○ "That's not my job"</li><li>○ "This is mine"</li></ul></li><li>● Securing match &amp; in kind</li><li>● Picking Lead entity - competitiveness</li><li>● Grant dependency</li></ul>

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2. Round 2 Conversation asked:

- a. What is possible if we collaborate inside and outside city government for grant writing?
- b. Identifying other grant writing professionals - who else do you know who writes grants? Make a list.
- c. Identifying sources - who do you use for information? Who else needs to be involved in this conversation outside those directly writing the grants?
- d. What can we do to leverage our resources? What can we do from here to build our grant writing capacity as a whole city government?

<b>What is possible if we collaborate?</b>	<b>Who else needs to be involved?</b>	<b>What can we do to build our capacity?</b>
<ul style="list-style-type: none"> <li>● Larger scale projects</li> <li>● Faster tract</li> <li>● Higher efficiency - lower cost through combining</li> <li>● Meet project outcomes</li> <li>● Public/Private Optimize                             <ul style="list-style-type: none"> <li>○ = Revenue for prioritization</li> <li>○ = Job creation</li> <li>○ = Tax cuts</li> </ul> </li> <li>● Increase Community good will</li> <li>● Increase positive changes</li> <li>● Decrease duplicate funding</li> <li>● Reach out to more people</li> <li>● Credibility</li> <li>● Broaden opportunities for greater resources</li> <li>● Leverage resources for different kinds of grants</li> <li>● Greater expertise</li> <li>● Realm of collaboration</li> </ul>	<ul style="list-style-type: none"> <li>● Higher education</li> <li>● Universities</li> <li>● TCF</li> <li>● Police / Fire</li> <li>● Grant Writing USA</li> <li>● United Way</li> <li>● Inspection COT</li> <li>● DPU Administration</li> <li>● Parks &amp; Rec</li> <li>● Grant Writing Course administrators</li> <li>● Lucas County - 501c3 people</li> </ul>	<ul style="list-style-type: none"> <li>● Learning</li> <li>● Regional Collaboration</li> <li>● ACT</li> <li>● Need more people</li> <li>● City Collaboration</li> <li>● New Friends</li> <li>● Need more geeks</li> <li>● Effective Collaboration</li> </ul>

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#### 3. Next Steps

- **Hold another Grant Writing Professionals Breakfast meeting in 6 weeks.**
- **Purpose of next meeting?**
  - Discuss the following:
    - What are you working on?
    - What would you like to work on?
    - What should we call ourselves?
      - Suggestions:
        - - Grant Writing Professionals Network
        - - Active Collaborators of Toledo (ACT)
  - Start working on the details to build a database of people / contacts / what each of these are working on (a profile)
  - Discuss technologies for better communication among grant writing professionals
  - Plan for a future meeting (Larger Group) to discuss:
    - How do we connect
    - New ways of efficient sharing
    - Online platform
    - More partnerships - manpower to write & expertise
    - Prioritize the needs of the community & how do we continue to do this?