



The Cameron Clarion

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The Cameron Clarion, The Cameron Foundation's biannual newsletter, is dedicated to promoting and supporting area nonprofit efforts. Please join us in this issue as we explore the continued growth of several nonprofit organizations and initiatives that are dedicated to increasing the quality of life in our shared neighborhoods and communities. As always, we welcome any comments or questions that you may have and look forward to serving the Tri-Cities and Southside area.



VSU/PAAL Collaborative Effort Creates Fine Arts Epicenter

In 1965 the Rolling Stones reminded us that, "You can't always get what you want. And if you try sometime, you find you get what you need." Forty-three years later, officials at Virginia State University (VSU) and the Petersburg Area Art League (PAAL) certainly agree. Each approached The Cameron Foundation for a grant. VSU asked for assistance in the creation of a new campus art museum as part of its 2004 20/20 Vision Plan. PAAL asked for funds to support the renovation and expansion of its 74-year-old Petersburg gallery. Both were essentially turned down by The Cameron Foundation for what they initially requested. However, the Foundation noted the similarity of what these two organizations wanted to accomplish and suggested they come to the table and discuss ways they could partner to strengthen their abilities to serve their individual missions and to obtain adequate funding. The result? Just what was needed. A collaborative effort between the two organizations that will

"...the VSU/PAAL partnership is perhaps the best example to date ...of two nonprofit organizations partnering together to take full advantage of the Foundation's guidance, recommendations and funding opportunities..."

continued on page 3 - see VSU/PAAL Partner



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Encouraging More Grant Activity in Rural Areas

Recognizing the extent of the need in rural areas, as well as the fact that many needs in outlying areas are not always met due to limited resources, The Cameron Foundation recently launched the Rural Outreach Initiative. The primary goal of the initiative is for rural nonprofit representatives to understand that the Foundation is accessible, approachable and committed to providing assistance to residents in its entire service area, regardless of their proximity to the Foundation's headquarters in Old Towne Petersburg.

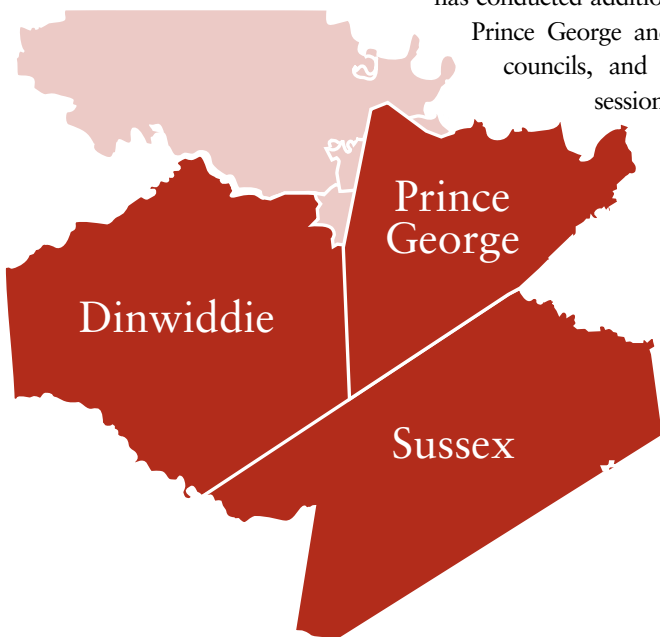
Dinwiddie, Prince George and Sussex counties are the three localities included in the Rural Outreach Initiative. Foundation Program Officer Najmah Thomas has already conducted one information session within each county, presenting to 18 individuals total, and has held one-on-one follow-up sessions with those most interested in more information. Formerly, information sessions were held exclusively at the Foundation's Petersburg office.

From talking with these individuals, Thomas has learned that there is little misinformation circulating about the Foundation and its services, but there is a lack of information about the Foundation in general. Additionally, she found that many individuals were surprised at the extent of assistance the Foundation was willing to give them with the grant application process and capacity building issues.

"They were very surprised to learn that we, the funding organization, go to great lengths to actually help them receive a grant award or to provide technical assistance even if they don't yet qualify for a grant," Thomas said. "Many were glad to put a face with the Foundation and to learn that they can actually talk to us in detail about the grant process, our priorities and how to successfully approach the Foundation."

As a result of these first three information sessions, the Foundation has seen a measurable increase in the letters of intent submitted from the three rural areas for the upcoming grant cycle. Most recently, Thomas

has conducted additional information sessions for the Dinwiddie, Prince George and Sussex boards of supervisors and town councils, and she is scheduling additional information sessions within the counties for the October 2008 grant cycle. To learn more about the location for these sessions or to make a recommendation on where a session could be held, please contact Najmah Thomas at (804) 732-8900 or email her at najmaht@thecameronfoundation.org.



VSU/PAAL Partner (cont.)

culminate in the creation of a regional cultural arts epicenter in the heart of Petersburg, and to which the Foundation recently has awarded \$1.5 million.

“The Cameron Foundation deserves all of the credit for coming up with the idea for this unique partnership,” said Joy Haliburton, VSU Associate Vice President for Development. “We at VSU were unaware of PAAL’s needs and vision, and similarly, PAAL Board members were largely unaware that our long range strategic plan called for a new state-of-the-art museum. Clearly there are numerous benefits to both organizations, the City of Petersburg’s downtown revitalization efforts and area visitors, residents and students alike to combine our similar goals, and I believe that everyone involved in this project is grateful the Foundation’s staff had the vision to see that.”

The joint venture between the two organizations will establish a fine arts hub in the heart of Petersburg – a museum unique in character, holdings, applications of cultural diversity and educational opportunities. The PAAL/VSU museum is the embodiment of the shared vision that brings together VSU’s plans, PAAL’s cultural arts mission and the City of Petersburg’s enhanced focus on cultural arts. The organizations have executed a Memorandum of Understanding that outlines responsibility for both collaborative and separate community-based cultural outreach and arts education programming with particular emphasis on activities for local public schools. The museum will feature renowned exhibits, permanent collections of pieces created by faculty, students, visiting artists and distinguished alumni, as well as loaned exhibits from the Smithsonian and other well-respected art museums.

“This joint venture is the best thing that could have happened to PAAL and at just the right time,” said newly elected PAAL President Ellen Ende. Both the City of Petersburg’s Comprehensive Plan and the Regional/Urban Design Assistance Team (R/UDAT) have indicated that the expansion of visual and cultural arts venues in the City of Petersburg is a major priority and that the district precisely where PAAL is located is destined to be the core of the city’s new cultural and entertainment district.

The proposed program budget of \$2,950,442 reflects the total expected costs for building renovation and rehabilitation, staff positions to include a museum curator and gallery coordinator and a consultant to establish the museum’s docent program. During year one of the two-year grant, Cameron Foundation funds in the amount of \$750,000 will be leveraged with outside funds in the amount of \$206,476 to begin the first phase of building renovations. During year two, the VSU and PAAL will leverage the matching Cameron Foundation grant in the amount of \$750,000 to obtain outside funding in an equal or greater amount sufficient to meet the balance of the project’s total cost as outlined in their grant proposal. Given this funding scenario, the organizations will raise approximately 50 percent of the total cost for this project from outside sources.

“In The Cameron Foundation’s brief four-year history, the VSU/PAAL partnership is perhaps the best example to date of two nonprofit organizations partnering together to take full advantage of the Foundation’s technical assistance, recommendations and funding opportunities,” said Handy Lindsey, Cameron Foundation President. “The resulting new museum, galleries and educational programming will surely fill a great void that numerous reports have stated is present in our service area and which will certainly help enrich the quality of life for the region’s citizens.”



“...there are numerous benefits to both organizations, the City of Petersburg’s downtown revitalization efforts and area visitors, residents and students alike to combine our similar goals...”



Small Grant Leads To Big Results

It may not be the largest grant The Cameron Foundation ever awarded—in fact, it ranks as one of the smallest. But the overwhelmingly positive results that Harrowgate Elementary School has realized from three consecutive yearly grants of \$10,000 has earned them two highly coveted national education awards and has helped them surpass most of their educational goals.

The once underperforming Chesterfield County school—where 60 percent of the 700 students come from impoverished homes—is now a model success story for schools across the country.

The transformation is due largely to visionary school Intervention Strategist Taffy Jones-Hayes, who developed an innovative program based on one repeatedly proven fact: The more parents participate in their children's education, the better the child does in school.

Sounds simple, but what if the parents don't know how to get involved? What if they had limited schooling opportunities or did poorly in school themselves? Or perhaps the family lacks the basic supplies to complete homework assignments. For many Harrowgate Elementary School families, this was precisely the situation. As a result, there was a perpetual lack of parental participation, from low show-up rates for parent/teacher conferences and PTA meetings, to relatively few students completing their homework.

In order to improve student grade score levels and education experience, "Ms. Taffy," as she is fondly called, developed the Parent Partners Program. The program consists of two core components: 1) providing the resources and skill development



that parents need to assist their children; and 2) recognizing and rewarding parents for actively participating in their children's education. Each time a parent engages in a school activity, the parent earns points. A system is in place to track the points, and each quarter, the 50 parents who have earned the most points are publicly recognized as "Honor Roll Parents." This recognition has turned out to be a critical piece of the program's success. As another incentive, parents are given tangible educational resources, like calculators and flash cards, to assist their children at home.

Incentives and learning tools cost money, though—money the Chesterfield County Public School System hadn't budgeted for. So Ms. Taffy applied for, and received, a \$10,000 grant from The Cameron Foundation, which was then renewed the following two years.

As a result of the initiative, all original program goals categorically have been exceeded. The

Last year alone, parents volunteered at the school 2,365 hours; some 443 of them participated in workshops on various academic and parenting topics; and the PTA had a record-breaking 572 members.

New Board of Trustees Officers

The Cameron Foundation is pleased to announce several recent changes to its Board of Trustees.

school is fully accredited and has met adequate yearly progress requirements for the past two years. Last year alone, parents volunteered at the school 2,365 hours; some 443 of them participated in workshops on various academic and parenting topics; and the PTA had a record-breaking 572 members. This year, the school has achieved a remarkable milestone of 100 percent PTA membership. What's more, the program's goal of a 75 percent student pass rate on the state's Standards of Learning tests has been surpassed, with student pass rates in math, science and English each now exceeding 80 percent. Additionally, achievement gaps between the highest and lowest scoring groups have shrunk from about 25 percentage points four years ago to five percentage points now.

Not only do the students enjoy having their parents more involved with their schooling, but parents seem to love the program, too. According to a letter submitted by four parent participants, "Harrowgate Elementary School with its Parent Partner Program...has made us into a community of involved parents working together to help our children." They continue, "The administration and faculty at Harrowgate make us feel important. It's...the respect and value that they give us parents. We're treated as important partners. They listen to us."

Perhaps there is no greater testament to the program's success though, than the two highly coveted and extremely competitive awards Harrowgate recently won. This year, the school was one of only six schools across the country to receive the exclusive 2008 Panasonic National School Change Award. More than 1,000 schools from all 50 states were nominated. But only the six most exemplary schools demonstrating consistently significant positive change over the past five years received the award, which is conducted and co-sponsored by the Panasonic Corporation of North America and the Fordham University Graduate School of Education.

Additionally, in 2007 Harrowgate was one of only two schools in Virginia to be recognized as a National Title I Distinguished School, an accolade that is largely attributed to the Parent Partners Program. Each year, about 40 schools across the country achieve this recognition from the National Association of State Title I Directors. These academically outstanding schools rise above obstacles of poverty with the help of the Title I program. The National Association of State Title I Directors honored Harrowgate Elementary for being unusually successful in closing achievement gaps between student groups.

"The schools we honor are singled out because they can show other schools how to do a good job," said Rich Long, executive director of the association. "This is high praise."

According to Ms. Taffy, The Cameron Foundation grant awards have been instrumental in Harrowgate's highly praised turn-around. "Those factors that put us most at risk, including lack of parental involvement, have become the basis for our greatest successes and have allowed Harrowgate's students to soar to new academic heights."

Ann C. Taylor, Chair

"After having served as Vice Chair of the Board for four productive years, I am honored to have the opportunity to continue to serve." She said, "I especially look forward to the Foundation being able to have an even greater impact on the quality of life of our citizens in the communities that we serve."

Larry C. Tucker, Vice Chair

"After serving as Chair of the Grants Committee for three years, I am delighted to have been elected to serve as Vice Chair," he stated. "I am happy to be able to assist in serving the many organizations and people in our area of responsibility."

James L. Thacker, Jr., Treasurer

"Having served on the hospital authority when it was faced with the difficult dilemma of selling SRMC, I am sincerely gratified to see that the decisions we made in the early 2000s have resulted in such positive change," he said. "Furthermore, I am delighted and honored to continue to be part of that change by serving on the Foundation's Board to help ensure that our region's health and quality of life are continually improved upon."

Betty W. Thweatt, Secretary

"I am very grateful for the opportunity to have served on the Foundation's Board for the last five years," she said. "My new appointment as Secretary provides me an even greater opportunity to participate in the ongoing success of the organization, and I accept this awesome responsibility with great humility."



Category	CF Amount	CF Percent	Other Amount
Salaries			
Supplies			
Training			
Overhead			
Other			
Total			

Category	CF Amount	CF Percent	Other Amount
Construction			
Land Purchase			

New Initiatives Improve Grant Reporting Success

The weeks you devoted to writing your grant proposal have finally paid off, providing your organization the much-needed funds to help it serve its mission. But your work isn't over. Once your organization accepts a funder's money, you're responsible for putting in additional time preparing and submitting one or more grant reports that let the funder know exactly how you've spent the money, whether you've delivered on your promises and what results have been realized.

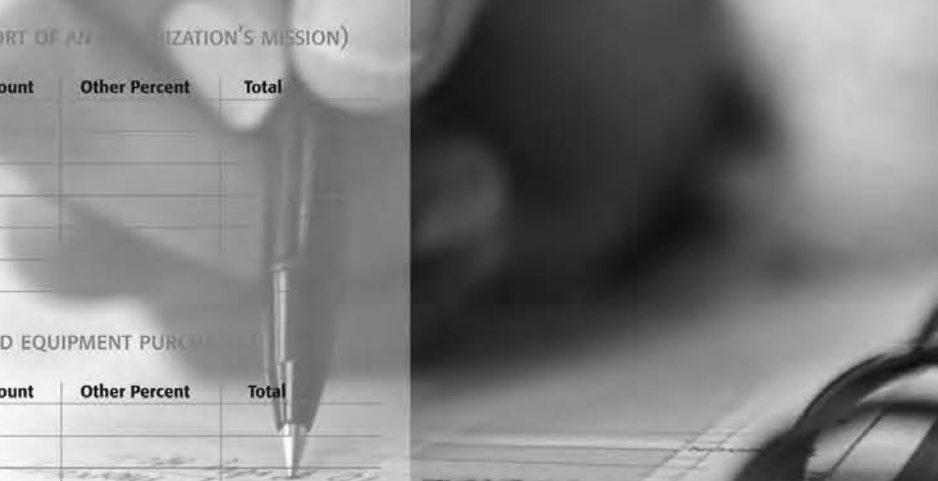
Though each funder may have different reporting guidelines, most share significant similarities, and many nonprofit organizations can benefit from additional assistance on how to write them. That's because a well written and prepared report can have a positive effect on the way a funder views an organization, which, in turn, can greatly increase the chances of receiving additional funding the next time a grant is sought.

To date, four classes have been offered, with a total of 88 people in attendance.

In a continued effort to help nonprofit organizations in its service area build capacity, The Cameron Foundation has recently developed two grant reporting initiatives. In the spring of 2007, the Foundation revised its own reporting forms to facilitate greater accountability of grant awards. It then coupled the launch of these report forms with a new report training class, which are conducted by Program Officer Risha Stebbins.

"On one level, the class is intended to strengthen communication between The Cameron Foundation's staff and grantees," explained Stebbins. "But, we also hope that the participants will be able to use the information in other areas of their fundraising to further build capacity and strengthen the long-term success of their organizations," she added.

To date, four classes have been offered, with a total of 88 people in attendance. Participants discuss common reporting mistakes and characteristics of a good report. They consider the Foundation's legal and ethical responsibilities, and they finish the session by working with a mock report.



Evaluations submitted anonymously by class attendants indicate that the class is well received, from those who are newcomers to the grant-reporting world to seasoned professionals. One attendee wrote, “Would have been really helpful when I first started nine years ago! The Cameron Foundation continues to impress me with the written materials and resources you produce.”

The classes are offered three times per year, one for each grant cycle. Those Cameron Foundation grantees who have reports due next will be contacted by the Foundation to attend the upcoming session. Attendance is not mandatory, but it is encouraged.



Staff Changes

Welcome



Cindy Humphrey, Executive Assistant/ Grants Manager, comes to the Foundation with more than a decade of executive administration experience, most recently serving in that capacity at Ferris, Baker Watts, Inc. of Richmond, VA.



Valerie Liggins, Program Officer, is a seasoned public service professional, having served as a consultant with the Virginia Tobacco Settlement Foundation and Henrico Area Mental Health, Mental Retardation Services, developing and facilitating programs. She also has worked closely over the past few years with Virginia Commonwealth University School of Social Work in an advisory capacity.

Farewells

Anne Douglas, Cameron Foundation Program Officer, has left the Foundation after three years of service to relocate to Florida to be closer to her parents. She has accepted a position there as Director of Programs for Southwest Florida Community Foundation in Fort Myers, where she will be in charge of the foundation’s grantmaking and scholarship programs, including the development and implementation of the foundation’s new capacity-building initiatives.

Yvonne Stout, Cameron Foundation Executive Assistant/ Grants Manager, has left the Foundation after three years of service to relocate to Texas with her family in response to her husband’s transfer there by the Army. She has joined Safe Place as the Executive Assistant to the Executive Director in Austin, Texas. Safe Place is a nonprofit organization that seeks to end sexual and domestic violence through safety, healing, prevention and social change.

Amanda Mullins, Cameron Foundation 2007/2008 Intern, graduated from Virginia Commonwealth University with a Master of Social Work Administration, Planning and Public Policy with a Certificate in Nonprofit Management. She now works at the YWCA of Richmond as the Director of Grants Administration.

Brandy Cramer, Cameron Foundation 2007/2008 Intern, graduated from Virginia Commonwealth University with a Master of Social Work Administration, Planning and Public Policy and a Certificate in Nonprofit Management. She will continue to work with several Cameron Foundation programs until this September.

Focus INC Calendar of Events

July-December 2008

Focus INC

July 10, 5p.m.-8p.m. ▶ Strategic Planning: Phase I;

LOCATION: Hopewell Public Library; **PRESENTER:** Gail Merridew; **COST:** \$20

July 16, 9a.m.-12p.m. ▶ Selling Ideas: The Art of Influence & Negotiation;

LOCATION: Harrowgate Elementary; **PRESENTER:** Larry Kachelries; **COST:** \$20

July 21, 1p.m.-4p.m. ▶ Program Evaluation 101: To Prove or Improve

Something; **LOCATION:** The Cameron Foundation; **PRESENTER:** Barbie Dunn;

COST: \$20

July 31, 9a.m.-12p.m. ▶ Nonprofit Retirement Plans;

LOCATION: Harrowgate Elementary; **PRESENTER:** Randy Howard; **COST:** FREE

August 9, 10a.m.-1p.m. ▶ Working with Consultants; **LOCATION:** Eastside

Enhancement Center; **PRESENTER:** Gail Merridew; **COST:** FREE

August 12, 1p.m.-4p.m. ▶ The Benefits of VANNO Membership;

LOCATION: Pathways; **PRESENTER:** Deborah Barfield Williamson; **COST:** FREE

August 15, 10a.m.-2p.m. ▶ Intro to Microsoft Excel 2: Formulas,

Formatting & Charts; **LOCATION:** Hopewell Public Library;

PRESENTER: Kathy Surles; **COST:** \$45

August 20, 10a.m.-1p.m. ▶ Effective and Creative Volunteer Recognition;

LOCATION: Wakefield Foundation; **PRESENTER:** Katie Campbell; **COST:** \$20

August 26, 4p.m.-7p.m. ▶ Budgeting with Care and Concern;

LOCATION: Virginia State University; **PRESENTER:** Melody Stone; **COST:** \$20

September 5, 9a.m.-12p.m. ▶ Leveraging Spheres of Influence for

Enhanced Fund Development; **LOCATION:** The Cameron Foundation;

PRESENTER: Kristy Hall; **COST:** \$20

September 18, 6p.m.-9p.m. ▶ Using the SVNRC and the Public Library;

LOCATION: Hopewell Public Library; **PRESENTER:** Chuck Koutnik; **COST:** FREE

September 20, 10a.m.-1p.m. ▶ Board Member Accountability and

Responsibilities; **LOCATION:** Petersburg Library; **PRESENTER:** Betsy Schmidt;

COST: \$20

September 24, 1p.m.-4p.m. ▶ Building Personal Capacity:

Time Management; **LOCATION:** Harrowgate Elementary School;

PRESENTER: Elaine Kiziah; **COST:** \$20

September 29, 5:30p.m.-8:30p.m. ▶ Effective Staff Management

& Retention: 10 Tips for Success; **LOCATION:** Wakefield Foundation;

PRESENTER: John Dougherty; **COST:** \$20

October 3, 1p.m.-4p.m. ▶ Nonprofit Retirement Plans;

LOCATION: Petersburg Library; **PRESENTER:** Randy Howard; **COST:** FREE

October 8, 5:30p.m.-8:30p.m. ▶ Risk Management for Nonprofits;

LOCATION: Hopewell Public Library; **PRESENTER:** Sam Revenson; **COST:** \$20

October 13, 1p.m.-4p.m. ▶ Program Evaluation 102: Making the

Connections; **LOCATION:** Harrowgate Elementary School; **PRESENTER:** Barbie

Dunn; **COST:** \$20

October 21, 8:30a.m.-5:00p.m. ▶ IRS Form 990s: Form Changes,

Preparation & Marketing Usage; **LOCATION:** The Cameron Foundation;

PRESENTERS: Randy Howard, Melody Stone & Gail Merridew;

COST: \$20/session

November 4, 12:30p.m.-4:30p.m. ▶ MS Word: Quick Movement, Tables

& Imports (Excel & Access); **LOCATION:** Hopewell Public Library;

PRESENTER: Kathy Surles; **COST:** \$45

November 8, 10:30a.m.-1:30p.m. ▶ Using the SVNRC and the

Public Library; **LOCATION:** Hopewell Public Library; **PRESENTER:** Chuck

Koutnik; **COST:** FREE

November 10, 1p.m.-4p.m. ▶ Improve Fundraising with a Case for

Support; **LOCATION:** Harrowgate Elementary School; **PRESENTER:** Heath Lee;

COST: \$20

November 15, 12p.m.-3p.m. ▶ Strategic Planning: Phase II;

LOCATION: Hopewell Public Library; **PRESENTER:** Gail Merridew; **COST:** \$20

November 19, 9a.m.-12p.m. ▶ Explaining Numbers: Using Statistics

for Fundraising & Evaluation; **LOCATION:** The Cameron Foundation;

PRESENTER: Jess Fowler; **COST:** \$20

December 5, 1p.m.-4p.m. ▶ Evaluating Your Top Prospects:

Making “The Ask”; **LOCATION:** Wakefield Foundation;

PRESENTER: Lisa Freeman; **COST:** \$20

December 13, 10:30am-1:30pm ▶ Working with Consultants;

LOCATION: Petersburg Library; **PRESENTER:** Gail Merridew; **COST:** FREE

December 15, 8:30a.m.-5:00p.m. ▶ IRS Form 990s: Form Changes,

Preparation & Marketing Usage; **LOCATION:** Harrowgate Elementary

School; **PRESENTERS:** Randy Howard, Melody Stone & Gail Merridew;

COST: \$20/session

For detailed course, instructor and registration information, please visit The Cameron Foundation's Website at thecameronfoundation.org, click on “Nonprofit Resources” and then “Focus INC.”

New + Improved Directory of Nonprofit Consultants

In 2006, The Cameron Foundation published its first Consultant's Directory. It was available online through its website, and copies on CD were mailed to nonprofits in the Foundation's service area. The resource contained information about organizational development consultants within the region who could assist nonprofit organizations with a wide variety of issues, from board development and financial management to marketing.

That directory has since become dated, and a number of users have found the larger Adobe files difficult to download. Therefore, the Foundation recently has published a new and improved Consultant's Directory to better meet its grantees' needs.

The new directory is available online at www.thecameronfoundation.org, under "Nonprofit Resources." Since the information is now an integral part of the website, consultant information will no longer need to be downloaded. A hard copy is being developed and will be mailed to Cameron's grantee mailing list. It also will be available from the office by request. Both formats, which will be updated annually, are more user-friendly and streamlined than before. The material is divided into ten Areas of Expertise based upon the Consultant Profiles. The online version has the added features of links to consultants' email addresses and websites so that they can be reached more easily.

Additionally, the new version includes two new sections, How to Use This Directory and How to Select a Technical Assistance Consultant, to better assist nonprofits in identifying the best consultant to meet their technical assistance needs.

The new directory is available online at www.thecameronfoundation.org... the information is now an integral part of the website...

Roundtables to Identify Ways to Improve Health of Region's Residents

A 2004 health and human services needs assessment commissioned by The Cameron Foundation concluded that health indicators in the Foundation's service region are worse than in Virginia as a whole. In order to address this problem and identify potential solutions, The Cameron Foundation, Central Virginia Health Services and Central Virginia Health Planning Agency have engaged in a series of healthcare roundtable discussions, which include some of Southside's leading nonprofit healthcare providers. The findings of the meetings, which are still in their early stages, will be announced when completed. They are expected to be used to update the healthcare needs assessment, as well as to develop a more coordinated and comprehensive approach to improving the health status of residents of the region.

ConnectSouthside Launches New Service

ConnectSouthside.org recently launched the Weekly Update e-newsletter as part of its free community networking and communication service. Weekly Update provides highlights of current local, state and national news, as well as thought-provoking articles, op-ed pieces, and opportunities for citizen action and/or conversation. Each week, a local organization, service and event or activity will be highlighted. Easy links to popular ConnectSouthside.org website features also will be included. The Weekly Update offers opportunities for sponsorship logo placement for contributing members and/or funders.

The Update is sent to the nearly 1,000 members of the ConnectSouthside Email Group throughout the Southside region. To join the free Email Group, go to www.ConnectSouthside.org/email. ...Connect... Learn...Engage in your community.

For more information about ConnectSouthside, please contact Wendy Austin at 804-458-6329, ext. 2010 or at southsideinfo@connectnetwork.org.



Building Bridges

September 9, 2008

A Regional Conference for the Tri-Cities

The Virginia Network of Nonprofit Organizations (VANNO) is hosting a regional conference for up to 200 individuals representing nonprofits, businesses, government and higher education leaders who are active participants in the regional economy. Entitled “Building Bridges,” the conference will take place September 9, 2008 at the Holiday Inn Richmond South—Tri-Cities, in Colonial Heights.

Conference Objectives

- To empower the nonprofit sector by bringing the whole community (nonprofit, private, public, civic groups) together to shine a spotlight on the role that nonprofits play in the economy (financial, human capital, etc.).
- To help the nonprofits themselves and the larger community to lose a “charity-handout” mentality, and elevate the conversation about what we do for the community and what the community can do for us.
- To reveal to the other sectors what nonprofits can do for them but cannot do without them.
- To bring political contenders to the table to discuss regional challenges, shining a spotlight not only on the Tri-Cities but also on the nonprofit sector in general.

At the conclusion of the conference, VANNO will produce a report of findings from the day to share with all stakeholders in the region.

Building Bridges is partially subsidized by The Cameron Foundation, Wachovia and John Randolph Foundation. The remainder of the conference costs will be further offset via a registration fee of \$50 for VANNO members and \$60 for nonmembers and a sponsorship package promoted to the corporate, government and greater nonprofit communities. Those who just want to attend the Candidate’s Forum only will be billed \$35.

For more information about the conference, call VANNO at 804-565-9871, email them at tricitieconference@vanno.org or visit their website at www.vanno.org.

Building Bridges Conference Registration Form

Name				Registration (After August 10th)
Title				<input type="checkbox"/> VANNO Member 50.00
Organization				<input type="checkbox"/> Non-member 60.00
Address				<input type="checkbox"/> Candidate's Forum Only 35.00
Phone				
E-mail				
Method of Payment:	<input type="checkbox"/> Check	<input type="checkbox"/> MasterCard	<input type="checkbox"/> Visa	
	Credit Card No.		Expiration Date:	/
Signature				

Please register by September 2, 2008. Make checks payable to VANNO. Send completed form and payment to: VANNO, 1108 E. Main Street, Suite 1200, Richmond, VA 23219 or fax registration form to 804-565-9872. To join VANNO, visit www.vanno.org or call 804-565-9871.

Morning Plenary Panelists

Bo Bowden

Sr. Vice President, BB&T

Esther Lee

Deputy to the Commander,
Ft. Lee Garrison

Dennis Morris

Executive Director,
Crater District Planning Commission

Kay Rankin

District Director, Crater Health District

Ford Weber

Executive Director, LISC

Luncheon Keynote Speaker

Robert L.E. Egger

Founder, DC Central Kitchen, Inc.

Co-Convener of the Nonprofit Congress and founder of the V3 Campaign working to get the voice, value and votes of the nonprofit sector recognized in every election in America.

Building Bridges Conference Agenda

8:00	Registration & Networking Breakfast
9:00	Morning Plenary: Moderated Panel addressing current regional issues.
10:00	Break
10:15	Morning Breakout Sessions: Defining Community Needs. Five general breakout groups will answer the question, "What should or could our community be doing to address our pressing needs?"
11:30	Networking Break
11:45	Reconvene to Report Morning Findings
12:30	Luncheon Keynote Address – Robert Egger
1:45	Break
2:00	Afternoon Breakout Sessions: Defining Services and Gaps Five subject-specific breakout groups as follows: (a) Human Services (b) Education (c) Health (d) Arts, Culture, Environment, Historic Preservation (e) Housing and Economic Development The breakout sessions will answer the questions: Who does what?, Where is the overlap?, Where are the gaps?
3:30	Networking Break
4:00	Reconvene to Report Findings and Wrap up
4:30	Dinner Break
6:30	Policy Maker's Forum Candidates for U.S. Senate from Virginia have been invited to share their views on the questions we develop throughout the day.

Calendar of Events

Grant Letter of Intent (LOI) Deadlines:

September 1, January 2 and May 1 of each calendar year

Grant Proposal Deadlines (Requested by the Foundation After an LOI Has Been Reviewed): October 15, February 15 and June 15

If approved, proposals submitted in October are awarded in February; proposals submitted in February are awarded in June; and proposals submitted in June are awarded in October.

Building Bridges Conference SEPTEMBER 9



Registration Deadline: September 2

Register Now

Holiday Inn Richmond South—Tri-Cities

See inside for
conference details
and registration form

*Morning Speakers: Bo Bowden, Esther Lee,
Dennis Morris, Kay Rankin and Ford Weber*



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Petersburg, Virginia 23803

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