



Larry Hogan, Governor

Boyd Rutherford, Lt. Governor

## **GOVERNOR'S GRANTS TRAINING CONFERENCE** ***"PARTNERS IN EXCELLENCE"***

Monday, November 13, 2017

Marriott Conference Center at College Park

*Agenda and room assignments are subject to changes.*

**8:00 – 9:00 a.m. - Sign-In/Continental Breakfast**

**9:00 a.m. – 11:55 a.m. - Plenary Session** (*General Vessey Ballroom*)

**9:00 a.m. - 9:20 a.m. – Welcoming Remarks**

**The Honorable David Brinkley**, Secretary, Maryland Department of Budget and Management

**9:20 a.m.-10:30 a.m. - Panel - The Federal Landscape**

**Tricia Glass**, Program Advisor, Grants.gov

**Hai "Gil" Tran**, Senior Policy Analyst, Office of Management and Budget

**Victoria Collin**, Senior Policy Analysts, Office of Management and Budget

**Renata Maziarz**, Senior Policy Analyst, U.S. Department of the Treasury

Moderated by Tiffany Waddell, Director, Governor's Federal Office

**10:30 a.m. - 10:45 a.m. - Break**

**10:45 a.m. – 12:00 p.m. - Hogan Administration Cabinet Panel - The State Landscape:**

**Kelly Schulz**, Secretary, Maryland Department of Labor, Licensing, & Regulation

**Clay Stamp**, Director, Opioid Operational Command Center

**Laurie Rajala**, Chief of Programs, Governor's Office of Crime Control & Prevention

**Charlotte Davis**, Director, Rural Maryland Council, Department of Agriculture

**Joanne Throwe**, Deputy Secretary, Department of Natural Resources

**Al Sundara**, Director, Maryland Data Center, MD Department of Planning

Moderated by Wendi Peters, Special Secretary of Smart Growth, Office of the Governor

**12:00 p.m. – 1:30 p.m. - Luncheon** (*Chesapeake Ballroom*)

**Keynote Speaker: Trinity Tomsic**, Deputy Director, Federal Funds Information for States (FFIS)

**Presentation: "The House is from Mars, the Senate is from Venus."**

While the U.S. House, Senate, and administration may share a broad agenda, they have very different ways of implementing it. What are their approaches to the budget? Where is the FY 2018 budget process heading? What risks do states face in the midst of all the uncertainty?

### 1:45 p.m. – 3:00 p.m. - Concurrent Afternoon Breakout Sessions

- **Uniform Guidance: Sub Recipient Relationships-** (*General Vessey Ballroom Salon 1*)  
**Bonnie Little Graham**, Partner, Brustein & Manasevit, PLLC.  
How to determine Sub Recipient versus Contractor status; Sample Agreements; How to Conduct a Risk Assessment; How to tie Budget to Outcomes.
- **Uniform Guidance: From Compliance to Performance -** (*General Vessey Ballroom Salon 2*)  
**Karen Norris**, Principal, k4rnoco  
A significant change in the Uniform Guidance is the refocus from compliance to performance. This means heightened scrutiny on performance and results, and new expectations. That's why the grants community must know what moving to performance involves. Here's where to start.
- **Uniform Guidance: Demystifying Indirect Costs- Negotiating Your Cost Rate -** (*Room 1105*)  
**Nicole “Nicky” Lettini**, Founder and CEO, CostTree  
This session will guide you through key trends in exposing, identifying and capturing indirect costs, an essential process for grant applications and reimbursements. Successful negotiation of cost rates requires implementation of clear, defensible cost allocation methodologies. This is your primer on the process.
- **The Ominous Single Audit -** (*Chasen Family Room*)  
**Monique Booker**, Principal, SB & Company,  
**Mark Sindt**, Systems Control Accountant II, Office of the Maryland Comptroller  
Presenters will share their insights and tips for your agency's Single Audit to be the best it can be.  
**Moderated by Joan Peacock**, Manager, Audit Compliance Unit, Maryland Department of Budget and Management.
- **GRANTS 101 -** (*Rooms 2110, 2111, 2112*)  
**Jennifer Jones**, President & CEO HOCS Strategic Business Solutions, KyJour International  
**Heather Iliff**, Director, Maryland Nonprofits  
Introductory level grants workshop about how your nonprofit organization must be prepared to go down the grants road.
- **Private Funders Panel -** (*Rooms 2100, 2101, 2102*)  
**Hannah Erickson**, Librarian, Prince George's Library System, the Foundation Center's Funding Information Network partners in Maryland  
**Buck Duncan**, Director, Mid-Shore Community Foundation  
**Rachel Ramjattan**, Senior Program Director, Impact and Sustainability, Network for Good  
Private and community foundations are great resources for diverse funding programs, often easier than applying for a government grant. Where can you find these funders; how do they work? This session will share best practice tips to ensure your nonprofit organization will have your best year-end giving, which effectively begins on “Giving Tuesday.”
- **The “Ungrants:” Crowdfunding, Impact Investing, and Bonds -** (*Room 2115*)  
**Sherie Sanders**, Content Curator, e-civis  
**Lindsey Brannon**, Public Finance Team, Neighborly  
**Matthew Klein**, Manager, Department of Legislative Services, Maryland Legislative Capital Budget  
This panel will talk about what is new in alternate resources for fundraising when your local government or nonprofit needs to supplement grants, raise funds for a capital project, or meet a match requirement.

### 3:00 p.m. - Coffee Break

Grab a refreshment, then head to Chesapeake Ballroom to mingle with state experts!

**3:00 p.m. - 4:00 p.m. - Roundtable Discussion Maryland State Grants Team** (*Chesapeake Ballroom*)

Meet one-on-one with members of Maryland's State Grants Team from grant-making state agencies. Year after year, this is a hugely popular session!

- **Department of Aging:** Andrew Ross
- **Department of Agriculture:** Wilfredo Marte, Karen Fedor
- **Americorps, Governor's Office of Service and Volunteerism:** Erin Green, Kerry Ose
- **Maryland Arts Council (Department of Commerce):** Lauren Fowler
- **Governor's Office on Crime Control & Prevention:** Laurie Rajala, Zina Weems
- **Energy Administration:** Jenn Gallicchio
- **Department of Education:** Michial Gill
- **Maryland Emergency Agency (MEMA):** Janet Moncrieffe-Kee, Wilson Low
- **Department of Environment:** Tom French, Elaine Dietz
- **Department of Health:** Brittany Fowler, Katy Bhide
- **Maryland Higher Education Commission:** Binee' Edwards
- **Department of Housing and Community Development:** Karen Forbes
- **Maryland Historical Trust:** Suzanne Mbollo, Jennifer Neely
- **Department of Human Services:** Annette Jones-Wilson
- **Department of Labor, Licensing And Regulation:** Grace Fendlay
- **Department of Natural Resources:** Veronica Moulis, Bernadette Poehler
- **Maryland Rural Council:** Meredith Donaho
- **Department of Transportation:** Virginia Burke, Samantha Biddle

**4:00 p.m. - Conference Conclusion** - Please remember to turn in **Continuing Professional Education Credits (CPE)** forms and sign out on the registration list!

## **Thanks to Our Volunteers!**

**Rafiat "Lola" Abdulai**, Governor's Office on Service and Volunteerism

**Cathy Barba**, Governor's Office of Community Initiatives

**Oswaldo "Oby" Borges**, Office of the Governor

**Anthony Burrows**, Maryland Department of Information Technology

**Joyce Cavey**, Independent grant writer

**Alex Choi**, Governor's Office of Community Initiatives

**Gene Deems**, Maryland Department of Natural Resources

**Heather Epkins**, Governor's Coordinating Offices

**Nicole "Nicki" Fiocco**, Volunteer Maryland

**Tom French**, Maryland Department of Environment

**Erin Green**, Governor's Office on Service and Volunteerism

**Lynne Kelleher**, Maryland Judiciary (Floor Manager)

**Suzanne Knizer**, Maryland Nonprofits (sponsor)

**Shameka Littles**, Governor's Office of Community Initiatives

**Bridgette Lundfelt**, Governor's Office of Community Initiatives

**Sharaf Mashaal**, Office of the Governor

**Kerry Ose**, Governor's Office on Service and Volunteerism

**Joan Peacock**, MD Dept of Budget and Management

**Chris Rhodes**, founder, Roads to Home, Inc.

**Joan Ronnenberg**, Mercy Health Clinic

**Agnes Smith**, Governor's Office of Community Initiatives

**Valerie Staats**, Governor's Office on Service and Volunteerism

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