



**OneSource**  
CENTER FOR NONPROFIT EXCELLENCE

## OneSource Center Nonprofit News

June 2019

*Welcome to OneSource Center's Nonprofit News which includes upcoming events, announcements and other news important to nonprofits in the Greater Cincinnati area.*

A Program for Leaders

### Building Cultural Competence

Our changing workforce requires that we possess the ability to bridge across difference and communicate across cultures. The nonprofit community needs these skills just as much, or possibly even more than the corporate community. The Cincinnati USA Regional Chamber is offering Diverse by Design, a 6-session program that delivers measurable improvement on an international standard of cultural competence.



#### **Building Cultural Competence: A Program for Leaders**

There have been two pilot sessions and now they are ready to launch a fuller program this fall. The program is open to business, nonprofit and community leaders from all sectors.

Some nonprofit organizations involved in the pilot sessions include: Cincinnati Association for the Blind and Visually Impaired, Cincinnati Public Schools, Great Parks of Hamilton County, Journey to Hope, Cincinnati Museum Center, American Red Cross, Council on Aging of Southwestern Ohio and others.

For more information, visit the [Cincinnati Chamber's website](#).

### Discounts on Technology: TechSoup

TechSoup works with generous donor partners to offer technology products that serve nonprofits, libraries, and foundations across the country, and around the world. Did you know that you can get Microsoft Office Suite (Word, Excel, PowerPoint and more) for \$29? Quickbooks for \$50? Discounts on hardware too!

**techsoup**

There is no fee to sign up and all 501c3 organizations are eligible. Learn more on [TechSoup's website](#).

Pro Bono Opportunity

# Developing a Brand That Works

Nonprofits exist to make an impact. Branding can help you deepen the impact you make: clarifying your goals, translating your mission into a powerful story, and bringing your entire organization into alignment. Some agency names are widely recognized in the community. Why are these organizations so well known? Beyond being known for the work they do, they usually have a great brand strategy.

We have an offer from a new marketing strategy company in town, willing to help a few nonprofit agencies develop their branding. If you need branding help and would like to learn more, please contact OneSource Center CEO [Christie Brown](#).

## Featured Training

# OneSource Center "Building Blocks"

### Grant Writing Primer: What You Need to Know from the Experts

June 20, 2019  
9 a.m. - 3 p.m.

***NOTE:** This workshop opportunity is available in whole-day or half-day sessions. Morning and afternoon sessions includes a panel of foundation representatives -- not to miss!*



### Morning Session: The Foundation Directory: Win More Grants

**Description:** To win grants, you need the most up-to-date, complete information you can get about grant makers and the grants they've made. How can you get that? A great resource is the comprehensive database and powerful search tools Foundation Directory Online offers.

**Presenter:** Kent Mulcahy has been with the Public Library of Cincinnati and Hamilton County for over eight years. As the Grants Resource Librarian, he oversees the planning and presentation of all grants related classes and events for the library, and works directly with the Foundation Center to maintain the highest quality and most up to date materials for grant seekers.

### Lunch: Foundation Panel Discussion

Meet some of Cincinnati's grant managers and learn what they look for in awarding funds. Panelists include:

- Beth Broomall, Charles Dater Foundation
- Harold Brown, Greater Cincinnati Foundation
- Heidi Jark, Fifth Third Bank Foundation
- Lisa Roberts-Rosser, PNC Foundation.

### Afternoon Session: An Introduction to Grant Writing

**Description:** Grant writing can be quite daunting for newcomers and seasoned professionals alike! This interactive workshop will provide you with everything you need

to get started on your grant writing journey, and will feature a step-by-step guide to creating a proposal that meets your organization's needs.

Participants will learn the 12 critical elements that are necessary for successfully researching and writing each section of the grant proposal, and take part in quick, hands-on exercises to practice what they learn. "An Introduction to Grant Writing" will also include a number of key takeaways and resource materials that can be used to ensure continued success.

**Presenter:** Fearghal Reid has worked as a successful Grants Manager and nonprofit consultant – generating almost \$14 million in grant funds from foundation, corporate, government and individual donors. A member of the American Grant Writers Association since 2016, Fearghal is currently the Grants, Research & Special Projects Lead for Easterseals serving Greater Cincinnati – an organization dedicated to breaking down barriers to employment and self-sufficiency for individuals with disabilities, individuals with disadvantages and veterans.

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### Building Blocks Additional Information:

**NOTE New location:** Starting with the January 2019 offering, OneSource Center's "Building Blocks" monthly seminars will be held at OneSource Center's spacious and beautifully appointed Park 42 Conference Center in Sharonville, just minutes from the Sharonville 275 exit.

**Bonus:** All seminar attendees are eligible to shop and to receive a 10% discount coupon to visit our warehouse after the seminar.

A full calendar of OneSource Center "Building Blocks" workshops is available online! Future workshops range from marketing plan development to team building and grant writing! Check it out [here!](#)

**Register for June 20 "Building Blocks"**

EXCEL Program Accepting 2019-20 Applications

## Molding Today's Leaders for Impact



May marked the end of another successful year of leadership training for nonprofit CEOs and senior management through the NLIGC EXCEL program, and registrations are now open for the 2019-20 class.

Many class attendees credit the class with transforming their understanding of executive responsibilities and expanding their view of agency or division direction, management and organization.

Attendees are able to run ideas and questions by their individual coaches and receive direction on issues ranging from improving work-life balance and board-director relationships to leadership transitions and improved communication skills. The whole region benefits through the impact of class leaders on the nonprofits they serve.

OneSource Center consultants provide an integral leadership role in this program

through teaching and one-on-one coaching provided to each class attendee. The 9-month program is extensive in its scope of topics covered.

**Applications are already being accepted for the 2019-20 EXCEL class.** Class size is limited to 26 people, so if you know a nonprofit executive who could benefit from this incredible offering, please direct them to the [NLIGC EXCEL website link](#). For additional questions, please contact [John Hauck](#), NLIGC Business Development Coordinator.

*Pictured above is the 2018-19 EXCEL class at its orientation and team building event at Camp Joy.*

[Apply for EXCEL Program](#)

## Grant Information

*Find more information and links to these opportunities on the [OneSource Calendar](#)*

**Andrew Jergens Foundation LOI application** due June 15. The Foundation's prime interest is the health, education, cultural experiences and social welfare of children in the Greater Cincinnati area.

**Duke Energy: Nature Grant.** The Duke Energy Foundation is committed to investing resources and working alongside community partners to ensure future generations enjoy the immeasurable benefits of nature. Grants support: Water quality, quantity, conservation and access; Habitat and forest restoration and conservation; species conservation. Deadline is July 31.

## Cincinnati Zoo and Botanical Garden and Local Art Museums Free or Reduced Admission Programs



Through [Museums for All](#), those receiving food assistance (SNAP benefits) can gain free or reduced admission to more than 300 museums throughout the United States simply by presenting their SNAP EBT (Supplemental Nutrition Assistance Program Electronic Benefit Transfer) card. [Find a participating museum](#) here. Locally, opportunities for reduced admissions are available at the Cincinnati Museum

Center's **Museum of Natural History and Science** and the **Cincinnati History Museum**. The **Taft Museum of Art** is also included in the program.

The **Cincinnati Zoo & Botanical Garden's** Zoo [Access for All program](#) is designed to encourage families and individuals of all backgrounds to visit its world-class organization to build lifelong and multi-generational memories. Attendees show their food assistance SNAP benefit card to receive discounted tickets or a Membership through the Zoo's Access for All program.

## Free Opportunities for Enrichment

Do you have a summer intern? Have you registered them for the [Cincinnati Intern Network Connection \(CINC\)](#) program through the Cincinnati Regional Chamber? CINC hosts four free events throughout the summer to make the internship/co-op experience

educational, memorable and fun. In 2018, 1,440 interns and co-ops from 236 different companies were engaged in the program.

Nonprofit Quarterly is offering a free webinar on "[Shaping Your Ask](#)" which explores how the latest changes in accounting standards for revenue recognition can be used to develop more effective grant proposal narratives and budgets. This webinar will provide an understanding of new standards on revenue recognition and restricted revenue. Attendees will look at examples of how to use these concepts to craft grant proposals that bring in the most flexible funding possible.

On June 19, 12 - 3 p.m., TechSoup will present a free webinar "[Website Wellness Report](#)." The seminar will help participants determine priorities for updates based on your organization's goals and plans.

## Upcoming Trainings and Events

Bookmark the OneSource Center [combined training calendar](#) to find events, training opportunities AND registration information ALL in one place for OneSource Center and our collaborating partners. (**NOTE:** PBPO: Pro Bono Partnership of Ohio; AFP: Association of Fundraising Professionals)

**June 17** AFP Cohort Program Kickoff

**June 18** Giving USA

**June 20** OneSource Center "[Building Blocks](#)" *Grant Writing Primer: What You Need to Know from the Experts*

**June 26** OneSource Center Nonprofit Shopping Day *(All 501c3 nonprofits can shop without membership. Bring your 501c3 paperwork for verification.)*

**June 27** AFP Meet and Greet

**July 18** OneSource Center "[Building Blocks](#)" *First-Time Managers-Coaching and Performance Mgmt.*

**July 18** AFP Webinar "*From Nervous to Excited: Evolving Board Knowledge, Skill and Confidence*"

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For details for all opportunities can be found on the [OneSource Nonprofit Community Calendar](#).

### Ongoing:

AFP [Networking and Knowledge Breakfast](#) - Normally the first Wednesday of the month (check website for exceptions)

PBPO [Employment Helpline](#) - First Thursday of the month

## Upcoming July Training -- Register for Early Bird Pricing OneSource Center "Building Blocks"



### First-Time Managers Coaching and Performance Management to Achieve Success

July 18, 2019 9 a.m. - noon  
Presented by Cathleen Snider  
& Patti Dunham  
of strategic HR, Inc.

Do you understand the difference between performance management and coaching? Why are performance management and coaching important in the workplace? This program will take an in-depth look at the skills and knowledge to be more effective with your team, as well as serve your company's best interests.

- What is coaching and why is important?
- How to effectively coach employees to get results?
- Having the difficult conversations.
- Documenting performance management appropriately.
- Now it's time for the performance review

**Presenters:**

**Cathleen Snider** is Director of Client Relations with strategic HR. With over 15 years of HR consulting experience, Cathleen has provided Human Resources support for companies with 10-550 employees in a wide variety of industries, advising clients on the day to day aspects of HR including complaint investigations, recruiting and selection, employee performance management, creating policy and procedures, and government compliance.

**Patti Dunham**, Director of HR Solutions with strategic HR Inc., Patti has a Master of Arts in Labor and Employment Relations from the the University of Cincinnati, and her Masters of Business Administration from the University of Findlay. She has extensive experience in the areas of job analysis, employee relations, performance management, compliance, benefit plans, recruitment and training. Patti is certified as a Senior Professional Human Resources (SPHR) by the National Human Resources Certification Institute; and is a Senior Certified Professional (SHRM-SCP) of the Society of Human Resources Management.

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**Register for July 18 "Building Blocks"**

## Don't Forget Our Service Offerings

### **Consulting Services**

OneSource volunteers offer [consulting services](#) to help with strategic plans, board development, employee coaching, and business solutions.

### **Training Opportunities**

We support your staff development through [Building Blocks for Nonprofits](#) half-day seminars and multi-session leadership development programs offered through our partnership in the [Nonprofit Leadership Institute of Greater Cincinnati](#). [Custom training](#) is also available.

## OneSource Center Furniture Bank/Marketplace

Gently used [furniture](#) and new [retail products](#) are available in our warehouse. Shopper's Club Members have everyday access; all other nonprofits are welcome to visit and shop on the last Wednesday of every month (unless otherwise noted.)

Contact us or visit our [website](#) to learn more!

## Meet Our Collaborating Partners



## Facebook and LinkedIn Connections

### Stay Connected with OneSource Center Updates!

LIKE us and FOLLOW us on our new [Facebook](#) page for news, photos, grant deadline alerts, trainings and more. And FOLLOW us on [LinkedIn](#) for news and updates.

