

Next Level Grant Training – 2026

Dates	Instructor(s)	Session Title	Content	Relation to Ethics (Code of Ethics)	GPCI Competencies (GPCI Competencies)
Jan 21	Scot Scala, GPC	Think Like a CEO and Lead your Grant Professionals Career	Learn how to consistently engage in strategic high-level activities that develop and advance how you think, work, and approach your grants profession as an individual and in conjunction with nonprofit leadership and the board of directors.	This session will cover: Ethics #1, #7, #8, and #9	This session will cover: Competencies #2 and #8
Feb 18	Cyndi MacKenzie, GPC	Create a Roadmap for Your Organization	Learn the importance and use of strategic plans; who should be part of the important process; how to create them; how to ensure you include appropriate data; and how to implement a strategic plan with specific goals, objectives, and outcomes.	This session will cover: Ethics #8 and #9	This session will cover: Competency #2
March 18	Scot Scala, GPC	Ethics - In All Things Grants	Review the Ethics Code of Conduct and discuss how ethics is in every aspect of the grant life cycle and in all we do as grant professionals. Topics to Include: <ul style="list-style-type: none"> • GPA Member 'Oath' • Client Choice • Contract • Confidentiality • Compensation • Standards of Professional Practices 	This session will cover: Ethics #1 - #20	This session will cover: Competencies #7 and #8
April 15	Cyndi MacKenzie, GPC	Research Prospecting	Discuss the power dynamic of funders and nonprofits; learn where to find grants and how to align the strategic plan to your search; garner information on 990s and decide whether a funder is the right resource for your long-range goals; consider true collaboration; learn how to build internal and external support; and utilize an ethical decision-making best practice model.	This session will cover: Ethics #4, #5, #6, and #10	This session will cover: Competency #1

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May 20	Scot Scala, GPC	Best Practices for Developing the Competitive Edge in Your Grant Writing	Learn techniques that will advance your grantseeking that include: understanding complex terminology, defining grantmakers' expectations, developing reviewer-friendly narrative styles, and creating proposal strategies.	This session will cover: Ethics #1, #4, #5, and #6	This session will cover: Competencies #2, #4, #7, and #9
June 17	Cyndi MacKenzie, GPC	Aspects of the Proposal-Outline, Collaboration, Community Need, and Program Creation	Learn "Grant Ready" components and a "typical outline" of an application; prioritize community need; and choose best-practice or evidence-based programs; create logic models, timelines/milestones, and theory of change models;and learn how to manage a collaborative process.	This session will cover: Ethics #2 and #10 - #16	This session will cover: Competencies #3, #4, #7, and #9
July 15	Scot Scala, GPC	Preparation is Everything...How to Demonstrate Program Impact in Grant Reporting	Topics to Include: <ul style="list-style-type: none"> ● Staying mission & vision focused ● How the grant professional can work collaboratively with programming ● The importance of measuring program outcomes ● The process of measuring program outcomes ● S.M.A.R.T.I.E. outcome objectives ('model') 	This session will cover: Ethics #1, #3, #4, and #5	This session will cover: Competencies #3 and #4
August 19	Cyndi MacKenzie, GPC	Comprehensive Budget Creation for Federal, State, and Foundation Grants	Learn the importance of a solid budget; what allowable costs are under the Office of Management & Budgets (OMB); review different budget formats; and easily track volunteer and staff time.	This session will cover: Ethics #10, #11, #12, and #16 - #20	This session will cover: Competency #7
Sep 16	Scot Scala, GPC	You Won...Now the Real Work Begins	Begin to understand the complex aspect of managing grants and the importance of accurate program and financial reporting; understand that relationships within the finance department and with the funders do matter; reconcile that Grant Professionals are leaders, but also need to be part of a team.	This session will cover: Ethics #2, #10, #11, #12, and #20	This session will cover: Competency #5

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Oct 21	Cyndi MacKenzie, GPC	Policies and Procedures – Reduce your Risk	Learn why compliance is necessary to reduce your risk throughout the grant cycle; Discuss Procurement, Conflict of Interest, Financial, and Indirect Policies and Procedures-all are required as part of the Office of Management & Budget regulations.	This session will cover: Ethics #2 and #16 - #20	This session will cover: Competency #5
Nov 18	Scot Scala, GPC	Building, Sustaining, and Articulating a Healthy Organizational Culture	Topics to Include: <ul style="list-style-type: none"> • Defining Diversity, Equity, and Inclusion (DEI) for the nonprofit community • Understanding the value in maintaining a healthy organizational culture • Exploring the elements that comprise a healthy organizational culture • Encouraging strategic involvement among leadership and the board of directors as related to the organization's culture • Communicating a healthy organizational culture internally to staff, volunteers, and those served and externally to funders and the community 	This session will cover: Ethics #1, #6, and #9	This session will cover: Competencies #2 and #7
Dec 16	Cyndi MacKenzie, GPC	An Introduction to Federal Proposals	Learn the difference between federal grants vs. local and foundation grants; review necessary considerations for federal compliance; and understand the importance of 2 CFR 200 in all grants, not just federal applications.	This session will cover: Ethics #2 and #7	This session will cover: Competencies #2 and #4