

# Ensuring High Performance In Community Action: Strategies for Leadership Innovation & Success

Community Economic Development, Funding Diversity,  
Board and Executive Leadership Strategies and Successes,  
Marketing, Communications & Advocacy  
and much more

## **COMMUNITY ACTION PARTNERSHIP 2012 MANAGEMENT & LEADERSHIP TRAINING CONFERENCE**



**JANUARY 5-7, 2012  
EDEN ROC RENAISSANCE  
MIAMI BEACH, FLORIDA**



---

## ENSURING HIGH PERFORMANCE IN COMMUNITY ACTION: STRATEGIES FOR LEADERSHIP, INNOVATION & SUCCESS

---

# Community Action Partnership 2012 Management and Leadership Training Conference

January 5–7, 2012  
Eden Roc Renaissance  
Miami Beach, Florida

### ENSURING HIGH PERFORMANCE IN COMMUNITY ACTION: STRATEGIES FOR LEADERSHIP, INNOVATION AND SUCCESS

From January 5-7, 2012, the Partnership invites you to the national Management and Leadership Training Conference, *Ensuring High Performance in Community Action: Strategies for Leadership, Innovation & Success* at the Eden Roc Renaissance in Miami Beach, Florida.

Please join your Community Action colleagues as we begin working together in 2012 for that year and beyond. Register now for this important national Conference—it is an investment in Community Action.

### A SAMPLING OF FEATURED PROGRAMS INCLUDE:

➤ **STRATEGIC RESTRUCTURING:  
COLLABORATIONS, SHARED  
SERVICES AND MERGERS**

The current constantly-changing budget environment is more than a challenge for Community Action – it is redefining how we do business. Increasing our efficiency demands creativity and expert knowledge. In this session, we will discuss the benefits and challenges of strategic restructuring, explore various restructuring options,

walk through the restructuring process, and examine the practical and legal considerations involved, including unique issues associated with government funding. We will also hear first-hand from CAAs' recent experiences with strategic restructuring.

#### Eleanor Evans

Eleanor A. Evans, Esq. is Deputy Director and Senior Counsel of CAPLAW. Ms. Evans advises Community Action Agencies on issues such as nonprofit governance, federal grant law, Community Services Block Grant (CSBG) and Head Start requirements, employment law, and tax-exempt organization law. She regularly trains and writes publications for CAA management staff and boards on these topics.



Eleanor Evans

#### Bob Harrington

Bob Harrington, MSW/LCSW, is Director of La Piana Consulting's Strategic Restructuring Practice, and specializes in the range of partnerships options between nonprofits, such as mergers, joint ventures, and



Bob Harrington

administrative consolidations. He has experienced mergers of nonprofits as an Executive Director and Board member, and has consulted with a multitude of organizations in the assessment and negotiation of mergers, and the integration of merged organizations.

➤ **SUCCESS WITHOUT SUCCESSION IS A FAILURE!**

*Succession Planning is Not a One Time Event*

This workshop will provide participants with the components of a succession plan that will meet your immediate and longterm needs: emergency succession as well as planned departures. Participants will learn the essentials of a succession plan that can be put into place now.

➤ **STRUCTURING YOUR LEADERSHIP BENCH**

The focus of this session will be on how to develop tomorrow's leaders in your organization while essentially building a future succession plan. Topics will cover how to identify and then train and nurture future leaders who will be the EDs, CFOs, and Program Directors of the future.

Participants will develop an understanding of the different generations of workers: their strengths, challenges, and how to challenge them to grow into dedicated employees who become tomorrow's leaders.

**Sue Buckley**

Sue Buckley, MS, has over 35 years' experience in the leadership, organizational development, and training of nonprofit agencies and state governments. For the past seven years, the majority of her work has been focused on state Community Services Block Grant (CSBG) programs and community action agencies and associations. Sue has



**Sue Buckley**

worked with CSBG directors to develop monitoring protocols, practices, and tools and has participated as a member of three state CSBG monitoring teams. She has facilitated the development of a memorandum of understanding between Community Action Agencies and Head Start programs on a local and state level, provided training to CSBG staff on monitoring practices and principles and a systems approach to monitoring and succession-planning.

**David Tucker**

David Tucker is currently managing Economic Stimulus (ARRA) funding and providing supervisory oversight of Workforce Development, Community Services, Community Economic Development, and other programs at Central Vermont Community Action Council (CVCAC). He is a nationally recognized consultant to non-profit and public organizations on leadership, strategic planning, performance and outcomes.



**David Tucker**

➤ **POSITIONING YOUR AGENCY AND BOARD FOR EXCELLENCE**

Let's face it, these are challenging times. This session will provide lively discussion on policies, procedures, governance, oversight, succession planning for Boards and staff, all of which form the foundation for seeking new and expanded resources. Using the Community Action Standards of Excellence as our framework, this session will cover specific roles and responsibilities of staff and board members in an excellent organization. There will be ample time for discussion, so bring your questions.

**Lil Dupree, CCAP**

Director of Training and Technical Assistance  
Community Action Partnership

## ➤ A NEW COMMUNITY ACTION RESOURCE FOR A NEW YEAR

The National Training Center of the Partnership can *significantly improve the capacity of your agency*. Cut your professional development costs by having your staff access this comprehensive online resource to submit requests for training or technical assistance, find a consultant, search for resources and best practices, get important dates, and network and ask questions of other Community Action professionals. You'll learn not only how to register and access the online T/TA system, but how it can benefit all levels of your organization. The National Training Center is here to assist you!

## ➤ SUCCESSFUL SOCIAL ENTERPRISE

This workshop will provide participants training on how to determine if your agency is positioned to start a new (or expand an existing) income-generating social enterprise to increase your impact and generate resources to support that impact. It will also explain where and how to look for social enterprises that would be suitable for your agency to develop. Finally, the workshop will include an overview of market research, feasibility testing and business planning for a social enterprise.

**Rolfe Larson** has more than twenty years of experience managing and advising organizations in both the for-profit and nonprofit sectors.

Prior to starting RLA in 1995, Rolfe Larson was an executive for almost ten years at Minnesota Public Radio, where his responsibilities included identifying, researching, and launching new business ventures.



**Rolfe Larson**

## ➤ EXPLORING THE ROLE OF HEALTHY FOODS IN COMMUNITY ECONOMIC DEVELOPMENT

The C.S Mott Group for Sustainable Food Systems at Michigan State University has partnered with Community Action Partnership to explore and collect varying community approaches to economic development. With budding interests in opportunities to build stronger local and regional food systems that enhance economic security and quality of life, these cases serve as examples and learning models of existing efforts across the country.

## ➤ FUNDING COMMUNITY ECONOMIC DEVELOPMENT

In this workshop participants will learn about funding opportunities from the Office of Community Services and other Federal sources, approaches to proposal development from an author of funding announcements, and winning strategies from a repeat winner of Federal grants.

### **Howard Snyder and Julie Jakopic**

Julie Jakopic, Managing Partner of Creating the Vision, has worked to support federal agencies in the development of funding announcements and has assisted clients including CAAs in winning more than \$10 million in Federal grants over the last three years. Julie is known for her pragmatic and optimistic approach to strengthening organizations. A nationally recognized and respected coach, facilitator and strategist, Julie is the co-author of *Planning for Results*, a strategic planning tool for non-profit organizations.



**Julie Jakopic**

Howard Snyder is executive director of the Northwest Side Community Development Corporation, Milwaukee, WI, one of the country's oldest and

strongest community development corporations. The Northwest Side CDC is currently an operation focusing on industrial retention, commercial revitalization, small business development, workforce development, and supplier linkage.



Howard Snyder

➤➤ Other sessions will include a strategy session for overcoming barriers to Community Economic Development, Rob Goldsmith, CEO of People, Inc., Abingdon, VA, and members of his CED team, will be presenting a session on their business plan training called Core 4.

## RESERVE YOUR ROOM AT THE EDEN ROC RENAISSANCE

Enjoy the Community Action Partnership Conference—and Miami Beach—in the company of friends, long-time and just met! Attend the sessions, share remembrances with colleagues, and enjoy three days of learning, networking, and just coming together to renew friendships.

The Community Action Partnership 2012 Management and Leadership Training Conference takes place at the Eden Roc Renaissance Miami Beach.

Community Action Partnership has reserved a limited number of rooms at the *special rate of \$189 per room* per night plus state and local taxes (for Single/Double occupancy plus approximately 13% tax) at the Eden Roc Renaissance Miami Beach. Rooms must be reserved by **Friday, December 9, 2011** at 6:00 p.m. EST in order to receive this special rate. Rooms at this rate are only available on a first come, first served basis. We cannot guarantee that rooms will be available until the cutoff date. Be sure to mention that you are booking with Community Action Partnership in order to receive the group rate. Contact information:

**Eden Roc Renaissance Miami Beach**  
**4525 Collins Avenue**  
**Miami Beach, FL 33140**  
**Phone: (305) 531-0000 or**  
**1 (800) 468-3571**  
**[www.renaissanceedenroc.com](http://www.renaissanceedenroc.com)**

Take some time before or after the Conference to explore the attractions and beaches in South Florida. The hotel is located on beautiful Miami Beach, just minutes from South Beach and Miami International Airport. The freshly renovated Eden Roc embraces its role as a timeless treasure, yet welcomes guests with a gracious contemporary spirit. The Eden Roc is close to Bal Harbour shops, South Beach Lincoln Road Mall, several art galleries and the renowned South Beach Art Deco.

Please complete and return the registration form included on the final page. Pre-conference registration is **\$435**. Current members pay only **\$395**. Pre-conference registration closes December 16. Your registration includes daily breakfast, a welcome reception on opening night, and Friday luncheon with speaker.

Check the website for additional information: *www.communityactionpartnership.com* as well as the weekly eNews.

*Please join us in Miami Beach, January 5-7 for this very special conference. Register Now!*

## CONFERENCE UPDATES

Please note this schedule is preliminary. Session times may change from those listed here. Watch the eNews and our website for up-to-date information.

## QUESTIONS?

If you have any questions about membership or registration, please contact Sranda Watkins at *swatkins@communityactionpartnership.com* or 202-449-9773.

# 2012 WINTER MANAGEMENT AND LEADERSHIP TRAINING CONFERENCE PRELIMINARY DAILY SCHEDULE

*Please note this schedule is preliminary. New sessions will be added; session times may change from those listed here. Please watch the eNews and our website for schedules and program updates.*

## Wednesday, January 4

2:00 – 5:00 pm      Registration  
*Ocean Tower*  
*Ballroom II Foyer*

## Thursday, January 5

8:00 am – 5:00 pm      Registration  
*Ocean Tower*  
*Ballroom II Foyer*

8:30 – 9:15 am      Opening Sessions and Breakfast  
*Ocean Tower II*  
*Salons A-B*

**Welcome:** 2012 Management and Leadership Training Conference

9:30 am -12:00 pm      Conference Training Sessions begin

12:00 – 1:30 pm      Lunch (on your own)

1:30 – 4:30 pm      Training Sessions continue

5:00 – 7:00 pm      Miami Beach Welcome Reception  
*Outdoors on the Palm Terrace*

## Friday, January 6

8:00 am – 5:00 pm      Registration  
*Ocean Tower*  
*Ballroom II Foyer*

8:00 – 9:00 am      Continental Breakfast

9:00 – 12:00 pm      Training Sessions continue

12:00 – 1:30 pm      Luncheon with Guest Speaker  
*Ocean Tower II*  
*Salons A-B*

1:30 – 4:30 pm      Training Sessions continue

*Evening on your own to explore Miami Beach*

## Saturday, January 7

8:00 – 9:00 am      Continental Breakfast

9:00 – 12:00 pm      Training Sessions conclude

# Register now for the Community Action Partnership 2012 Management & Leadership Training Conference!

To reserve a room at the Eden Roc, call **1 (800) 468-3571** or **(305) 531-0000** and ask for the special Community Action Partnership rate of \$189 single or double. Rates guaranteed until **Friday, December 9**, based on availability. Please complete the registration form and send it with your payment to the Community Action Partnership office.

**Pre-conference registration fees:**  \$435  Members \$395

➤ ➤ **Pre-conference registration closes on December 16**

**On-site registration fees:**  \$475  Members \$425

Name \_\_\_\_\_ Title \_\_\_\_\_

Agency \_\_\_\_\_

Member (circle one) YES NO

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

Please charge \$ to my:  Visa  Mastercard  Discover  AmEx

Card # \_\_\_\_\_ Expiration Date \_\_\_\_\_ PO# \_\_\_\_\_

Name on card \_\_\_\_\_

Company \_\_\_\_\_

Signature \_\_\_\_\_

Email \_\_\_\_\_

**Payment: Check, purchase order, or credit card information MUST accompany this registration form.** Make checks payable to Community Action Partnership. Note: A portion of the room rates will help to defray Community Action Partnership's expenses. Please submit a separate form for each participant. Cancellations must be submitted in writing to Linda Goff by November 25, after which fees cannot be refunded. A handling charge of \$125 per person will apply to all cancellation requests. Substitute registrants are permitted; please notify Community Action Partnership of any substitutions.



Community Action Partnership, 1140 Connecticut Avenue, NW, Suite 1210, Washington, DC 20036

Phone (202) 265-7546 • Fax (202) 265-5048 • [www.communityactionpartnership.com](http://www.communityactionpartnership.com)

Federal Tax ID 52-1120274

