

Welcome to the



12TH ANNUAL
GRANTS CONFERENCE

Navigating the World of Grants Development

Tuesday, May 23, 2023

8:30am – 4:00pm
Cross Insurance Center
Bangor, Maine



EMDC

**EASTERN MAINE
DEVELOPMENT CORPORATION**

**EVENT
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AGENDA

- 7:30am **Registration**
- 8:30am **Welcome** *Lee Umphrey, EMDC*
- 8:40am **Bangor Savings Bank – Guidance and Partnership**
Scott Fernald, Vice President, Commercial Banking Sr. Relationship Manager
Jacob Baker, Vice President, Commercial Relationship Manager
- 9:00am **Plenary Session Affordable Housing, Workforce & Economic Development in Maine Needs & Opportunities (with Q&A)**
Ryan Fecteau, Senior Advisor, Community Development & Strategic Initiatives
Office of Policy Innovation and the Future (GOPIF)
- 10:00am **Fundamentals of Grants Development** *Dr. Vicki Rusbult, EMDC / Ashley Bubar, EMDC*
- How to Begin
 - Searching for the Perfect Match
 - Am I Eligible?
 - Key Elements – Planning Your Application
- 10:30AM ~ BREAK**
- 10:45am **Fundamentals of Grants Development** *Dr. Vicki Rusbult, EMDC / Ashley Bubar, EMDC*
- Stating Your Case
 - Standing Apart From the Crowd
 - Preparing a Realistic Budget
 - Timeline & Attachments
 - Partnerships
 - Logic Models
- 12:00PM ~ LUNCH BREAK**
- 1:00pm **Federal Grants Requirements/Registrations Using Grants.gov Workspace** *Dr. Vicki Rusbult, EMDC*
- 1:20pm **Agency Overviews: Funding Opportunities (with Q & A)**
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| Economic Development Administration
<i>Katherine Trapani, Program/Management Analyst</i> | Office of Community Development,
Dept. of Economic & Community Development
<i>TerryAnn Holden, Director</i> |
| Northern Border Regional Commission
<i>Andrea Smith, Program Director</i> | Governor's Office of Policy Innovation and the Future
<i>Brian Ambrette, Senior Climate Resilience Coordinator</i> |
- 3:20 ~ BREAK**
- 3:30pm **Post-Award Management: Now that I have the money, what do I do?** *Dr. Vicki Rusbult, EMDC*
Ashley Bubar, EMDC
- Developing your plan for grant evaluation, both subjective and objective; integrating your plan with the grant maker's required evaluation and reporting system.
 - How to report on a grant's progress and impact (reporting requirements, metrics, no-cost extensions, grant close-out and grant audit)
 - Measuring impacts; define success now, how to tell/promote your story about grant outcomes/impact
- 4:00pm **Closing Remarks** *Lee Umphrey, EMDC*

FEATURED SPEAKERS



Ryan Fecteau

*Senior Advisor, Community Development & Strategic Initiatives
Governor's Office of Policy Innovation and the Future*

Ryan Fecteau is Senior Advisor on Community Development & Strategic Initiatives in the Governor's Office of Policy Innovation and the Future (GOPIF). Prior to joining GOPIF, Ryan served as Speaker of the Maine House Representatives from 2020 to 2022. He was, at the time, the youngest presiding officer in the nation and the first openly gay speaker in Maine's history. He also served as the Maine House Assistant Majority Leader and as Chair of the Committee on Labor, Commerce, Research, and Economic Development during his terms in the Maine Legislature from 2014 to 2022. Ryan's primary legislative achievements included the creation of a state tax incentive for affordable housing, instituting housing-friendly zoning and land use regulations, investing in vocational and trade schools, implementing a child care worker wage stipend, and expanding dental coverage to over 200,000 Mainers. Ryan graduated from The Catholic University of America in Washington, D.C. in 2014. He has previously worked for a construction trade publication, a food insecurity non-profit, a data and analytics firm, and operated two small businesses. He resides in his hometown of Biddeford with his partner and two doodles Pancake and Jax.



Scott Fernald

*Vice President, Commercial Banking Sr. Relationship Manager
Bangor Savings Bank*

Scott has been with Bangor Savings Bank since June of 2021. He graduated from the University of Maine at Machias with a B.S. in Business Administration with a concentration in Accounting. He graduated Cum Laude and is recognized on the Who's Who Among American College and University Students. He was previously with MBNA/Bank of America where he started in Customer Assistance/Collections, was a Credit Analyst/Small Business Credit Analyst, and Strategies Analyst - Corporate Initiatives Group (JSN Project and ALPM Project). Scott previously was with TD Banknorth followed by Camden National Bank until June 2021. Over his career, he has been recognized as Commercial Lender of the Year 2013, received the Circle of Excellence Award 2020, and participated in the Advanced School of Commercial Lending / Northern NE School of Banking. He is a member of the Rockland Rotary and was the Paul Harris Fellow in June of 2015.



Jacob Baker, *Vice President, Commercial Relationship Manager
Bangor Savings Bank*

Jacob Baker is a Vice President, Commercial Relationship Manager with at Bangor Savings Bank. He has been with the Bank since 2011. Jacob has a B.S. degree from the University at Albany and a M.B.A. from the University of Maine.

Jacob is a member of the Risk Management Association (RMA) and also volunteers for many local organizations, including the Income Tax Assistance Program through the United Way. Jacob currently is on the Board of Directors for Habitat for Humanity of Greater Bangor and serves on the Finance Committee for the Penobscot Theatre

Company. He resides in Orono with his wife Jessica and their pets.



FEATURED SPEAKERS



Katherine Trapani, *Program/Management Analyst*
Philadelphia Dept. of Commerce Economic Development Administration

Katherine Trapani is a Maine native and currently living in southern Maine. She joined the Philadelphia Regional Office of the Department of Commerce Economic Development Administration (EDA) in 2022 under the American Rescue Plan Act. She has 30 years of experience in military base reuse, economic development, and transportation planning in New England. During her time in Rhode Island, she applied for and executed \$46 million in competitive federal grant funded projects. She has a Bachelor of Science in Architecture from Penn State and a Master of

Community Planning from the University of Rhode Island.



Andrea Smith, *Program Director*
Northern Border Regional Commission

Andrea Smith serves as the Program Director of the Northern Border Regional Commission (NBRC) since June 2020. Prior to joining NBRC, Andrea worked for the State of Maine for over 17 years, serving in various roles, including Legislative Policy Coordinator in Governor Baldacci's administration, before moving to the Department of Economic and Community Development (DECD) in 2003, where she served in multiple roles within the Office of Community Development/CDBG program, NBRC State Program Manager for Maine and then as the Tax Incentive Program Director.

Born and raised in New Hampshire, she currently resides in Chelsea, ME. Andrea has dedicated much of her personal and professional life to community and economic development and prides herself on her approach to work, which is done with a spirit of collaboration, dedication, listening to others, and learning something new every day. In her spare time, she can be found listening to music, reading, and gardening.



Terry Ann, *Program Director*
Maine Department of Economic & Community Development

Terry Ann has managed Community Development Block Grant projects in communities, throughout the State of Maine, since joining DECD in 1999. Her focus is on public infrastructure, downtown revitalization, façade improvements, and streetscapes. Terry Ann also works with MeDEP on the Maine Brownfields Revolving Loan Fund for cleanup of brownfield sites statewide. Prior to joining DECD, she worked at the Growth Council of Oxford Hills on regional economic development activities. For 16 years Terry Ann has been directly involved with the

Maine Downtown Center and a member of the Maine Downtown Center Advisory Council. She has a B.S. in Leadership & Organizational Studies from the University of Southern Maine (USM), and a Certificate in Community Planning and Development from the Muskie School of Public Service, at USM.

FEATURED SPEAKERS



Brian Ambrette, *Senior Climate Resilience Coordinator*
Governor's Office of Policy Innovation and the Future

Brian Ambrette is the Senior Climate Resilience Coordinator with the Governor's Office of Policy Innovation and the Future. Brian supports implementation of Maine's four-year climate action plan with a focus on enabling community action that addresses risks to critical infrastructure and vulnerable populations as well as accelerating the transition to clean energy and energy efficiency.

Previously Brian was the Director of Strategic Initiatives at the Eastern Shore Land Conservancy in Maryland where his work included capacity building in rural coastal communities combining climate resilience and conservation. During that time, he served as a member of the Maryland Climate Change Commission's Adaptation & Response Working Group. He holds a Master of Environmental Management degree from Yale University's School of the Environment and a B.S. from Middlebury College.



Lee Umphrey, *President & CEO*
Eastern Maine Development Corporation

Lee has been president and CEO of EMDC since 2018. He is responsible for the day-to-day operations and fiscal management of the organization. He has extensive experience in financial oversight, communication, public policy and advocacy, and health care and education program management. He has successfully brought organizations to financial and programmatic health and leveraged resources to grow and improve services. He was Community Liaison for Senator George Mitchell in his capacity leading the Northern Ireland peace negotiations. In concert with the start

of the Peace Talks in Belfast, Northern Ireland, Lee organized an education and workforce conference with participants from East and West Belfast, Republic of Ireland and the United States. He later spent several years building US-Northern Ireland partnerships and helped launch education programs in Ghana, Africa. Among his many prior roles, he was the CEO of a federally qualified health center in Harrington ME, Director of Strategic Development and Communications for a national foundation performing international development and fundraising, Director of Communications/Spokesman for Governor John Baldacci, and Vice President, Communications and Public Policy for Math for America.



Vicki Rusbult, *Director of Administration, Compliance & Development*
Eastern Maine Development Corporation

Dr. Vicki Rusbult joined EMDC in 2010, and currently oversees all grants management activities including development and post-award compliance. She currently co-directs EMDC's lending department and has more than 43 years' experience in project and grants development. Her background has included management in the fields of economic development, business services and technical assistance, community planning, transportation, brownfields, cancer research, primary care research, and healthcare. Dr. Rusbult has a Doctorate of Education/Educational and Transformative Leadership from

the University of New England and a Masters' in Public Administration from the University of Maine, and currently serves on the boards for the Maine Multicultural Center, Four Directions and Maine Science Festival. Vicki lives in Bangor down the street near her son David.

FEATURED SPEAKERS



Ashley Bubar, *Director of Finance*
Eastern Maine Development Corporation

Ashley Bubar joined EMDC as an accounting intern in 2009 and has since held many roles, including her current position as Director of Finance. In addition to leading our finance and lending teams, Ashley has been instrumental in enhancing EMDC's program systems and financial operations. She earned a BS in Accounting from Southern New Hampshire University as well as an AS in Business Management and an AS in Accounting from Beal College. Ashley was born and raised in Central Maine and now lives in Saint Albans, where she enjoys being in the outdoors and is a die-hard Harry Potter fanatic.



Husson University has approved the Grants Conference for .08 Continuing Education Credits (CEUs) for attendees.

CEU application forms will be available at the Registration Desk.



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