



PHILANTOPICS

Association of Fundraising Professionals

January 2008

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January Meeting

WHAT?

Small Shop Research

WHEN?

Wednesday, January 9

WHERE?

Bradley University, Peoria

All By Myself...

Small Shop Research

Are you the only researcher in your Development Office? Or are you a fundraiser without any research support? Do you have a Prospect Management person, or is that your job too? At the January 9 AFP Chapter Meeting, we'll discuss tips and tricks and short cuts on how to find valuable information on your prospects (or just good contact info!) without needing to learn everything that those magical researchers do. Audience participation is welcome. You'll get a list of websites and links to take home with you too!

Our guest speaker, Cara Rosson, has been the solo Research Analyst for Bradley University's Advancement Division since January 2005. She began her career in this field as a Research Analyst for Florida State University Foundation in September 2002. Prior to FSU, Cara earned an MA in Theatre Research from Florida State, and way before that, a BFA in Theatre from Montclair State University.

She has held a variety of jobs in a variety of fields, but in most of them, she has worked in small shops or has been part of a small team. Cara has built many things and processes from scratch, or begging, borrowing and stealing from the knowledge of those who came before her. She is pretty confident that much of this knowledge has stuck with her, and will share some good bits of it with you!

The January 9th AFP Chapter Meeting will be held at the Michel Student Center at Bradley University located at 1501 W. Bradley Ave. The



Cara Rosson

Bradley University

program will be in the second level of the student center, in Ballroom A. Attendees may park anywhere on campus, as school is not in session. The cost is \$15 for AFP members and \$20 for guests. Registration is at 11:30 a.m., lunch is provided at 11:45 a.m. and the presentation begins at 12:00 p.m.

Directions

From Bloomington: Take I-74 West towards Peoria. Take the University Street Exit. Turn left onto University. Turn right onto Main Street. Turn left onto Elmwood and enter the campus. The Michel Student Center is on your right. You may park in any available parking space

Reservations

To RSVP, contact Gloria at devlpmt@peoriasymphony.org.

Reservations are due by January 4. (Form on Page 5.)



2007 Every Member Campaign

Robin L.T. Ballard

By now you have received correspondence pertaining to the annual Every Member Campaign and why it is important to support the AFP Foundation. We hope you will seriously consider making a gift to the organization that has helped to define our profession. Thank you to the following chapter members who have already made a gift* to the Every Member Campaign.

Sterling Medalist (\$250 - \$499)

Carole Ringer, CFRE

Dennis Steele, CFRE

Silver Medalist (\$100 - \$249)

Robin Ballard

Joette Blakesley

Joy Hutchcraft, CFRE

Michael Maginn

Roger Meyer, CFRE

Mark Roberts, CFRE

Richard Whitlock, CFRE

Bronze Medalist (\$50 - \$99)

Larry Brinkman

Sarah Chaddock

Gloria Dearborn

Rich Draeger

April Gould, CFRE

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Rachel Allen

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Kristen Berchtold

Janet Bantz Glavin

Jerry Heller, CFRE

Tracy Holder

John Wahlfeld

Gary Underwood

It's not too late! Please use the pledge/gift form that was sent to you in the mail or simply go to www.afpnet.org and click on **Make a Gift** located under the Quicklinks section on the right side. Have your login and password handy.

A final list of donors will be included in next month's newsletter! Thank you.

* list of donors as of 12/14/07

Get To Know Gloria Dearborn***Board Member & Secretary, AFP Central Illinois Chapter*****What is your current position?**

The major thrust of my job is to administer and oversee the annual fund drive for both the Individual and Corporate campaigns and to help secure corporate sponsorships for our seven subscription concerts and World Artist Series concert each season. Another aspect of this position is to seek funding through grant writing.

How long have you been involved with AFP?

I have been a member of AFP since 2002, and have been on the AFP Board for four years, starting a second year term as secretary. Since the secretary's position handles the reservations for the monthly meetings, I have the pleasure of meeting and greeting members, guests and potential members at each monthly meeting.

How did you get your start in fundraising?

I became a fundraiser by chance. I was hired by the Peoria Symphony Orchestra six years ago to manage the fund drives. The position evolved to include the fundraising aspects of finding sponsorships for concerts and in assisting the Foundation Board in the creation of a newly formed bequest society, the Harold Plowe Society, named after the first conductor of the Symphony. I attended monthly AFP meetings and took Basics 101 the first year I was employed at the Symphony. These educational offerings were a tremendous help, and attending the monthly meetings and seminars were, and still are, good learning tools.

What do you like best about your position?

One of the best things I like about my job is the people I meet that have an appreciation and understanding of how important their contributions are to our organization. I also love attending concerts, meeting the soloists and working with a creative group of people. We are fortunate to have a Board of Directors that goes above and beyond to support our efforts by giving their time, talent and advice. I am proud to work for the Peoria Symphony Orchestra.

Have you held any previous fundraising positions?

I have never had any fundraising positions before. After graduating from Bradley, I taught school in East Peoria for seven years, owned a clothing store with my in-laws in Roanoke, was assistant curator of education at Lakeview Museum, was a loan assistant for a downtown bank for ten years and have spent the last six years at the Symphony. I never in my wildest dreams would have thought about doing fundraising. Fundraising is like any art – it takes lots of practice; but the rewards are tremendous.

Is there anything else you would like to share?

I have been married to my husband, Dana, for thirty years. We have no children, but took in foster children. Right now our children are our dogs: Casey, a golden retriever and Noah, a white poodle. I love to travel, take walks, swim and spend time outside. I got hooked on Dancing With the Stars, Survivor and Amazing Race



AFP Political Action Committee Marks Fifth Anniversary

Mark Roberts, CFRE

The AFP Political Action Committee, the only PAC in America that focuses on philanthropy and fundraising, marks its five-year anniversary this year. Since its creation, the AFP PAC has supported those who have had or can have a positive impact on philanthropy. The AFP government relations agenda involves three major components: 1) education, 2) advocacy, and 3) support.

Through the work of the AFP PAC, development professionals have had a greater voice on Capitol Hill. Because of our greater voice, we were able to secure passage of charitable giving incentives such as the IRA Rollover. Now, we are making progress in our fight to keep the IRA Rollover in place. We have also convinced Congress that burdensome, new regulations are not necessary to combat charity abuses. Continued vigilance is necessary to beat back new attempts to over-regulate the sector.

Thanks to those who support the AFP PAC, we are able to help advance the AFP government relations agenda. The AFP PAC is an independent organization that contributes to candidates on a nonpartisan basis with funds donated specifically to the AFP PAC. Member dues paid to AFP are not used by the AFP PAC to make political contributions.

Charity IRA Rollover Update

AFP, with the support of the AFP PAC, has been fighting for the extension of the Charity IRA Rollover. Unless Congress extends this giving incentive, it will expire at the end of this year. Recently, we received some good news when the House passed the Temporary Tax Relief Act of 2007 (H.R. 3996). The bill contains a provision to extend the IRA Rollover. The bill passed 216-193, and now awaits Senate action.

2008 AFP Central Illinois Chapter Board of Directors



*Mark Roberts, CFRE, Rich Draeger and Jennifer Lee are not shown in this photograph.

Central Illinois Chapter To Offer Longer Programs



Dennis Steele

In keeping with its main purposes of providing useful professional education programs and in response to requests for more in-depth programming and specific fundraising topics, the Central Illinois Chapter of AFP will seek to enhance its programming through extended programs and top-notch speakers for 2008.

We take our mission of providing quality opportunities for professional development seriously and know it can be challenging to do in 20-25 minutes. Consequently, several half-day and longer special one-hour programs are planned for 2008. As travel budgets get smaller and our opportunities to attend conferences for professional development dwindle, AFP monthly meetings become even more essential.

Additionally, AFP supports the CFRE professional designation so the Chapter will be registering its monthly programs with CFRE International so that those holding or seeking the CFRE credential will be able to count their attendance at Chapter programs toward their continuing education point requirements.



Cara Rosson
Bradley University

**All By Myself...
Small Shop Research**

Wednesday, January 9

Bradley University, Michel Student Center

Registration at 11:30 a.m., Lunch at 11:45 a.m.

Program begins promptly at 12:00p.m.

Name: _____ Organization: _____
 Address: _____ City/State/Zip: _____
 Phone: _____ E-Mail: _____

\$15 per member \$20 per guest Amount Enclosed

To make your reservations for the January meeting, contact Gloria Dearborn at devlpmt@peoriasymphony.org.

Please send this form with a check marked "January" payable to: **AFP Central Illinois Chapter**

Central Illinois AFP, P.O. Box 5323, Peoria, IL 61601

RESERVATIONS ARE DUE BY January 4.