



PhilanTopics

Association of Fundraising Professionals

July 2010

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kweeks@girlscouts-gsci.org

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Beth Gilbert 309-692-7631

bgilbert@peoriaymca.org

ADDRESS/CONTACT CHANGES?

Heather Wolbeck
hjwolbeck@sbcglobal.net

National Philanthropy Day Award Preliminary Nominations

Each year, the Central Illinois Chapter of AFP honors donors, volunteers and fundraising executives whose gifts of time, expertise and resources contribute significantly to the success of the non-profit agencies and institutions they serve. **This year's National Philanthropy Day Awards Luncheon is Wednesday, November 10 at the Embassy Suites in East Peoria.** The luncheon provides a unique opportunity to publicly express our appreciation to those who enhance philanthropic support in our community. Nominate a deserving individual, group, corporation, organization or foundation for one of the following awards:

- Outstanding Philanthropist
- Outstanding Philanthropic Corporation
- Outstanding Philanthropic Foundation
- Lewis J. Burger Outstanding Volunteer
- Outstanding Philanthropic Organization
- Outstanding Youth in Philanthropy Ages 5-17
- Outstanding Youth in Philanthropy Ages 18-23
- Ian T. Sturrock Outstanding Fundraising Executive



Watch for preliminary nomination forms which will be coming in the mail soon or visit the Central Illinois Chapter website at www.centralillinoisafp.org.

Preliminary nominations are due by August 2 and should be sent to Pat Poppe at ppoppe@ywcamclean.org.

Special thanks to the Steering Committee, chaired by Kristen Berchtold.

Members include: Jenna Ciccirelli, Emily Happach, Jeff Parmenter, Pat Poppe, Andrea Raycraft, Amy Sajko, Priscilla Slaughter, Shelly Smith, Kimberly Weeks, and Julie Witte.



Please contact Kimberly Weeks at kweeks@girlscouts-gsci.org if you no longer wish to subscribe to this newsletter.

AFP Membership
Robin L.T. Ballard



On behalf of the AFP Board of Directors we would like to welcome the following new members who joined Central Illinois AFP in May:

Norris Porter

Director of Development
Illinois State University
1101 N. Main Street
Campus Box 3060
Normal, IL 61790-3060
neporte@ilstu.edu
Phone: (309) 438-2297

Jennifer Ward

Director of Development
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Phone: (309) 438-7178

Michael Fifhouse

Development Director
W. D. Boyce Council, Boy Scouts of America
203 E. Locust Street – Suite C
Bloomington, IL 61701
Phone: (309) 828-6983
michael.fifhouse@scouting.org

Dorothy Witte

Director of Development
Illinois State University
1101 N. Main Street
Campus Box 3060
Normal, IL 61790-3060
Phone: (309) 438-3134
dmwitte@ilstu.edu

For a complete listing and contact information for all Central Illinois AFP members, please go to the Members Only section of our website! <http://afpcentralillinois.org>

AFP members – please remember to **bring your business card** to each chapter meeting so you can enter into the drawing for a cool gift and the **Member Spotlight**.

If you or someone you know would like information on becoming an AFP member, please contact me (309) 694-8511 or rballard@icc.edu and I will be happy to send information or talk with you about it.

Members on the Move:

If you have changed positions, please let me know so I can announce it in PhilanTopics. Also, please make sure you go onto the AFP website to make the change so we will have the current information on you.

Celebrating 50 Years!

***50th Anniversary Social, held at the Par-A-Dice Hotel
on Wednesday, June 9th***



Michael Maginn, Mark Roberts, Jeff Scheirer, Shelly Smith, and Dennis Steele



Teresa Kennell, Michael Murtagh, Katie Seibel



Rebekah Bourland, Carole Hill, Sharon Lansdowne, April Gould

Thanks to Bill Sturtevant for providing a new book for our resource library, "The Artful Journey."

AN INVITATION
FROM PUBLIC RELATIONS ASSOCIATION

SAVE THE DATE

Public Relations Association of Central Illinois

2010 Conference

September 22, 2010

Featuring Peter Shankman,
recognized worldwide for radically new ways of
thinking about social media, public relations,
marketing, advertising, and customer service

**Attend the Public Relations Association
2010 Conference**

Schedule: Wednesday, September 22, 2010
9:00am - 3:00pm

Location: Par-A-Dice Hotel
East Peoria, IL 61611

All day public relations conference featuring
Peter Shankman. The conference will include
breakfast, lunch, workshops, vendors, and
networking opportunities.

For more information, please call
(309) 636-8017 or email jmonari@ccdop.org.

2011 International Conference in Chicago!

Mark your calendar for the AFP International Conference, which will be held in Chicago March 20th -23rd. It is rare that the International Conference is in driving distance, so hopefully many members of our chapter will have the opportunity to attend.

Would you love to attend, but are unable to fit the expense in your budget this year? The AFP Central Illinois Chapter will offer up to two international conference scholarships to the AFP International Conference on Fundraising in Chicago March 20-23, 2011. Each recipient will receive up to \$1,000 toward their registration, travel and lodging expenses for the International Conference on Fundraising. Eligible applicants must be a member of AFP, be employed as a fundraising professional or an executive director with fundraising duties and never have attended an AFP (or NSFRE) International Conference on Fundraising as a registered participant.

Applications and further information are available on the chapter website and are due by September 15, 2010. For more information about the International Conference on Fundraising go to <https://conference.afpnet.org/>.

No More Double-Booking Donors!

We are in the process of creating a local Special Events calendar available to our membership on our website. This calendar will serve as a useful tool when scheduling events. Imagine not having to visit numerous websites to determine what potential conflicting events are scheduled to occur during your desired event date! Soon, it will all be in one place.

We need your help! Please submit your organization's special events to Kimberly Weeks at kweeks@girlscouts-gsci.org. We just need the event title, date, and timeframe. All other information you would like to provide will be included as space allows.

Thank you for your help with this! Check you the calendar anytime in the Members Only section. If you ever forget the password, ask a board member!

Mark Your Calendar!



BASICS 101

September 15th, 2010

8:30 a.m. – 4:30 p.m.

Doubletree Hotel, Bloomington

\$50 for AFP members

\$60 for non-members

Member Spotlight: Phil King**Director of Stewardship, Lutheran Hillside Village Foundation****What are you responsible for at the LHV Foundation?**

Managing the day to day operations, including:

- Soliciting individuals and organizations for charitable gifts.
- Receiving, recording and directing charitable gifts in accordance with the wishes of donors.

Compiling the data into monthly and annual reports. Soliciting and recruiting individuals who are willing to serve on the LHV board of directors. Reporting the foundation's activities and results at quarterly board meetings and our annual delegate meeting.

What impresses you most about Lutheran Hillside Village?

The friendly atmosphere - working at LHV is like being part of a family. Whether it is our residents, family members or staff, we all care about each other and help and support each other. It is a positive, uplifting environment.

How did you get your start in fundraising?

I sat down one Sunday in church and got a tap on the shoulder from the (then) administrator of LHV, Rev. George Vander Schaaf. He said he wanted to talk to me in his office the next day. I was somewhat mystified, but when I met with him I learned that he wanted me to interview for a new stewardship position at the village. The rest, as they say, is history!

What is the best thing about your position?

Being able to thank our donors for all they do to help our residents.

How long have you been involved with AFP and what do you like about it?

Probably 10 years or so. Our local chapter is very professionally run, with good leadership and quality programs. The networking is great too.

What is the best career advice you have ever received?

Your best candidate for a gift is the person who just gave you a gift.

What do you hope to do in your career that you have not done?

It is critical for us to build our endowment fund. The earnings from this fund support our residents who outlive their resources. Currently it is at \$4 million. Before I leave LHV some day I'd like to build our endowment to at least \$10 million.

Describe your perfect day.

In my working life, the perfect day would be any day where I get to see the joy on a donor's face as they say "yes" to a gift request. In my out of office time, any day that I get to spend on the tennis court.

Found on www.afpnet.org

Does your organization publish a donor newsletter? Perhaps you struggle to determine exactly what kind of information should be included. Check out the AFP Resource Center's new article by Tom Ahern, "Deciding What Goes Into Your Donor Newsletter." He includes a checklist of 9 "things" that will help your donor newsletter succeed at retaining donors and increasing gift revenue.

Find out what rule Ahern believes 99 out of 100 donor newsletters violate religiously. "No wonder your newsletters produce so little."

This article is a quick crash course of writing for the "skeptical, time-challenged, over-solicited, anxious, unsure, compassion-fatigued, modern audience."

Association of Fundraising Professionals - Central Illinois Chapter

Upcoming Meetings

August 11, 2010

Board Member Panel – Fundraising from a Volunteer's Perspective

Location TBD

11:30 a.m. – 1:00 p.m.

Cost: Member - \$15, Non Member - \$20

*Special rate for board members attending as guests of an AFP member - \$10

September 8, 2010

Trends in Philanthropy – Rebecca Hunter, CFRE

Ashland House – Morton

11:30 a.m. – 1:00 p.m.

Cost: Member - \$15, Non Member - \$20

October 13, 2010

Ethics in Fundraising – Joseph Piccione

Location TBD

11:30 a.m. – 1:00 p.m.

Cost: Member - \$15, Non Member - \$20

November 10, 2010

National Philanthropy Day Awards Luncheon

Director of Development & Communications

Sparc

Springfield, Illinois

Sparc, or Springfield ARC is a local chapter of the Arc of IL & provides services to several hundred individuals with developmental disabilities.

Candidate will have a proven ability to obtain major gifts, interact well with donors & prospects at all levels & supervise a Development Dept. Oversee annual giving, capital efforts as necessary, marketing, events, administration & reporting of funding outcomes. Demonstrated success in progressively raising increasing dollars & proficiency in the use of personal computer & software applications is essential. A Bachelor's degree is required and five years work experience in a senior management position is highly desired. CFRE credentials preferred.

Please send your letter of interest, resume and business reference contact list to:

Jeffrey Johnston, Director of HR

Sparc

232 Bruns Ln

Springfield, IL 62702

Or via email to jjohnston@spfldsparc.org