

## Board of Directors

### PRESIDENT

Danielle Easton 309-673-6136

### PRESIDENT-ELECT

Stephanie Holmes 309-694-8420

### PAST PRESIDENT/GOVERNANCE

Robin Ballard 309-645-2300

### TREASURER

Jeff Scheirer 309-712-1136

### SECRETARY

Megan Byard 309-694-5778

### MEMBERSHIP SERVICES

Robin Ballard 309-645-2300

### PROFESSIONAL ADVANCEMENT

Stephanie Holmes 309-694-8420

### CHAPTER COMMUNICATIONS/PR

Sandy Garza 309-674-0105

### EVERY MEMBER CAMPAIGN

Kristen Berchtold 309-674-7310

### DIVERSITY CHAIR

Erica Wright 309-686-7000

### DIRECTORS

Stephanie Johnson 309-624-9595

Anne Marie Miller 309-686-7000

### NEWSLETTER QUESTIONS?

Sandy Garza 309-674-0105

### MEETING RESERVATIONS?

Info@afpcentralillinois.org

### ADDRESS/CONTACT CHANGES?

Sandy Garza 309-674-0105



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## Great Fundraising Events Can Fully Load the Major Gift Funnel!

Are you wondering how to increase your major gift program? Jay Love will discuss how your fundraising events can turn your donors into major gift prospects. With over 34 years in fundraising, Jay has helped nonprofit organizations engage and retain donors. By providing tips and strategies on prospecting major gift donors, he will show how productive a great fundraising event can be towards your organization in the long run.

**Join us Wednesday, September 13, 2017 from 9-11 am at Community Cancer Center at 407 E. Vernon Ave. #1, Normal, Illinois.** Start heading east on I-74 toward Bloomington. Stay on to I-74 and keep left via Exit 127 toward Chicago. Then merge onto I-55 N. Once on I-55 merge onto N Main St/ US-51 Bus S via Exit 165A toward Bloomington-Normal. Then turn left onto W. College Ave and then turn right onto S Linden St. Then take a left onto E. Vernon Ave and the Community Cancer Center will be on the right. Please park in the parking lot in front of the building, park further from the front door so patients can park closer to the entrance. There will be signs inside the Community Cancer Center directing to the 2<sup>nd</sup> floor conference center.

**Jay B. Love** is the CEO and Co-Founder of *Bloomerang*. He has served this sector for 34 years and is considered the most well known senior statesman whose advice is sought constantly. He is a graduate of Butler University. Over the years he has given more than 2,500 speeches around the world for the charity sector and is often the voice of new technology for fundraisers. He is current Member of the AFP Ethics Committee and former member of the AFP International Board. He was the Founding Chairman of NPower Indiana, Founding Member of Tech Point Foundation and Founding Member of the AFP Business Member Council. He is a former board member of The Lilly School of Philanthropy at IU and Gleaners Food Bank. Jay currently serves on the board of Conner Prairie Interactive History Park, The Butler University Innovation Fund, and The Fundraising Effectiveness Project. He is also on the board of several technology companies.

He and his wife Christie, the former Executive Directive for the Lawrence Township Schools Foundation, served as Co-Chairs for the Indianapolis Fort Harrison YMCA 2011 Capital Campaign and are the proud parents of three children as well as six grandchildren.

**Registration starts at 8:30 am. Program from 9:00-11:00am. This meeting is worth 2 CFRE credits.**

**\$15 per AFP member, \$25 per guest-Continental Breakfast is included.**



CHANGE THE WORLD



WITH A GIVING HEART

## National Philanthropy Day<sup>®</sup>

Each year, the Central Illinois Chapter of the Association of Fundraising Professionals (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. **The luncheon on Wednesday, November 8, 2017** provides a unique opportunity for you to publicly express your appreciation to those who do so much to enhance philanthropic support in our community. The Central Illinois AFP Chapter invites you to nominate a deserving individual, group, corporation, organization or foundation for one of the following awards:

- Outstanding Philanthropist
- Dennis A. Steele Outstanding Philanthropic Organization
- Outstanding Philanthropic Corporation
- Outstanding Philanthropic Foundation
- Lewis J. Burger Outstanding Volunteer Fundraiser
- Ian T. Sturrock Outstanding Fundraising Executive
- Giving Heart
- Outstanding Youth in Philanthropy Ages 5-17
- Outstanding Youth in Philanthropy Ages 18-23
- Special Recognition

**For more information or nomination form please go to:**

[www.afpcentralillinois.org](http://www.afpcentralillinois.org)



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## **Great Fundraising Events Can Fully Load the Major Gift Funnel!**

### **Reservation Form**

**Wednesday, September 13th**

**Community Cancer Center—407 E. Vernon Ave. #1 Normal, IL**

Start heading east on I-74 toward Bloomington. Stay on to I-74 and keep left via Exit 127 toward Chicago. Then merge onto I-55 N. Once on I-55 merge onto N Main St/ US-51 Bus S via Exit 165A toward Bloomington-Normal. Then turn left onto W. College Ave and then turn right onto S Linden St. Then take a left onto E. Vernon Ave and the Community Cancer Center will be on the right. Please park in the parking lot in front of the building, park further from the front door so patients can park closer to the entrance. There will be signs inside the Community Cancer Center directing to the 2<sup>nd</sup> floor conference center.

**Registration at 8:30 AM, Program from 9:00 am—11:00 am**

**Name:**

**Organization:**

**Address:**

**City/State/Zip:**

**Phone:**

**E-mail:**

**\$15 per AFP member, \$25 per guest**

**Amount enclosed: \_\_\_\_\_**

**To make your reservations for the August meeting, please send an e-mail to [info@afpcentralillinois.org](mailto:info@afpcentralillinois.org).**

**Please send this form with a check marked “September 2017” payable to AFP Central Illinois Chapter to Central Illinois AFP, P.O. Box 5323, Peoria, IL 61601 Reservations are due by September 8th.**



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# BE CAUSE

Empower. Strengthen. Transform.



Each and every day, the important work you do makes an impact on philanthropy around the world. Together, we can **empower** fundraisers, **strengthen** communities, and **transform** the way donors give. **Please join me today and make your gift to the BE the CAUSE Campaign to support the AFP Foundation for Philanthropy.**

Your investment in the AFP Foundation for Philanthropy will help support local, national, and international programs:

- **Diversity & Inclusion** is a pillar of the AFP Strategic Plan, scholarships for people of diverse communities is a priority.

- **Professional Development** through professional development grants (formerly scholarships) provide fundraisers and nonprofit leaders with education, training, and leadership development opportunities.

**Research** that increases knowledge of fundraising, philanthropy, and social innovation includes the Growth in Giving Initiative.

**If our chapter reaches our campaign goal of \$1854, we will receive 35% of what we've raised as a grant back to our chapter.** So the more you give, the more our chapter gets back to support our educational programming and provide scholarships that benefit our members. **I am thrilled to report that our Central Illinois Chapter Board Members are leading the way with 100% participation in the campaign. We are already over 62% of the way to our goal and are asking our members to take us the rest of the way!**

As an AFP member, you continually demonstrate your commitment to professional education, leadership development, and ethical and effective fundraising practice. **When you make a gift to the BE the CAUSE Campaign, you are investing in the profession's future and advancing philanthropy.** You are part of something that really matters!

If you would like more information, please visit [afpfoundation.org/bethecause](http://afpfoundation.org/bethecause) or contact me with questions at [kberchtold@southsideofficeofconcern.org](mailto:kberchtold@southsideofficeofconcern.org) or 309/222-2751. I'd love to hear from you. Thank you for your consideration and for everything you do to make Central Illinois a great place to live!!

Best wishes,

Kristen Berchtold, CFRE  
Be The Cause Campaign Chair

**P.S. When you make a recurring monthly gift to the AFP Foundation for Philanthropy you join a special, dedicated group of your peers who choose to play an ongoing role in advancing the issues that affect our profession through the Alpha Society. If you would like to join the Alpha Society, please contact me!**

## Scholarship Opportunities

### **AFP Scholarship for International Conference**

Up to three scholarships will be awarded each calendar year for the following spring's AFP International Conference on Fundraising.

**Deadline:** September 30

### **AFP Membership Scholarships**

Up to four membership scholarships will be awarded each calendar year.

**Deadline:** April 15, October 15

### **Certified Fundraising Executive (CFRE) Scholarship**

Up to two scholarships of \$500 each will be awarded each calendar year.

**Deadline:** On-going, reviewed monthly

For more information, please visit [www.afpcentralillinois.org](http://www.afpcentralillinois.org) or contact Robin Ballard at 309-645-2300 or [rltb26@gmail.com](mailto:rltb26@gmail.com)

## Leadership Opportunities for Members

Due to others taking new positions we have Board leadership opportunities open to you now.

### **AFP Central Illinois Chapter Board Leadership Openings:**

#### **Membership Services: Open**

For more information, please visit [www.afpcentralillinois.org](http://www.afpcentralillinois.org) or contact Robin Ballard at 309-645-2300 or [rltb26@gmail.com](mailto:rltb26@gmail.com)

#### **Assistant Treasurer: Open**

For more information, please visit [www.afpcentralillinois.org](http://www.afpcentralillinois.org) or contact Robin Ballard at 309-645-2300 or [rltb26@gmail.com](mailto:rltb26@gmail.com)



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# Job Opportunities

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## Chief Executive Officer

Headquarters located in Indianapolis.

Position to be filled January 2018

*Apply now for consideration!*

Girl Scouts of Central Indiana announces a search partnership with Evergreen Executive Source, LLC to identify candidates and advise on selection of a new CEO. Evergreen is a retained search firm with depth of experience in nonprofit executive sourcing and selection, and has conducted searches nationwide for over a decade serving the interests of Girl Scout councils in every state. All information provided to Evergreen will be treated with the utmost confidentiality.

### CRITICAL GOALS

Under the incoming CEO, focus will continue on these key priority areas for 2017-2020:

- 1) Reach and serve more girls from all communities.
- 2) Deliver consistent, quality outcome-driven girl program.
- 3) Continue to build capacity through board engagement to deliver on the Council mission.
- 3) Work collaboratively with the central Indiana community and Girl Scouts of the USA to build and enhance the Girl Scout brand.

Successful measures of accomplishment will be determined in the following areas.

Increasing membership to serve girls of all communities and backgrounds.

Providing girls with the leadership tools that prepare them for success in the real world.

Ensuring diverse, reliable, sustainable funding and financial stability.

Inspiring others to be high performers by demonstrating leadership and courage, and fostering a culture that encourages partnership between staff and volunteers, so that Girl Scouts will be viewed as the preeminent girls' organization in central Indiana.

Demonstrating the highest personal qualities of integrity, judgment, adaptability and self-awareness.

COUNCIL WEBSITE: <https://www.girlscoutsindiana.org/>

### HOW TO APPLY

Girl Scouts of Central Indiana is an equal opportunity employer.

We urge interested candidates to apply as soon as possible to meet the Council's timetable for the selection of a new CEO. Applications will continue to be reviewed until this important position is filled. For *immediate* consideration, please e-mail your cover letter and resume along with salary history to:

Bob Perodeau, Principal

Evergreen Executive Source, LLC

E-mail: [evergreen.source@att.net](mailto:evergreen.source@att.net)

Voice (800) 286 4009 [www.egreensource.com](http://www.egreensource.com)

## Job Opportunities

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### **Executive Director, Friends of the Children of Haiti:**

Reports for the Board of Directors of Friends of the Children of Haiti and is responsible for planning, directing, evaluating and improving the operations of the organization. In addition, the Executive Director works with the Board of Directors to develop long-range plans and a philanthropy strategy, to include annual philanthropy roadmap. The Executive Director fosters donor relations and public awareness of the Friends of the Children of Haiti.

In collaboration with the Board of Directors, the Executive Director establishes quality and service standards, fosters cooperative working relations, and develops policies and procedures. Responsible for maintaining adequate human, technological, and material resources to meet the needs of the Haitian population served by Friends of the Children of Haiti.

Applicants should submit cover letter and resume to:

Susan Wozniak, President, Board of Directors  
[swozniak@fotcoh.org](mailto:swozniak@fotcoh.org)



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## Job Opportunities

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### **Assistant or Associate Director of the Annual Fund**

Knox College seeks an Assistant or Associate Director of the College's \$3.8 million annual fund team. The position reports to the director of the Knox Fund. This position is responsible for coordinating all aspects of engagement and giving for the first 14 years of a person's Knox involvement; first as a student, then as an alumna/ alumnus of the College; coordinating crowdfunding programs; and strategizing with all members of the annual fund team to find new and forward-thinking ways to connect with and fully engage Knox students and alumni.

The successful candidate must be highly organized and able to perform more than one project at a time; possess an attention to detail; have proven written and excellent verbal communication skills; be comfortable with face-to-face solicitation; be creative; be excited to work as part of a team; have knowledge of social media and familiarity with data systems; and have excellent interpersonal and social skills and a high energy level.

A Bachelor's degree is required. Two to three years of fundraising or comparable experience is preferred; exceptional entry-level applicants may be considered. Knowledge of a liberal arts college environment is a plus.

To apply, please send cover letter, resume, Employment Application (found at [www.knox.edu](http://www.knox.edu)) and the names of three professional references to: Human Resources, Knox College, 2 East South Street, Box K-200, Galesburg, IL 61401; or submit online to: [HR@knox.edu](mailto:HR@knox.edu).

Knox College is a nationally ranked, private, residential liberal arts college of 1,400 undergraduate students located in Galesburg, Illinois. Founded in 1837 by social reformers strongly opposed to slavery, Knox was one of the first colleges in the United States open to all, regardless of race, gender, and financial means. With a campus population of remarkable diversity that includes students from 48 states and 51 countries, significant representation of first-generation college students, and substantial cultural and racial-ethnic diversity, Knox is a vibrant and creative community. In keeping with its commitment to equal rights since it was founded in 1837, Knox College particularly welcomes applications from members of underrepresented groups. Knox College does not discriminate on the basis of sex, gender identity or expression, race, color, creed, national or ethnic origin, religious affiliation, sexual orientation or affectional preference, age, marital status, disability or other irrelevant factors in admission, financial aid, employment, athletics or any of its educational policies and programs.



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## Job Opportunities

### **Director (or Sr. Director) of Development, College of Education**

As the oldest college at Illinois State University, the College of Education (the college) is poised to build upon a long history of academic excellence and research. Illinois State University is among the largest teacher preparation institutions in the nation and ranks among the top 20 nationally for alumni who are National Board Certified Teachers. The university prepares more teachers and administrators than any other university in the state of Illinois. It provides a unique opportunity for teacher preparation through its diverse laboratory schools.

The position of Director of Development (or Sr. Director of Development, depending on the qualifications and experience of the holder of the position) will play a key role in advancing the college, and Illinois State University, to achieve even greater success in the future. This position offers a talented and motivated development professional with an opportunity to join an accomplished and collaborative University Advancement team and to be part of a vibrant and diverse college and an outstanding educational institution that is ranked among the nation's top public universities and is recognized as one of the best universities to work for.

The Director (or Sr. Director) of Development will be responsible for major gift fundraising activities including identification, cultivation, solicitation, and stewarding of major gift prospects. He/she will work within the Division of University Advancement and will be an important partner with the dean of the college and other administrative leaders and faculty in advancing the college's and university's strategic fundraising priorities. He/she will be part of Illinois State University's most ambitious comprehensive campaign and will play a prominent role in leading the college's campaign efforts.

The Director (or Sr. Director) of Development will supervise another development professional working on behalf of the college and the laboratory schools. The position is full-time and requires a Bachelor's degree and at least 3 years of experience in development/fundraising or equivalent work experience that demonstrates the capacity for success in major gift fundraising. Experience in supervising the work of other development officers is preferred. Please apply online at [www.jobs.ilstu.edu/applicants/Central?quickFind=71846](http://www.jobs.ilstu.edu/applicants/Central?quickFind=71846)



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