

On Target

AFP OTTAWA CHAPTER

HAPPY NEW YEAR!



President's Message

Darrell Gregersen,
FAHP

HAPPY NEW YEAR! This is the time of year when each of us sets out our personal plans and renews our faith in achieving great success in the months to come. Your AFP Ottawa Chapter Board is also busy planning a successful year, focused on outreach, educational sessions and building our wonderful profession to new heights.

At this time of year, we also reflect on all these who bring special meaning into our lives. I hope you will therefore join me in thanking Betsy Clarke, CFRE and Richard Munro, CFRE for their years of service to the profession as they step off the Board. Please also join me in thanking Linda Eagen for her leadership as she turns over the reins of the President's role and welcome in our exciting new slate of Directors for 2003.

All of us look forward to joining our members in sharing the values and inspiration of our wonderful profession together.

AFP Ottawa Chapter

615-900 Greenbank Rd.
Ottawa, Ontario ,
K2J 4P6

Tel:
(613) 838-4396

Fax:
(613) 838-5003

Email:
vdimillo@sympatico.ca

Website:
www.afpottawa.ca

Our resolutions include:

- Incorporating the chapter (a technical, but critical move for us),
- Building on the success of the educational programs,
- Continuing to increase participation in Philanthropy Day and The Philanthropy Awards, and, most importantly
- Enjoying the wonder of philanthropy and encouraging donors to be proud of their impact in the community!

IN THIS ISSUE

- ▶ President's Message
- ▶ Eh!FP International Conference
- ▶ Past-President's message
- ▶ Electronic Outreach
- ▶ CFRE Exam
- ▶ 8th Philanthropy Awards
- ▶ Fundraising Day
- ▶ Dan Clapin's ACFRE
- ▶ Commission Based Fundraising

Association of Fundraising Professionals



The AFP Canada office has moved

Tamera (Tami) Malette

275 Slater Street, Suite 900 Ottawa, ON, K1P 5H9

Tel: (613) 598-4694 Fax: (613) 236-1918 Email: tmalette@afpnet.org

Eh!FP International Conference on Fundraising

**Bringing the Development
Community Together
March 23-26, 2003
Toronto, Canada**

The International Conference on Fundraising features 175 education sessions and over 300 booths related to fundraising and philanthropy.

It is attended by thousands of your colleagues from across North America and the world. This year, it is coming to Toronto. Don't miss this opportunity to network with the worldwide nonprofit community. Eh!FP ...

For more information and the latest Conference updates, please visit the Association of Fundraising Professionals' website at www.afpnet.org.

AIRLINE AND CAR RENTAL

Call the AFP Travel Desk for guaranteed lowest fares on preferred airlines and special rental car rates.
1 (888) 956-6279



Past President's Message

Linda Eagen, CFRE

IT IS WITH GREAT PRIDE THAT I REFLECT upon 2001-2001, my year as the chapter's President. I would like to thank the various volunteers and the many members who contributed time and ideas to the chapter.

When I began, our first priority was a review of our service to members and looking at ways to improve efficiency in our daily activities. The chapter listened and provided many opportunities for professional development and opportunities to network. Among the highlights, the 2001-2002 Board had the opportunity to meet under the stewardship of the AFP Chair, Dr. Steve Batson, CFRE. His advice and direction will be reflected in the chapter's growth in the years to come.

Electronic Outreach

THE BOARD OF THE AFP-OTTAWA CHAPTER, following a review of current forms of distribution and efficiency considerations, has moved to utilize electronic mail as the primary form of information

exchange. This will significantly reduce costs related to updates and notifications and will, from an environmental point of view, assist in the preservations of our forests.

CFRE EXAM

THE AFP OTTAWA CHAPTER WILL BE hosting a CFRE exam in Ottawa on April 5, 2003 at Saint Paul University in Room 203. The exam will commence at 9:00 am to 1:00 pm. Registration for the exam will start at 8:15 am.

The cost associated with sitting the exam is \$350 US for members of AFP, AHP, ALDE, CRD, FIA, NAYDO, NCDC, PSI and NCSC. The fee for non-members of the named organizations or unaffiliated candidates is \$500 US. The fee for re-examination is \$150 US.

To obtain information on the CFRE Program and eligibility requirements, you can download the **CFRE Candidate Handbook and application** from the AFP website at www.afpnet.org or e-mail cfre@afpnet.org or call (703) 519-8483.

Exam Preparation:

If you would like more information, please contact Vera Yuzyk at vyuzyk@uottawa.ca or speak to any accredited CFRE Chapter member about the certification process.

John Sample's quote: "Fundraising is the gentle art of teaching the joy of giving."
- Hank Rosso

Jane Sample's comment: Who are your best teachers?

Fundraisers and Philanthropy Celebrated at 8th Annual Philanthropy Awards

MANY STORIES OF HELPING HEARTS and hands made for an inspiring evening on November 13th when the 8th Annual AFP Ottawa Philanthropy Awards were handed out. We were pleased to have a sold out audience of 216 people at the Canadian Museum of Nature, including donors, volun-

teers, fundraising professionals and community leaders, to celebrate the spirit of giving in Ottawa. The Awards were presented in partnership with Gowling Lafleur Henderson LLP.

The keynote speaker for the evening was retired synchronized swimmer Claire Carver-Dias, double

gold medallist from the Commonwealth Games. She told the audience about the important role of volunteers and fundraising in the world of amateur sports and how she's giving back to the community through her motivational presentations to youth groups and businesses.

THE RECIPIENTS THAT WERE HONOURED THIS YEAR INCLUDE:

Outstanding Philanthropic Regional Corporation

Paul Ziebarth Electrical Contractors Ltd.

Outstanding Philanthropic National Corporation

Clarica: A Sun Life Financial Company

Outstanding Philanthropic Group, Service Club or Association

The Royal Canadian Legion Branch 593 (Bells Corners)

Outstanding Volunteer Fundraiser

General Paul D. Manson, OC, CMM, CD

Outstanding Individual Philanthropists

Eric and Vizma Spratt

Outstanding Fundraising Executive

Susan C. Menzies, MHA, CFRE

Outstanding Youth Community Service

Lindsay Beattie

OUR SINCERE THANKS TO OUR SPONSORS:

Presenting Partner: **Gowling Lafleur Henderson LLP**



Gala Reception Host: **ARTSMARKETING Services Inc.**

Communications Partner: **Vantage Direct Marketing Services**

Allegra Print and Imaging (Carling), Bell Canada, Betsy Clarke & Associates, BMR Direct, Canadian Museum of Nature, KDMC Inc., Ketchum Canada Inc, Mission Hill, The FLA Group, The Ottawa Citizen, Thyme & Again, Union Engraving and Printing Ltd.

Did you know that The Canada Customs and Revenue Agency's mission is to: Promote compliance with Canada's tax, trade, and border legislation and regulations through communication, quality service, and responsible enforcement, thereby contributing to the economic and social well-being of Canadians.

Do not hesitate to contact CCRA if you have tax questions and make sure to refer your donors to qualified legal advisors when dealing with such matters.



**AFP Ottawa Chapter
Communications and
Community Relations
Committee**

Daniel Brunette
Andrea Berube
Brenda Rothwell
Sam Loucks

Design:

Jeff Eustace
Graphic Design
jeff@canada.com

Raising the Bar

BRING YOUR FUNDRAISING PROGRAM TO THE next level! Join us at the 7th Annual AFP Ottawa Chapter Fundraising Conference being held on Wednesday, May 7th, 2003 at the Centurion Conference and Event Centre on Colonnade Road.

In addition to practical workshops, lively panel discussions and amazing networking opportunities, hear our keynote speakers, Gordon Cressy of the Canadian Tire

Foundation for Families, and Susan Doyle, President and CEO of the Ottawa Hospital Foundation, share their insights into the challenging and rewarding world of philanthropy. It's a "don't miss" event!

Watch your mailbox and the AFP website for more information coming soon.

Thank you to our Premier Sponsor, **The FLA Group.**

Looking back with pride, Dan Clapin's ACFRE

ONE OF THE CHAPTER'S PROUD MOMENTS OF the 2001-2002 year was the news that one of its members, Mr. Daniel G. Clapin, had earned the Advanced Certified Fundraising Executive credential from the Association of Fundraising Professionals. Mr. Clapin is a professional Fundraiser with over fifteen years experience in all aspects of fundraising, policies and procedures, donor cultivation and volunteer management. Although a generalist, he has a particular expertise in Planned Giving. He is currently Director of Alumni and Development at one of

Canada's oldest bilingual university's, Saint Paul University, established in 1848 and federated with the University of Ottawa.

Mr. Clapin is a founding member of the Canadian Association of Gift Planners (CAGP) Ottawa Regional RoundTable and an active member of the local AFP Chapter. He has a long history of volunteer involvement on a number of local and national Boards of Directors. Mr. Clapin received his Certified Fund Raising Executive (CFRE) designation in 1994. Mr. Clapin is one of only 3 Canadians to be granted the ACFRE designation.

AFP Renews Call for Prohibition on Commission-Based Fundraising

THE ASSOCIATION OF FUNDRAISING PROFESSIONALS (AFP) renewed its call for all charities in Canada to prohibit the use of percentage or commission-based fundraising, in accordance with its Code of Ethical Principles and Standards of Professional Practice. AFP, the largest association of fundraising professionals in the world, has prohibited its members from accepting percentage-based compensation for many years. The organization has long believed that the practice is unethical and imperils the integrity of the charitable sector.

In an article published on November 12th, 2002 in the Toronto Star, the perils of commission-based compensation were once again highlighted. "Individuals serving a charity

for compensation must accept the principle that charitable purpose, not self-gain, is paramount," said AFP President & CEO Paulette Maehara, CFRE, CAE. "If percentage-based compensation is accepted, then the charitable mission becomes secondary to self-gain, and there is an incentive for a fundraiser to put his or her own interests ahead of the charity's and the donor's interests. As charities must rely on public trust and confidence, such a situation is simply unacceptable and unethical."

*Adapted from the 12 November, 2002 AFP Press release
Contacts: Walter Sczudlo Michael Nilsen (800) 666-3863*