MAJOR-GIFTS PROGRAM CONTINUES STRONG GROWTH IN 2007

A FP Foundation for Philanthropy’s Strategic Initiatives major-gifts program continues to experience strong growth. Begun in 2005, the program has raised nearly $250,000 for key programs identified by the Association of Fundraising Professionals. “The success of obtaining a major gift not only reflects a donor’s support for a particular program, but also his or her commitment to AFP and the foundation’s work for the fundraising profession and the world of philanthropy,” commented Linda Lyskowski, ACFCRE, president and CEO of Capital Venture in Las Vegas and chair of the foundation’s Strategic Initiatives Committee.

For 2007, AFP and the foundation have identified several key programs to fund, among which are the Faculty Training Academy, a new Think Tank, and support for professional development in Latin America. Part of AFP’s efforts to continually improve the quality of professional development courses available to fundraisers, the biennial Faculty Training Academy (FTA) is a key component. The academy’s three-day intensive course of study and training in teaching adult learners is voluntary and open to individual fundraisers who agree to teach at least three fundraising courses during the next two years. Hosted by the University of St. Thomas in St. Paul, Minn., the next Faculty Training Academy will be in June 2008 and is sure to be a success. Due in part to the foundation’s support for the FTA, all participants will be able to attend tuition-free. FTA boasts more than 100 graduates from its programs in previous years.

Another important program is AFP’s Think Tank, which brings participants together for a three-day discussion on a particular issue. The 2008 Think Tank on Governance, Leadership, and Giving will include select researchers, board members, practitioners and thought-leaders in the nonprofit community. The group will explore the relationship between good governance and strengthening philanthropy and also how to sustain a strong board.

A renewed supporter of the foundation, the Edyth Bush Charitable Foundation of Winter Park, Fla., will sponsor the Think Tank, which will be held in Orlando, Fla., in October 2008.

“For more information on the foundation’s major-gifts program, or to support a particular project, please contact Curtis C. Deane, CFRE, CAE, president of AFP Foundation for Philanthropy, at 800-666-1971; cdeane@afpnet.org.”

FOUNDATION SUPPORTS CHAMBERLAIN SCHOLARS

The Association of Fundraising Professionals welcomed 111 special guests to its 4th International Conference on Fundraising in Dallas in March of this year. These guests were chosen by their chapters to receive the Chamberlain Scholarship, which funded their registration fees. Made possible through a generous planned gift from Ralph E. Chamberlain, Edyth Bush Charitable Foundation of Winter Park, Fla., and unrestricted support of AFP Foundation for Philanthropy’s Every Member Campaign, the Chamberlain Scholars Program provides a paid registration to one first-time attendee from each of AFP’s chapters around the world. Scholars are able to build their fundraising “toolboxes” by attending education sessions and exchanging ideas with colleagues from around the globe.

“The Chamberlain Scholars are always so grateful for their scholarships,” said Curtis C. Deane, CFRE, CAE, president of the foundation. “Each year we stress the direct connection between the scholarship and the Every Member Campaign.”

The Every Member Campaign is part of the foundation’s annual fund, which provides unrestricted gifts to fund educational programs, chapter partnership grants, and research, in addition to the Chamberlain Scholars Program.

Claire L. Petterill, director of development for Lake County Council Against Sexual Assault (CASA) in Gurnee, Ill., was the Chamberlain Scholar from the AFP Chicago Chapter. “The education that I received and the connections and relationships that I made are beneficial resources to me and to [my organization] as we continue to enhance our development and fundraising strategies for the coming years,” she said.

Gary L. Good, CFRE, of AFP Foundation for Philanthropy’s board of directors talks with David A. Oddakowski, president and CEO of the Edyth Bush Charitable Foundation.

Linda Lyskowski, ACFCRE, chair of AFP Foundation for Philanthropy’s Strategic Initiatives Committee, and Jance Gow Pettry, chair of the foundation’s Development Committee, discuss prospective major-gift donors.

“I really appreciate the Edyth Bush Charitable Foundation’s renewed support of the foundation,” said Gary L. Good, CFRE, an independent consultant in Miami and the secretary/treasurer of AFP Foundation for Philanthropy’s board of directors. “It is a highly recognized organization in central Florida, and one with which we are very excited to be a partner.”

AFP and the foundation are also focusing on providing more educational and training opportunities in Latin America. Earlier this year, the foundation provided scholarships for the Third Hemispheric Congress on Fundraising in Mexico City. Held at the Hotel Sheraton Centro Histórico, the Congress provided networking and training sessions for more than 400 fundraisers from throughout Latin America. Thanks to a generous challenge gift from Paschal-Murray of India, Calif., and leadership gifts from Sempra Energy Mexico of Tijuana, Mexico, and Mal Warwick of Berkeley, Calif., in addition to numerous sponsors and donors, 56 attendees received scholarships from the foundation.

In September, AFP presented the First International Conference for Schools and Universities in São Paulo, Brazil, in partnership with numerous organizations within Brazil. This event brought leaders from educational institutions together who were interested in learning successful financial sustainability and fundraising techniques. The foundation received funding from the Embassy of the United States, Brazil, to assist in providing this new program.

“Our success so far this year has provided the financial resources needed to support AFP’s Strategic Initiatives,” said Janice Gow Pettry, CFRE, principal of J. G. Pettry & Associates in San Francisco and chair of the foundation’s development committee. “Our donors are key to achieving our mission of promoting ethical and effective fundraising.”

For more information on the foundation’s major-gifts program, or to support a particular project, please contact Curtis C. Deane, CFRE, CAE, president of AFP Foundation for Philanthropy, at 800-666-1971; cdeane@afpnet.org.

The 2007 Chamberlain Scholars pose in Dallas with Paul J. Strawhecker, MPA, ACFCRE, chair of AFP Foundation for Philanthropy’s board of directors, and Curtis C. Deane, CFRE, CAE, the foundation’s president.

“The whole experience…made me realize that I am part of something bigger than myself and my organization,” said AFP Texas Greater Austin Chapter’s Chamberlain Scholar, Angela Kraybill, director of Walk America for the March of Dimes in Austin, Tex. “The conference rejuvenated me to go back and do my job better.”

For more information on the Chamberlain Scholars Program, please contact Deane at 800-666-3863 ext. 482 or cdeane@afpnet.org.
FOUNDATION GRANTS AFFILIATE LIBRARY AWARDS

In late 2006, AFP Foundation for Philanthropy awarded its first grants from the Pierpont-Welde Research Library Fund to three AFP chapters. Named for Robert Pierpont, CFRE, and his wife, Marion, and their parents, the grant allows a chapter to purchase the Pierpont-Welde Affiliate Library Collection and donate it to a local library or other site where it will be available to the public. The collection consists of 36 books on philanthropy and fundraising, and represents the fundamental knowledge base of the fund-raising profession.

The foundation awarded grants to AFP California Orange County Chapter, AFP Florida Indian River Chapter, and AFP Florida Southwest Chapter.

“...I am so excited to award the first grants from the Pierpont-Welde Fund,” said Curtis C. Deane, CFRE, CAE, president of the foundation. “Bob is part of the evolution of the fundraising profession, and he and Marion are true philanthropists in establishing the affiliate library collection and the fund.”

Robert (far left) and Marion Pierpont (center) attend the AFP Florida Indian River dedication ceremony with Dennis Bartholomew, chapter board member, and Leonora A. Ritchie, CFRE, executive director of the McCabe Foundation.

NUMRICH AIDS COLLEGIALS

“...I have always believed that we should be developing fundraising professionals at the college level, and AFP’s new collegiate chapter program is exactly the effort I have long hoped for.” With those words, Carol J. Numrich, CFRE, current AFP board member and principal of Numrich & Associates in Pasadena, Calif., has launched a grant-making program through AFP Foundation for Philanthropy to support AFP’s collegiate members and chapters.

The Carol J. Numrich Endowment Fund was established in 1997 with a relatively modest contribution of $500. Through Numrich’s continued support, as well as accrued earnings, the fund now stands at more than $10,000, and is now able to begin grant-making activity under the foundation’s endowment policy.

A member of AFP since 1973, Numrich has a long history of involvement both on the international level and with the Greater Los Angeles Chapter. Prior to her current service on AFP’s board of directors, she was a member of the foundation’s board of directors.

Whether through providing a scholarship to a collegiate member for AFP’s International Conference on Fundraising, or assisting collegiate chapters in conducting joint programming, grants from the Numrich Fund will provide important support for AFP’s collegiate chapter program,” said Paul J. Strawhecker, MPA, CFRE, executive director of the McCabe Foundation.

AFP’s collegiate chapter program is just completing a two-year pilot project, which has been deemed highly successful. With nine chapters already chartered in the U.S. and Canada, the program will become fully established with the 2007 fall semester.

For more information on the collegiate chapter program, contact Lori Gusdorf, CAE, AFP’s vice president of membership and chapter services, at lgusdorf@afpnet.org. For information on making a contribution to the Numrich Fund, contact Curtis C. Deane, CFRE, CAE, president of the foundation, at cdeane@afpnet.org. Both Gusdorf and Deane can be reached by phone at 800-666-3863.
DONORS MAKE A DIFFERENCE THROUGH ALPHA SOCIETY

A grant from the Aspen Institute, the University of Pennsylvania, and the national Corporation for Public Broadcasting, created the study, which will guide and improve charitable giving experiences. She hopes the knowledge gained from the study will make give experts win-win for both.

“We believe the Alpha Society has enabled me to step up to a higher level of giving than I otherwise would have considered,” said Marshall H. Ginn, director of development for the Burchill Memorial Fund recently to support the Burchill Memorial Fund to be used for ethics education activities.

In February 2007, the fundraising profession lost a leader and advocate. Tim J. Burchill was executive director of The Hendrickson Institute for Ethical Leadership at Saint Mary’s University of Minnesota in Winona, Minn., in addition to being an active member of AFP’s Ethics Committee. To honor his life and contributions to the fundraising profession, AFP Foundation for Philanthropy established the Tim J. Burchill Memorial Fund for use in ethics education activities.

Wood Endowment Makes First Grant

The Ernest W. Wood Endowment at AFP Foundation for Philanthropy recently made its first grant to a doctoral candidate at The Center on Philanthropy at Indiana University. Yue (Jen) Shang received the Ernest W. Wood Fellowship Research Prize for her research utilizing psychology, consumer behavior, and economic theories to study how social networks and social identity influence giving patterns. The research prize is a joint effort between AFP Foundation for Philanthropy and The Center on Philanthropy at Indiana University to support fundraising research in the areas of major gifts and capital campaigns. Both organizations contribute to the total prize amount of $10,000.

Using field experiments in conjunction with an on-air fund drive at local public radio stations, Shang’s research contributes to the understanding of donors’ charitable giving experiences. She hopes the knowledge created from the study will guide and improve the effectiveness of the major-gift fundraising programs of local public broadcasting organizations. The foundation will recognize Shang during AFP’s 45th International Conference on Fundraising in San Diego, March 30 – April 2, 2008. For more information on the Wood Endowment, please contact Deane at 800-666-3863 or cdeane@afpnet.org.

Burchill Memorial Fund Aids Ethics

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The Steward

Paul E. Marcus, LL.B., CFRE, Ethics Committee member, discusses an ethical dilemma with workshop participants.

“We are honored to fund Jen’s research and to make the first grant from the Wood Endowment,” said Curtis C. Deane, CFRE, chair and CEO of AFP. “He was a leading voice in ethical fundraising.”

The foundation made the first grant from the Burchill Memorial Fund recently to support AFP’s Ethics Committee’s semi-annual workshop, entitled “How to Keep the Regulators Away.” Held in New York City on Sept. 4, the workshop’s 73 attendees included the Ethics Committee, as well as numerous members from the New York, New Jersey, and Connecticut chapters of AFP. Participants evaluated ethical dilemmas and created potential strategies to avoid future scrutiny from auditors and regulators.

The foundation continues to accept donations for the Burchill Memorial Fund.

For information or to donate, please contact Curtis C. Deane, CFRE, CRP, chair of the foundation, at 800-666-3863 ext. 482 or cdeane@afpnet.org.
CHAPTERS LEND SUPPORT FOR FOUNDATION PROGRAMS

A FP chapters around the globe have committed to AFP Foundation for Philanthropy’s Chapter Treasury Campaign. As of Sept. 13, 79 chapters have committed more than $60,000 to this year’s campaign. “Chapters support is key to the foundation’s annual fund,” said William M. Moran, FAHP, ACFAE, executive director of St. Vincent’s Foundation in Birmingham, Ala., and chair of the foundation’s Chapter Fundraising Committee. “Our chapters’ gifts inspire their members to give to the Every Member Campaign.”

The Chapter Treasury Campaign—one of the foundation’s annual fund campaigns—raises unrestricted support from each of AFP’s chapters. Through unrestricted support, the foundation funds scholarships, chapter partnership grants, and fundraising research, among other programs.

“The foundation very much appreciates our chapters’ support,” said Paul J. Strawhecker, MPA, ACFAE, president of Paul J. Strawhecker, Inc., in Omaha, Neb., and chair of AFP Foundation for Philanthropy. “Our partnership with our chapters is a unique advantage.”

The campaign’s goal is $120,000. Chapters wishing to make a commitment to the 2007 Chapter Treasury Campaign should do so by Dec. 31.

The foundation appreciates and acknowledges the support of AFP’s chapters and will recognize all 2007 donors in the annual report and at AFP’s 45th International Conference on Fundraising in San Diego.

Annual Report Available

AFP Foundation for Philanthropy recently released its 2006 Annual Report, in conjunction with the Association of Fundraising Professionals (AFP) and AFP Foundation for Philanthropy—Canada. If you have not received a copy already, we’ll send you one! Just call us at 800-666-3863 or e-mail foundation@afpnet.org. To request your copy today.

CHAPTER BOARDS MAKE COMMITMENTS TO EVERY MEMBER CAMPAIGN

A FP Foundation for Philanthropy’s Every Member Campaign (EMC) has received a boost from 40 chapter boards that have committed to this year’s campaign and achieved 100 Percent Chapter Board Participation.

“These board members have set a great example for their chapter members to follow,” said Paul J. Strawhecker, MPA, ACFAE, president of Paul J. Strawhecker, Inc., in Omaha, Neb., and chair of AFP Foundation for Philanthropy. “This is a leadership at its best.”

Each year the foundation recognizes chapter board participation in the EMC—one piece of the foundation’s annual fund. Combining the successes of chapter boards with the EMC Advantage Calling Program, direct-mail solicitations, and the work of foundation development chairs, the EMC is certainly in good shape!

The foundation acknowledges and thanks those chapters that have achieved 100 Percent Chapter Board Participation as of Sept. 13, 2007.

2007 Chapter Treasury Campaign Donors

As of Sept. 13, 2007

AFP CA, Fairfield County Chapter
AFP CA, Orange County Chapter
AFP CA, Monterey Bay Chapter
AFP AZ, northern Chapter

achieved 100 Percent chapter Board Participation as of sept. 13, 2007.

For more information on making a planned gift to the foundation, please contact Curtis C. Deane, CFRE, CAE, president of the foundation, at 800-666-3863 ext 482 or cdeane@afpnet.org.