“This is a very important year for AFP Foundation for Philanthropy,” according to Don W. Taylor, CFRE, chair of the Foundation’s Board of Directors. “The Foundation has expanded its development efforts beyond its traditional annual fund to embrace exciting and substantive strategic initiatives that are important to the fundraising profession and philanthropy in general.”

Taylor is vice president and chief development officer at Courage Center, in Golden Valley, Minn. Courage Center is an organization that empowers people with physical disabilities to reach their full potential in every aspect of life. Currently, Taylor is serving his second term as chair of the Foundation board.

“Based on AFP’s Strategic Plan, these initiatives focus on projects and programs that will advance the Foundation’s mission to promote ethical and effective fundraising,” Taylor said. One is a “youth in philanthropy” program aimed at instilling a habit of giving and volunteering in young people and introducing them to fundraising as a career. Another program, AFP’s Faculty Training Academy, will train volunteer instructors to become stronger teachers.

Under the leadership of Linda Lysakowski, ACFRE, the Foundation’s Strategic Initiatives Committee is actively cultivating potential donors for these important programs. Lysakowski is a member of the Foundation’s Board of Directors and is president and CEO of Capital Venture, a fundraising consulting firm based in Las Vegas, Nev.

“2006 will also witness our continuing efforts to heighten our stewardship and expand the annual fund. I want to personally thank and acknowledge the more than 6,400 AFP members who supported the Foundation financially in 2005. Their contributions have helped propel our scholarships, research, and public awareness programs to higher levels of achievement. We truly have the best donors imaginable,” Taylor observed.

Joining Taylor in the Foundation’s leadership is its new president, Curtis C. Deane, CFRE, CAE. Deane is the Foundation’s first full-time president, an exciting milestone in the Foundation’s maturation. Since joining the staff in May 2005, he has implemented significant enhancements in the Foundation’s operations and effectiveness.

The Foundation has expanded its development efforts to embrace exciting and substantive strategic initiatives that are important to the fundraising profession and philanthropy in general.”

Don W. Taylor, CFRE

Prior to joining the Foundation, Deane was principal of WoodleyLion Consulting of Washington, D.C., and for nearly a decade was founding president of the American Society of Civil Engineers Foundation. His association fundraising experience includes capital campaigns as well as annual funds, major gifts, sponsorships and planned giving programs. He has served as a volunteer on numerous boards, including 10 years of service to the American Society of Association Executives and its foundation. He was the 2003-2004 national president of the Association Foundation Group.

“2006 will also witness our continuing efforts to heighten our stewardship and expand the annual fund. I want to personally thank and acknowledge the more than 6,400 AFP members who supported the Foundation financially in 2005. Their contributions have helped propel our scholarships, research, and public awareness programs to higher levels of achievement. We truly have the best donors imaginable,” Taylor observed.

Joining Taylor in the Foundation’s leadership is its new president, Curtis C. Deane, CFRE, CAE. Deane is the Foundation’s first full-time president, an exciting milestone in the Foundation’s maturation. Since joining the staff in May 2005, he has implemented significant enhancements in the Foundation’s operations and effectiveness.

The Foundation has expanded its development efforts to embrace exciting and substantive strategic initiatives that are important to the fundraising profession and philanthropy in general.”

Don W. Taylor, CFRE

2006 STRATEGIC INITIATIVES

- Major program to encourage youth involvement in philanthropy and volunteer work
- Multi-year and comprehensive program to diversify the fundraising profession
- Dramatic expansion in the dissemination of the Essentials of Fundraising educational program
- AFP Faculty Training Academy strengthening the skills of volunteer instructors
- Book on the cost of fundraising and administration
- Initiatives designed to provide fundraising educational programming outside North America as well as to promote a Universal Code of Ethics
ENDOWMENT HONORS CARROLL

In 2005 AFP lost a model and tireless champion for ethical fundraising, Ron L. Carroll, CFRE, was a mentor and friend to innumerable individuals in the philanthropic sector. In keeping with his commitment to these ideals, Ron and his wife Pam, a former AFP staff member, made an initial pledge to establish an endowment for AFP Foundation for Philanthropy that would support international chapter development outside of North America.

One of Ron’s key priorities was for AFP to reach out internationally to growing charitable sectors around the world. He led fundraising groups to Russia, the Philippines, South Africa and Cuba. During every trip, he shared his knowledge and experiences with fundraisers there and, equally important, brought home new ideas about philanthropy and what it means to serve the public good. AFP’s own strategic initiatives in the international arena are based on much of the work he led as chair of AFP’s Internationalization Task Force.

“This endowment is a lasting legacy of Ron and Pam’s commitment to advancing the profession of fundraising in all parts of the world. As the endowment grows, so will our ability to achieve the Carrrolls’ vision for our profession,” reflects William M. Moran, FAHP, CFRE, secretary/treasurer for AFP Foundation for Philanthropy and personal friend of the Carrrolls.

Friends, colleagues and family members have committed more than $16,000 to the Ron and Pam Carroll Endowment for International Development of AFP Chapters. AFP and AFP Foundation for Philanthropy will administer the fund, and a committee will choose the deserving recipient of an initial award of $1,000 for assistance in establishing a chapter, translation services, training, or assistance with dues or conference fees.

“Ron wanted to see the profession do more to foster development of fundraising in other countries, and this endowment is a way to achieve that goal,” said Moran.

LEWIS FUND PROMOTES ETHICS

Promoting ethical fundraising is a central element of AFP Foundation’s activities, and the Patricia F. Lewis Ethics Endowment Fund is a key funding vehicle.

Created in 1998 to honor the leadership of Patricia F. Lewis, who served as president and CEO of AFP (then the National Society of Fund Raising Executives) from 1991 to 1998, the fund supports programs and activities that advance ethical fundraising, including promotion of the AFP’s Code of Ethical Principles and Standards of Professional Practice. Last year the Foundation made a grant from the fund to support AFP’s 2005 Ethics Think Tank. Held in Washington, D.C., on September 7-8, more than 50 invited professionals addressed the question, “What can or should be our professional response to promoting ethics as a guiding principle in ethical fundraising?”

This year the Foundation made a grant from the fund to support the AFP Ethics Workshop on March 9, in San Francisco. AFP members from throughout California participated in discussions examining the AFP’s Code of Ethical Principles and Standards of Professional Practice, as well as in lively forums focused on ethical dilemmas, such as how to deal with major donors and percentage-based compensation.

“The Patricia F. Lewis Ethics Endowment Fund is an excellent example of how endowments support programming. Through this fund, the Foundation can provide workshops and educational sessions on ethics,” said Curtis C. Deane, CFRE, CAE, president of AFP Foundation for Philanthropy. “The Foundation stewards 26 endowments,” Deane continued, “and we are constantly seeking to increase the effectiveness of the endowments by increasing the funds in each one.”

Persons interested in making a financial contribution to the Patricia F. Lewis Ethical Endowment Fund, or to learn more about any of the Foundation’s endowments, should contact Curtis Deane at the Foundation.
LEADERSHIP SOCIETY LAUNCHED

To recognize long-term service to our profession and to offer meaningful ways for leaders' continued involvement, The Association of Fundraising Professionals and AFP Foundation for Philanthropy launched the Leadership Society.

Arthur Makar, CFRE, chair of the committee that developed and launched the effort remarked, "Leadership Society is a vehicle to build and maintain relationships with those who share a passion for our mission. I’m thrilled that our ‘alumni group’ is active and am honored to be chair of this society of leaders and donors.”

Membership is offered to leaders who have given $10,000 or more to the Foundation. Charter membership is available through April 30, 2006. “We are pleased that our 94 charter members are participating in AFP activities and are committed to continued support at the President’s Club level or higher,” said Curtis C. Deane, CFRE, CAE, president of AFP Foundation for Philanthropy.

In addition to being recognized in publications and at events, members are invited to an annual meeting with AFP and Foundation board chairs and presidents. They also receive an annual newsletter and periodic updates. “Keeping our former leaders involved and in the loop was one of the driving forces behind forming Leadership Society,” Deane said. “Through regular communication and stewardship, we are able to achieve just that.”

Leadership Society members are invited to serve on AFP and Foundation committees, speak at AFP events and educational programs, and participate in annual prospect reviews and major gift solicitations, among other opportunities for involvement.

Leadership Society is an important stewardship program for AFP Paulette V. Mashaar, CFRE, CAE, president and CEO of AFP, offered, “It is essential that we recognize both the time and talent provided to AFP as well as the generous support of our Foundation.”

LEADERSHIP SOCIETY CHARTER MEMBERS

AS OF MARCH 6, 2006

Sandra A. Adams, ACFRE
Jimmie R. Allford, CFRE
Emilio Alonso-Mendoza
Steve W. Baxter, Ed.D., CFRE
Alphonce J. Brown, Jr., ACFRE
Leslie W. Brown, CFRE
Donald A. Campbell, Jr., CFRE
Robert E. Carter, CFRE
Barbara L. Caronza, CFRE
Thomas J. Clark, CAE
David M. Coyne, CFRE
Robert J. Crandall, CFRE
Mary Jane Crist, CFRE
Lona M. Farr, Ph.D., ACFRE
Gail L. Freeman
Paul M. Gardner, Ph.D., CFRE
Mary Jean Gilbert, CFRE
Walter R. Gillette, III, CFRE
William B. Hannahan
Roberta A. Healey, ACFRE
Walter R. Gillette, III, CFRE

MEMBERS

Jennie S. Harrington, CFRE

Robert E. Carter, CFRE
Leslie W. Brown, CFRE
Alphonce J. Brown, Jr., ACFRE
Mary Jean Gilbert, CFRE
Walter R. Gillette, III, CFRE
William B. Hannahan
Roberta A. Healey, ACFRE

$124,000 IN EMC CHAPTER PARTNERSHIP GRANTS AWARDED

One hundred thirteen chapters will receive more than $124,000 through the 2005 EMC Chapter Partnership Grant. The funds will be earmarked for chapter activities such as audioconferences, seminars, National Philanthropy Day activities, or scholarships.

The EMC Chapter Partnership Grant is awarded to chapters that meet their Every Member Campaign goals and submit a proposal on how the chapter will use the grant. The grant represents 25 percent of the dollars received from the chapter’s donors.

Curtis C. Deane, CFRE, CAE, president of AFP Foundation for Philanthropy said, “We are grateful for the support of our donors and pleased to partner with our chapters and to support their activities at the local level.”

In 2005, more than $116,000 was awarded to 118 chapters for the 2004 EMC Chapter Partnership Grant.

2005 EMC CHAPTER PARTNERSHIP GRANT RECIPIENTS

AFP AK, Alaska Chapter
AFP AL, Alabama Chapter
AFP AL, Central Chapter
AFP AL, Gulf Coast Chapter
AFP AR, Arkansas Chapter
AFP AR, Northwest Chapter
AFP AZ, Greater Arizona Chapter
AFP AZ, Northern Chapter
AFP AZ, Southern Chapter
AFP CA, Capital Chapter
AFP CA, Golden Gate Chapter
AFP CA, Greater Los Angeles Chapter
AFP CA, Greater San Fernando Valley Chapter
AFP CA, Inland Empire Chapter
AFP CA, Monterey Bay Chapter
AFP CA, Orange County Chapter
AFP CA, San Diego Chapter
AFP CA, Silicon Valley Chapter

AFP CO, Wine Country Chapter
AFP CO, Colorado Chapter
AFP CT, Connecticut Chapter
AFP CT, Fairfield County Chapter
AFP DC, Washington DC Metro Area Chapter
AFP FL, Central Chapter
AFP FL, First Coast Chapter
AFP FL, Fort Lauderdale/Broward Chapter
AFP FL, Palm Beach County Chapter
AFP FL, Southwestern Chapter
AFP FL, Scentral Florida Chapter
AFP GA, Greater Atlanta Chapter
AFP HI, Aloha Chapter
AFP IA, Central Chapter
AFP IA, Eastern Iowa Chapter
AFP IA, Greater Tri-State Chapter
AFP IA, Siouxland Chapter
AFP IL, Central Chapter
AFP IL, Chicago Chapter
AFP IL, East Central Chapter
AFP IL, Quad Cities Chapter
AFP IL, Rockford Area Chapter
AFP IN, Indiana Chapter
AFP IN, Michiana Chapter
AFP IN, Northeast Chapter
AFP KS, Topeka Chapter on Philanthropy
AFP KY, Bluegrass Chapter
AFP KY, Greater Louisville Chapter
AFP LA, Greater New Orleans Chapter
AFP LA, North Coast Chapter
AFP MA, Central Massachusetts Chapter
AFP MA, Massachusetts Chapter
AFP MA, Western Chapter
AFP MD, Maryland Chapter
AFP MD, Western Maryland Chapter
AFP MI, Greater Detroit Chapter
AFP MI, Western Michigan Chapter
AFP MN, Minnesota Chapter
AFP MN, Southern Minnesota Chapter
AFP MO, Ozark Region Chapter
AFP MO, St. Louis Regional Chapter
AFP MT, Montana Chapter
AFP NC, Charlotte Chapter
AFP NC, Triad Chapter
AFP NC, Triangle Chapter
AFP ND, North Dakota Chapter
AFP NE, Nebraska Chapter

AFP NH, Northern New England Chapter
AFP NJ, New Jersey Chapter
AFP NM, New Mexico Chapter
AFP NV, Las Vegas Chapter
AFP NY, Genesee Valley Chapter
AFP NY, Greater New York Chapter
AFP NY, Hudson-Mohawk Chapter
AFP NY, Long Island Chapter
AFP NY, Western Chapter
AFP OH, Central Chapter
AFP OH, Greater Cincinnati Chapter
AFP OH, Greater Cleveland Chapter
AFP OH, Mahoning-Shenango Chapter
AFP OH, Miami Valley Chapter
AFP OH, Northwest Ohio Chapter
AFP OK, Oklahoma Chapter
AFP PA, Allegheny Mountains Chapter
AFP PA, Central Chapter
AFP PA, Eastern Chapter
AFP PA, Greater Philadelphia Chapter
AFP PA, Northwestern Chapter
AFP PA, Western Chapter
AFP RI, Rhode Island Chapter
AFP SC, Central Carolina Chapter
AFP SC, Lowcountry Chapter
AFP TN, Great Smoky Mountain Chapter
AFP TN, Mountain Empire Chapter
AFP TN, Nashville Chapter
AFP TN, Southeastern Chapter
AFP TX, Coastal Bend Chapter
AFP TX, El Paso Chapter
AFP TX, Fort Worth Metro Chapter
AFP TX, Greater Austin Chapter
AFP TX, Greater Dallas Chapter
AFP TX, Greater Houston Chapter
AFP TX, Lubbock Area Chapter
AFP TX, Permian Basin Chapter
AFP TX, San Antonio Chapter
AFP TX, Texas Panhandle Chapter
AFP VA, First Chapter
AFP VA, Hampton Roads Chapter
AFP VA, Piedmont Chapter
AFP VA, Shenandoah Chapter
AFP VA, Washington Chapter
AFP WI, Greater Madison Chapter
AFP WI, Greater Milwaukee Chapter
AFP WI, Upper Mississippi Valley Chapter

Suzanne Hittman
Susan Hosbach, CFRE
Kay Partney Lautman, CFRE
Sharon Lee Master, CFRE
Stephen M. Levy, CFRE
Claudia A. Looney, FAHP
Linda Lysakowski, CFRE
Paulette V. Mashaar, CFRE, CAE
Arthur Makar, CFRE
William M. Moran, FAHP, ACFA
Collette M. Murray, J.D., CFRE
Milton J. Murray, FAHP
Carol J. Numrich, CFRE
Kathleen E. Pavelka, CFRE
Janice Gow Petry, CFRE
Robert Pierpont, CFRE
Paul Pribbenow, Ph.D., CFRE
Nancy K. Racette, CFRE
Curtis C. Deane, CFRE, CAE, president of AFP Foundation for Philanthropy.

Gary Schrenk, CFRE
Philip G. Schumacher, CFRE
E. Ramone Segrege, CFRE
Scott C. Staub, ACFA
Dennis Stefanoscu, ACFA
Paul J. Strawhecker, MPA, ACFRE
Donald W. Taylor, CFRE
Eugene Scanlan, Ph.D., CFRE
Robert E. Carter, CFRE
Leslie W. Brown, CFRE
Alphonce J. Brown, Jr., ACFRE
Mary Jean Gilbert, CFRE
Walter R. Gillette, III, CFRE
William B. Hannahan
Roberta A. Healey, ACFRE

THE STEWARD

Cathlene Williams, Ph.D., CAE
William B. Hanrahan
Walter R. Gillette, III, CFRE
Mary Jean Gilbert, CFRE
Leslie W. Brown, CFRE
Alphonce J. Brown, Jr., ACFRE
Mary Jean Gilbert, CFRE
Walter R. Gillette, III, CFRE
William B. Hannahan
Roberta A. Healey, ACFRE

PAUL B. FARR, CFRE
WILLIAM A. HANRAHAN
WALTER R. GILLETTE, III, CFRE
MARY JEAN GILBERT, CFRE
LEONARD F. GARDNER, PH.D., CFRE
BRADLEY M. FIELDS, PH.D., CFRE
MICHAEL J. ROSEN, CFRE
PATRICIA RICH, CFRE
DONALD G. RIZZO, CFRE
CARL LEVINE, CFRE
NANCY K. RACETTE, CFRE
KATHLEEN E. PAVELKA, CFRE
JANICE HOW G. PETRY, CFRE
ROBERT PIERPONT, CFRE
PAUL PRIBBENOW, PH.D., CFRE
NANCY K. RACETTE, CFRE
CATHERINE WILLIAMS, PH.D., CAE

VOL 1 SPRING 2006
The The STEWARD

EVERY MEMBER'S CAMPAIGN EXCEEDS GOAL

The Every Member Campaign (EMP) achieved great success in 2005 by raising more than $356,000,000, surpassing the goal of $256,000,000, which had been raised in unrestricted funds, which will be used to support scholarships and grants. Curtis C. Deane, CPAE, CAE, president and CEO of the AFP, expressed his gratitude to the more than 6,400 donors and volunteers who contributed to the campaign’s success. “On behalf of the Foundation and the recipients of these scholarships and grants, I thank our loyal donors who have once again shown their support and steer the campaign over the goal!”

The Foundation’s Annual Fund, which consists of the Board, Corporate, Chapter Treasuries, and Staff Campaigns. For the 2006 campaign, the foundation has set its goal at $550,000.

FUNDRAISING DONORS OF $250 AND MORE:  

**DISTINGUISHED P**

*In-kind Gifts*

<table>
<thead>
<tr>
<th>Amount</th>
<th>Collections</th>
</tr>
</thead>
<tbody>
<tr>
<td>$2,000 - $3,499</td>
<td></td>
</tr>
<tr>
<td>$10,000 - $24,999</td>
<td></td>
</tr>
<tr>
<td>$250 - $499</td>
<td></td>
</tr>
<tr>
<td>$1,000 - $1,999</td>
<td></td>
</tr>
<tr>
<td>$50,000 - $99,999</td>
<td></td>
</tr>
<tr>
<td>$1,000,000 - $1,999,999</td>
<td></td>
</tr>
<tr>
<td>$100,000 - $249,999</td>
<td></td>
</tr>
<tr>
<td>$2,000,000 - $3,499,999</td>
<td></td>
</tr>
<tr>
<td>$5,000,000 - $9,999,999</td>
<td></td>
</tr>
<tr>
<td>$10,000,000 - $19,999,999</td>
<td></td>
</tr>
<tr>
<td>$20,000,000 - $49,999,999</td>
<td></td>
</tr>
<tr>
<td>$50,000,000 - $99,999,999</td>
<td></td>
</tr>
<tr>
<td>$100,000,000 - $249,999,999</td>
<td></td>
</tr>
</tbody>
</table>

**HONORED P**

*In-kind Gifts*