



Central Ohio Chapter

Summer 2011

DEVELOPMENT digest

Fundraising is the gentle art of teaching the joy of giving.

—Hank Rosso

FREE AUDIO CONFERENCES: *A Member Benefit*

Members may bring their CEO, Development Chair or a fundraising volunteer, but reservations are required. Audio conferences are held from 1:00 - 2:30 p.m. at Grace Brethren Church, Long Distance Learning Lab, Room 208, 8225 Worthington-Galena Rd, Westerville. The Learning Lab is on the northwest side of the building. (Directions: <http://www.gracebrethren.org/contact/direction.html>). RSVP to centralohioafp@cs.com or call the Central Ohio AFP RSVP hotline at 614-572-0955.

June 21 – Starts at 3pm

How to Raise More by Selling Your Impact

This webinar teaches nonprofits how to convert their good work into high value outcomes and how to identify a new set of stakeholders who directly value and are willing to pay for those outcomes. Presenter, Jason Saul is one of the nation's leading experts on measuring social impact. He is the founder and CEO of Mission Measurement LLC, a strategy consulting firm that helps corporations, nonprofits and public sector clients to measure and improve their social impact.

July 13

When Raising Money, Ten Legal Matters to Avoid

This session will consider ten key legal topics of concern to the fundraising professional and their organization. Participants will learn about key principles related to IRS requirements, Federal and state laws that affect fundraising, AFP ethical guidelines, board governance and oversight. Presenter, Marty Martin, JD MPA, Martin Law Firm, Raleigh, North Carolina, focuses his practice on providing legal services and training related to nonprofit and tax exempt organizations.

August 24

Raising More Money from Your Business Community

In this webinar, Lynda Lysakowski, ACFRE, will discuss how to approach corporate leaders, how to motivate them to become involved in your organization, and how to develop a corporate appeal. At the conclusion of this session, participants will be able to: list the ways corporations and businesses can get involved in their organizations, list the things corporations are looking for in a nonprofit organization and outline the structure for a corporate/business appeal using volunteers.



So you want to be a CFRE?

The Central Ohio AFP Chapter will host the CFRE Review Course on August 8 & 9, 2011 at the Bishop James A. Griffin Student Center on the campus of Ohio Dominican University located at 1216 Sunbury Road, Columbus. The two-day, intensive program will provide an overview of skills, techniques, and fundraising program components for those with at least five years of fundraising experience. The course was developed for intermediate-level fundraising professionals who want a quick and comprehensive overview of fundraising principles, at a step above the fundamental level. Cost is \$390 for AFP members and \$500 for non members.

Visit the Central Ohio AFP website www.centralohioafp.org for more information.

Call for Board Nominations

Interested in serving your profession at the local level? The Central Ohio Chapter of AFP is currently seeking nominations for those interested in serving on the Board of Directors for the 2012 calendar year. There are many opportunities to become involved in a manner that meets your interests and availability. To learn more, please contact Lori Overmyer, CFRE, Nominating Committee Chair at lori@goettler.com.



Welcome New Members!

Our Chapter is growing! Over the past year, our Chapter has experienced a net gain of 18 members. The Central Ohio Chapter of AFP is pleased to welcome the following new members, who joined our Chapter in February, March and April, 2011.

Sarah Bednar, Development Manager, LifeCare Alliance

Debbie Boggs, Executive Director, FCMH Foundation

Brenda Chakeres

Susan E. Davis, Director of Development, Homeless Families Foundation

Denise L. Gregory, Coordinator of Alumni & Retiree Affairs, Shawnee State University

Dr. Jane Hamblin, CAE, Executive Director, Mortar Board National College Honor Society

Ernestine L. Jackson, Development Director, St. Joseph Montessori

Steven Moore, Associate Director, Donor Relations, The Columbus Foundation

Edward J. Pauline, Director, The Ohio State University

Paul Quinn, Director of Development & Marketing, Ohio Eastern Star Home

Terri Rowe, Development Officer, Lutheran Social Services of Ohio

Richard Shafer

Joni Staggs, Development Coordinator, Adena Health Foundation

Matt Ward, Director of Development, Ohio University



SAVE THE DATE

National Philanthropy Day

Tuesday, November 22, 2011

Central Ohio Celebration, "Every Gift Tells a Story"
Columbus, A Renaissance Hotel

2011 exec board

- ▶ **Adam Burk, CFRE**
Chapter President
Columbus Museum of Art
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- ▶ **Laurie Beth Sweeney, CFRE**
Secretary
Columbus College of Art & Design
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- ▶ **Christie Vargo**
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- ▶ **Pam Glasgow**
VP of Communications
OhioHealth Foundation
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- ▶ **Dale Arnold**
VP of Education
Ohio Farm Bureau Foundation
614.246.8294
- ▶ **Lori Hunter Overmyer, CFRE**
Past President, Every Member Campaign Chair
Goettler Associates, Inc.
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2011

National Philanthropy Day honorees

- Outstanding Philanthropists – **Anne and Noel Melvin**
- Outstanding Volunteer Fundraiser – **Beth Crane**
- Outstanding Volunteer Fundraising Group – **Friends Helping Friends**
(An Adult Day Civic Engagement Group)
- Outstanding Large Corporation – **Time Warner Cable**
- Outstanding Small Corporation – **Fahlgren**
- Outstanding Fundraising Professional Award – **Lori Hunter Overmyer, CFRE**
- Outstanding Youth In Philanthropy – **Sammy Crozier, Chasing Hope**
- Judges' Award – **Osteopathic Heritage Foundations**

Summer Education Calendar

Meet new fundraising friends and get reacquainted with your colleagues at the upcoming summer education luncheon programs. Please note the locations. Registration begins at 11:30am. July and August programs are brown bag lunches and free to all, but registration is required.

July 11: Summer Brown Bag Lunch

Noon – FREE

Ethical Issues in Fundraising

Location: Columbus Foundation, 1234 East Broad Street, Columbus, OH 43205

Facilitator: Carolyn Caldwell, Principal, Raising Awareness, Raising Funds, LLC, Columbus, Ohio. Carolyn has been working in helping non-profit organizations to create fundraising events and effectively create grant proposals that reflect their organization's mission and service activities.

Program participants will have the opportunity to participate in several mini sessions, each focusing on an aspect of the main program theme.

Roundtable Mini Session Topics and Discussion Leaders include:

Solicitation of Funds - Norma Sexton, Director of Development, Columbus Museum of Art and Scott Williams, Lutheran Social Services/Faith Mission Grant Writer

Establishing Relationships with Funders - Lori Green, Director of Investor Relations at Otterbein College and Eileen Kirsch, GPC, Grant Coordinator at Ohio Dominican University

Ethical Boundaries in Planned Giving - Angela Parsons, JD, Associate Director of Planned Giving at The Columbus Foundation

Consultant Compensation - Kerri Laubenthal Mollard, Mollard Consulting, and Hal Merz, President of Paraclete Funding

Professional Obligations - Patty Lavy, President of Nonprofit Strategies; Director of Development at Edison Community College; President at Hope Community Foundation and Carol LeMasters, Senior Grant Manager at the Children's Hunger Alliance.

REMINDER: The board is here throughout your membership with AFP. Use them as a resource, guidance, and for any questions. For more information visit www.centralohioafp.org