



New Mexico Chapter

Monthly News Notice

Funders Group Presentation

The Funders Group is a consortium of corporations, foundations and other funders who make significant cash contributions to the four county area of Bernalillo, Sandoval, Valencia and Tarrant counties. Its members seek to proactively support and strengthen our community's philanthropy, and partner with nonprofits to increase their capacity and sustainability through collaboration, education, management assistance, and outreach. In addition to providing funding, members of the Funders Group also consider contributions of volunteer time, in-kind donations and services, expertise, and access to employees for their own giving, with possible corporate matches.

Funders Group Members

Lydia Ashanin, Blue Cross/Blue Shield of NM, Manager, Public Affairs; Pam Catanach, Lockheed Martin/Sandia National Labs, Program Manager, Community Development; Pamela Chavez, Don Chalmers Ford, Director, Community & Media Relations; Doug Elliott, Daniels Fund, Grants Program Officer for New Mexico; LaDonna Hopkins, United Way of Central NM, Vice President & Chief Development Officer; Nancy Johnson, Albuquerque Community Foundation, Grant Program; Director; Deanne McElroy, Wells Fargo, Director, Community and Media Relations; Leslie McNertney, Intel Corporation, NM Community Relations Manager; Linda Muhlberger, Bank of America, Bank Officer and Executive Assistant; Diane Harrison Ogawa, PNM Director, Community Relations; Executive Director, PNM Resources Foundation; Nancy Pope, Governor Richardson's Office of Faith-Based & Community Initiatives, Director; Francie Rawlins, Bank of Albuquerque, Vice President, Marketing and Public Relations; Jennifer Riordan, Citi Cards/Citigroup, Vice President, Public and Community Relations; Eve Romero, The Catholic Foundation, Program Manager; Linda Wedeen, First State Bank, Senior Vice President Strategic Marketing; Susan Wilson, Lovelace Sandia Health System, Director, Public Relations; Zizi Fritz, Presbyterian Healthcare Foundation, Executive Director

Table Topics and Funder Facilitators:

What Does "NO" Really Mean? - Eve Romero; How Funders Evaluate Proposals – Diane Ogawa; Do's and Don'ts for Grant Proposals (includes e-tech) – Leslie McNertney; Do's and Don'ts for Grant Proposals (includes e-tech) – Catherine Conran, PNM Resource Foundation; Do's and Don'ts for Sponsorships – Francie Rawlins; Do's and Don'ts for Sponsorships – Linda Wedeen; Special Events and Friendraisers – Jean Block, Jean Block Consulting; Special Events and Friendraisers – Zizi Fritz; How to Put Together a Budget for a Funding/Sponsorship Proposal – Pamela Chavez; What Funders Want to Know About Your Agency/Proposal – Nancy Johnson; How to Match a Funder's Needs & Priorities with Recognition and Benefits – Susan Wilson; Accountability and Results: Did You Do What You Said You Would? – LaDonna Hopkins; Preparing for Site Visits from Grantmakers – Monica Hussey, PNM Resource Foundation; Non-Cash Partnerships: Exploring In-Kind Contributions and Services – Pam Catanach; Partnering with Funders Through Volunteer Opportunities – Lydia Ashanin; Faith Based and Community Initiatives: Accessing Federal Funds – Nancy Pope; What's on Your Mind? Open Topic Table – Deanne McElroy.

**Thursday, January 12, 2006 ~ 11:30 a.m. to 1:30 p.m.
(registration at 11:00)**

Sheraton Uptown, 6815 Menaul NE, Albuquerque

For: Development staff, Executive Directors and Board members.

Cost: Luncheon cost for this meeting will be \$18 for AFP members and \$22 for non-members.

Advance reservations required by 10am the Monday prior to the luncheon. If you have not RSVP'd by that time, we cannot guarantee you a seat. If you RSVP'd but cannot attend, please cancel your reservation by 10am the Monday prior to the luncheon, or you will be billed.

(AFP members are individuals, not organizations, who have paid their annual dues.)

Mail your check (payable to AFP) to: AFP, c/o Albuquerque Community Foundation,

PO Box 36960, Albuquerque, NM 87176, or contact Tina Flynn at 883-6240 or

flynn@albuquerquefoundation.org.

When you RSVP, please indicate if you are an AFP member and

if you would like to order a vegetarian dish.

2006

Meeting Schedule

January 12, 2006

February 9, 2006

March 9, 2006

April 28, 2006

Combined Meeting with New Mexico Planned Giving Council
"Legacy Day" Luncheon

May 11, 2006

June 8, 2006

No Meeting in July

August 10, 2006

September 14, 2006

October 12, 2006

**November
Philanthropy Day
(date to be announced)**

December 14, 2006

**AFP NM Website
www.afp-nm.org**

AFP and NM Planned Giving Council Audio-Conferences

Join us for the next teleconference sessions for an opportunity to learn from and interact with experts in fundraising. The AFP sessions qualify for 1.5 points toward CFRE education requirements. Many of the NMPGC sessions qualify for 1.5 CE credit hours from the Certified Financial Planner Board of Standards, Inc. There is no charge for AFP and NMPGC members. Non-members pay a small fee per session at the meeting. Advance registration is required and appreciated. Seminars are 11:00am - 12:30pm.

Free to AFP & NMPGC Members \$25 all others

Association of Fundraising Professionals Virtual Seminars meeting at United Way, 2340 Alamo SE. RSVP to ladonna@uwcnm.org.

JANUARY 10, 2006, TUESDAY, *Create and Shape Your Volunteer Dream Team!* Linda Lysakowski, ACFRE

FEBRUARY 7, 2006, TUESDAY, *Ask - Anyone for Any Amount for Any Purpose!* Laura Fredricks, JD

APRIL 19, 2006, WEDNESDAY, *Leading Up: Transformational Leadership for Fundraisers*, Lilya Wagner

MAY 9, 2006, TUESDAY, *Achieving Donor Loyalty*, Adrian Sargeant

JUNE 7, 2006, WEDNESDAY, *Endowment Building: Starting on a Firm Foundation*, Diana S. Newman, CFRE

JULY 11, 2006, TUESDAY, *Strategic Planning to Lower Fundraising Costs and Boost Revenues (Fundraising strategic planning)*, Mal Warwick

AUGUST 9, 2006, WEDNESDAY, *Corporate Friends, Corporate Partners, Corporate Funders: Getting Corporate Support Right!*, Gene Scanlan, Ph.D., CFRE

DECEMBER 5, 2006, TUESDAY, *What Fundraisers Need to Know about Budgets & Financial Statements* **WEBCONFERENCE (AUDIO + WEB)**, R. Barkley Calkins

NCPG Virtual Seminar Schedule meeting at NM Baptist Foundation Conference Center, 2517 Wyoming Blvd NE. RSVP to Lee Black @ lee@nmbf.com.

JANUARY 18, 2006, WEDNESDAY, *Making Planned Giving Work for Business Owners*, Jonathan D. Ackerman, Law Office of Jonathan Ackerman LLC, Owings Mills, MD

MARCH 15, 2006, WEDNESDAY, *Complex Charitable Real Estate Gifts: Issues and Solutions*, Charles O. Mahaffey, Jr., Wachovia National Center for Planned Giving, Winston-Salem, NC & Allen F. Thomas, Devereaux Foundation, Villanova, PA

MAY 17, 2006, WEDNESDAY, *The Good, Bad, and Ugly: Insights Into Your Marketing from Insiders*, Kevin Johnson, Retriever Development Counsel, LLC, Portland, OR

JULY 19, 2006, WEDNESDAY, *Getting to Yes! A Guide to Understanding and Communicating with Our Elder Citizens*, R. Jay Ribble, American Red Cross, San Antonio, TX

SEPTEMBER 13, 2006, WEDNESDAY, *Managing Donated Life Insurance Policies*, John Elbare, Florida Philanthropic Advisors, LLC, Lutz, FL

Don't forget we will be going paperless next month! Please send your email information to Tina Flynn at tflynn@albuquerquefoundation.org ASAP.

Welcome all to a brand new year for the AFP-New Mexico Chapter.

I am humbled and delighted to serve as your president this year, but following in the footsteps of Pam Hurd-Knief will be a challenge, indeed. We owe her a tremendous debt of gratitude for a stellar year, as evidenced by her taking the chapter through the International's Ten Star process and for serving as lead on the successful nomination of Stanley Weinstein, ACFRE, for the AFP International Association's Outstanding Fundraising Professional for 2006. I am ready for the challenge and am counting on each and every one of you to ensure that AFP New Mexico continues to thrive.

Eileen Casey Cook, President.

AFP Board of Directors

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tflynn@albuquerquefoundation.org

Free to AFP Members Only!

January 19, 2006

5:00-7:00pm

Sheraton Uptown

Our guest speaker will be Tod Novak

Presenting on the topic of.....

"What kind of bird are you?"

An eagle, dove, owl or perhaps you're a peacock....

Learn how these birds can help you identify ways in which to approach donors successfully.

Please RSVP to Michelle Bishop-Couch @ 514-7448

By January 10, 2006

Paying for Luncheon Meetings - We now accept Visa and MasterCard as a form of payment for the luncheons. You may now register and pay on-line at www.afp-nm.org.

Membership - Interested in becoming a member of AFP? Please contact Michelle Bishop-Couch, 514-7448 and find out the wonderful benefits of joining.

Community Table - Do you want to advertise an event you are planning or a service you offer? Bring information to the monthly luncheons to leave on our community table for others to pick up.

Upcoming Meeting

Ethics Education Committee Presentation AFP NM February 9, 2006 Luncheon Meeting

Ethics: *Inspiring Confidence in Your Organization through Integrity in the Community Workplace*

What determines an ethical organization? Paul Hopkins, Executive Director of the Samaritan Counseling Center, will anchor a discussion using the Samaritan Counseling Center's award process as a focus to examine the structure and rationale behind the Center's annual *Ethics in Business Awards*. Paul will be joined by Duffy Swan, currently President/COO of French Mortuary, Inc., and Anne Haines Yatskowitz, President/CEO and one of the principal founders of ACCION New Mexico. Duffy and Anne have been involved with the *Ethics in Business Awards* in various roles and will assist Paul in analyzing ethical fundraising as an integral part of the fabric of an ethical organization and its success or failure in the community.

Professional Development/Scholarships: Beginning in April, 2006 those wishing to take the **CFRE exam** will be able to do so via computer at any one of 300 testing centers in North America. Candidates will continue to apply for in the usual manner to CFRE International for certification, but once approved will make their own reservation for a personal testing. For more information go to the CFRE web site www.imakenews.com/cfre or call Susan Simons, CFRE at 277-3217.

Interested in posting NM job listings? Email to mjbarber@casaesperanzanm.org by four weeks before next meeting. Be sure to check out job postings on website: www.afp-nm.org

All Faiths Receiving Home, Associate Director for Annual Giving: Responsible for planning and implementing annual giving program, including two direct mail campaigns, prospect identification, cultivation, personal solicitations and donor stewardship. Works with corporate and individual donors, as well as board members, volunteers, vendors and other staff. Must have significant experience in Development or Marketing/Communications. Salary range: \$45000-\$60000, depending on experience. EOE.

New Mexico Media Literacy Project, Executive Director: Join a growing, dynamic media literacy organization in one of the country's most beautiful areas, Albuquerque, New Mexico. The Executive Director is responsible for leading and guiding the organizational and programmatic vision of NMMLP by implementing its strategic direction; supporting its long-term growth and financial stability; providing strategic vision/leadership of resource development and programming; managing finance, operations and administration; overseeing/growing fundraising strategies; hiring/directing/supporting program and operations staff; serving as primary staff liaison to the departments and staff of Albuquerque Academy, NMMLP's parent organization. See www.nmmlp.org for more details. Requirements: Bachelor's degree and 3+ years of media, arts, or nonprofit management experience, preferably in a creative and team-oriented environment; Demonstrated business, financial, and strategic planning skills; Proven ability to raise funds and develop resources; Skilled manager, negotiator and mediator with strong interpersonal, team-building skills; Excellent written and oral communication skills; Knowledge of institutional image-building and relationship-building, marketing, and external relations. Bilingual preferred. NMMLP is an equal-opportunity employer and strongly encourages people of color, candidates with disabilities, women, and persons from the LGBTQI community to apply. Send cover letter and resume to: Non-Profit Personnel Network; 29350 Southfield Road, Suite 119, Southfield, MI 48076. NPPN@prodigy.net.

Return Service Requested

New Mexico Chapter



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