



February 21, 2008

Annual Funders' Luncheon

**10:30 am to 2:30 pm
Embassy Suites**

Meet funders, learn their philosophies, receive the 2008 updated Funder's Matrix and participate in three table topic sessions

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| 10:30 | Registration, networking |
| 10:45 | Welcome & introductions |
| 11:30 | Self Serve from Buffet, |
| 12:00 | Table Topics: Session 1 |
| 12:35 | Table Topics: Session 2 |
| 1:10 | Table Topics: Session 3 |
| 1:45 | Q & A with Funders |
| 2:15 | Wrap up and Evaluations |

**Remember:
This is an extended luncheon, to register online:**

www.afp-nm.org

SAVE THE DATE:

**March 13th luncheon:
Ethics Education
featuring Chris Kenny**

The Link-AFP Newsletter

President's Greetings:

Welcome to 2008! Before we get too far into the year, I'd like to share my story with you and how I became your 2008 President. I joined AFP in 2002 as a brand new fundraiser. I had come from the private sector and never been paid to raise money for anything in my life. One of the first things my predecessor suggested I attend an AFP International Conference. The next one was being held in Toronto, so I got approval to go without knowing what to expect. There was training, a vendor or a plenary session for anything and everything I needed to know to run a Development shop. I came back from Toronto on Fire and started attending the NM chapter lunches. I found the networking to be the most beneficial piece and began to build relationships with fundraisers that had been fundraising in New Mexico for many years. They were helpful and willing to answer my questions or point me in the right direction. The chapter education programs provided information on being an ethical fundraiser, new techniques, access to New Mexico funders and so much more! One of the most profound things the chapter brought was the AFP Donor Bill of Rights. It clarified for me that I have a responsibility to not only serve the needs of my organization but also that of my donors.

I've served the chapter for the last five years and am really excited to be your Chair. We have a year of great education, programs, mentorship, certification opportunity's and networking lined up for you. Because of our commitment to diversity we will be reaching out to communities all over the state with our mission of advancing philanthropy. We will be finding ways to serve our newest fundraisers to those who have raised millions of millions of dollars and all of us in between.

We welcome you all to come and get involved in the New Mexico Chapter. As a professional fundraiser, you are important to New Mexico's well-being. The organizations we serve depend on us. And their clients depend on them. The bottom line is this - our jobs make life better for people in New Mexico.

Our welcome sign is out, and our door is open. Let us know how we can serve you better and provide you the tools you need to be the best you can be.

**Felicia Griffin
2008 President, AFP-NM**

Register for the [45th International Conference on Fundraising](#),
March 30 to April 2, 2008, in sunny San Diego, California

- 142 [educational sessions](#) in 20 tracks
- Networking with thousands of your peers – professional fundraisers and nonprofit executives at [events](#)
- The always popular [Distinguished Speaker Series](#) featuring leading presenters on leadership, management, marketing and philanthropy.
- The [Exposition on Fundraising and Philanthropy](#) featuring 250 exhibitors
- Exciting and motivating [plenary speakers](#).

Sunday, March 30, 2008 Monday, March 31, 2008 Tuesday, April 1, 2008

Author, Kevin Carroll
*Rules of the
Red Rubber Ball*

**World-renowned
conservationist,
Jane Goodall, Ph.D.**

**Musician, entrepreneur,
humanitarian,
Bob Geldof**

[Keys to Unlocking Successful Volunteer Programs](#)-3rd Annual Conference in Volunteer Management
Wednesday, March 5, 2008

KEYNOTE: Kate Forbes. National Chair of Volunteers of American Red Cross

2008 Legislative Session News:

The New Mexico Association of Grantmakers (NMAG) has engaged Linda Siegle to monitor the legislative session for issues that may affect nonprofits in the State. As part of the closure of NGO New Mexico and transition of some of its functions, NMAG has at least temporarily taken responsibility for following and keeping you informed about public policy. As you know, this year's session is only 30 days, but is chocked full issues that may impact your organizations.

We have formed a Public Policy Committee to advise us on any issues that may arise affecting nonprofits. At its first meeting last week, the Committee decided not to organize Nonprofit Day at the Legislature this year, but to spend more time planning it for next year. Our thanks to Attorney General Dr. Gary King, who had agreed to speak on nonprofits behalf this year. We've asked him to take a rain check.

Budget:

This year the state is very tight in new or recurring dollars to expand any state supported services. Last year at this time, we had over \$600 million of new dollars for addressing our State's needs. Today that number has declined to only \$368 million. Already Medicaid needs over a \$141 million. Public education and higher education must have increases, not to mention the Corrections Department and Department of Health. Roads and the new Rail Runner systems need hundreds of millions.

Those of us requesting funds to expand various programs are not going to see much increase this year. The reason is the economy. Tax revenues are still very high for oil, but personal income taxes and new housing construction is down. The 2003 personal income tax cut phase has finally caught up with us dramatically reducing our state revenue. Still, we are one of the few states around us not running a deficit.

February 21-Funder Forum Table Topics

FUNDING OPPORTUNITIES:

Do's and Don'ts for Sponsorships
Deanne McElroy, Wells Fargo & Johnese Turri, Land America Title Company

"E" or Web-based Fundraising/Funding
LaDonna Hopkins, United Way of Central NM

Accessing Federal Funds
Nancy Pope, Governor Richardson's Office of Faith Based & Community Initiatives

Do's and Don'ts for Grant Proposals
Nancy Johnson, Albuquerque Community Foundation

How to make Site Visits Effective
Jennifer Mastropolitto, United Way of Central New Mexico

What Funders want to know to evaluate your Agency & Proposal?
Diane Ogawa, PNM and PNM Resources, and Wendy Lewis, McCune Charitable Foundation

Accountability and Results: Did you do what you said you would?
Pam Catanach, Lockheed Martin/Sandia National Labs

BUILDING RELATIONSHIPS

Do's and Don'ts for Building Relationships
Rita McCusker, Daniels Fund & David Ruiz, Bank of America

Partnering with Funders through Volunteer Opportunities
Kristin Sabolcik, PNM Resources and Natasha Martell, Intel

Developing Relationships with Non-corporate Funders - Family & Private Foundations
Steve Rasmussen, Messengers of the Healing Winds

Matching Funders Priorities with Recognition
Becky Kenny, Blue Cross Blue Shield of NM

Marketing that Supports Fundraising
Kelli Cooper, Albuquerque Community Foundation

February Featured Board Member: Charles Lowery, II, Executive Director, NM Jazz Workshops, AFP Diversity Chair:



Charles W. Lowery II, B.S., M.A. has been the Executive Director of The New Mexico Jazz Workshop since January 2007. From November 2003 through October 2006, Mr. Lowery was the Domestic Violence Project Coordinator for Legal Forms and Courthouse Services in Albuquerque. He was the Executive Director of Haven House, Inc. - Domestic Violence Shelter in Rio Rancho - from October 2000 thru June 2003, and is a former Commissioner on the New Mexico Victim Rights Commission. Charles holds a Bachelor of Science degree in Vocational Education Studies from Southern Illinois University at Carbondale; a Master of Arts degree in Human Resources Development & Management from Webster University; and a Master of Arts degree in Business from Webster University.

Charles retired from The United States Air Force in 1992 as a Master Sergeant after serving 24-years on active duty. During his enlistment, Charles received many honors, awards, and decorations. Among those include, National Defense Medal with Bronze Service Star, Humanitarian Service Medal, Air Force Commendation Medal, and Meritorious Service Medal with Oak Leaf Cluster. In October 2007, Charles was appointed by Governor Bill Richardson to serve on the New Mexico Music Commission. In January 2008, Charles was nominated to serve on the Board of Directors of the New Mexico Chapter of The Association of Fundraising Professionals.

Charles has a deep, passion for jazz music going back as a youth growing up in Washington, DC listening to jazz DJ, the late Felix Grant, on WMAL.FM Radio. Charles grew up playing the violin and clarinet in school bands. He is an avid gardener, and enjoys mountain biking, hiking, and cooking. His plans include building a new house near the Bosque to accommodate his extensive Jazz Record and CD collection, his growing wine collection, and horses for riding.

AFP February Web Conference

Listening to Donors: Essential Skills for the Win-Win Ask

February 19, 2008, 11am at United Way of Central New Mexico

This conference will focus on techniques and tools to broaden your organizations understanding of major gift donors, and is designed for senior level fundraisers with 7-9 years experience.-register: www.afp-nm.org or marjohnsonafp-nm@comcast.net

Join us for a live, 90 minute session and gain 1.5 Credits towards your CFRE!
Thank you to our sponsors the Association of Fundraising Professionals and the Center for Non Profit Excellence.

Free to AFP and NMPGC members, 15.00 for guests.

To register: marjohnson-afpnm@comcast.net or www.afp-nm.org

AFP JOB POSTINGS:

University of New Mexico-Senior Development Officer

The Senior Development Officer plans, implements, and directs a comprehensive development program utilizing a professional team of fundraisers and part-time associates, reports jointly to the Dean of the College and the Associate Vice President for Development at the UNM Foundation, and works closely with faculty, university administrators, fundraising colleagues at other UNM units, and high-level volunteers. This person will manage a portfolio of individual and major gift prospects, in accordance with the performance targets set by the UNM Foundation Office. The successful candidate will have a broad exposure and demonstrated success in all facets of fundraising, soliciting, and closing major gifts of \$100K and above. In addition, the successful candidate must have demonstrated evidence of leadership, commitment to teamwork, creativity, exceptional judgment, integrity and sincerity. The candidate will have strong organizational, interpersonal, and communication skills as well as the ability to work collegially and effectively with deans, directors, faculty, staff, alumni, volunteers and community leaders. This posting will remain open until a qualified applicant is identified. In order to provide a minimum posting period, it will not be closed before Jan-31-2008. After this date, the department will continue to accept and review applications as long as the posting remains open. Employment contracts are typically subject to review and renewal on an annual basis. For full job posting including minimum and preferred qualifications, deadlines and instructions for applying please visit <http://jobs.unm.edu>

Big Brothers Big Sisters of Central New Mexico-Chief Development Officer

Develop and implement plan to identify, qualify, cultivate, solicit and stewarding individual, foundation and corporate potential donors capable of giving annual and major gifts; manage portfolio of over 150 prospective donors; manage fund development staff; build and staff Board Fund Development Committee; supervise donor stewardship, research, and information systems. Key elements of the agency fund development program include: donor acquisition and fund-raising events (including Bowl for Kids Sake); an annual giving program (utilizing the BBBSA-sponsored Fund Development Tool Kit); major gifts from individuals; and corporate and foundation giving. Includes: donor stewardship; gift entry and acknowledgement; and database management. As an individual contributor, the CDO is responsible for identifying, qualifying, cultivating, soliciting, and stewarding prospects from all sources capable of giving \$50,000 and more over time and for cultivating and soliciting individuals capable of giving \$1,000+ annually. To apply for the position of Chief Development Officer (CDO) please e-mail a cover letter and resume to: resume.bbbscnm@bbbs.org. In your cover letter, specify for which position you are applying, and list a salary history (required to be considered).

APS Education Foundation-Development Manager

The Development Manager will be directly responsible for corporate giving and grant development. Assist the Executive Director of the APS Education Foundation in implementing a comprehensive fund raising program for the Albuquerque Public Schools District including; identifying, cultivating, and soliciting gifts from individuals, alumni, corporations, and foundations. Three years of demonstrated experience in fund raising, Bachelor's degree, grant writing and proposal development, excellent communication skills and results oriented. Contact the Albuquerque Public Schools Human Resources office, classified staffing or go to the APS website - www.aps.edu

ARCA-Development Director

Plan, develop and execute strategies for obtaining private donations. Identify, cultivate and solicit major gift prospects (individuals, corporations and foundations). Work with Foundation Board to develop strategic plans establishing and executing fundraising goals.

- BA degree
- Minimum of 5 yrs experience with progressively responsible fundraising experience.
- Must have demonstrated evidence of success with fundraising drives, capital campaigns and planned giving programs.
- Knowledge of computer applications including word processing, database systems and computer applications.

Fax resume to (505) 332-6873 or email to nkelley@arc-a.org

Mail or drop off: 11300 Lomas Blvd NE Albuquerque, NM 87112