



The Campaigner

Issue: # 3

March 2010



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Letter from the President

March 2010



Fundraising is full of buzz words. Seems like everywhere you turn people are talking about transparency, moves management, stewardship and social networking.

One buzz word that we have adopted from the for-profit sector is the "SWOT Analysis". And while it sounds very militaristic, it simply means an exercise intended to identify Strengths, Weaknesses, Opportunities and Threats. It is an eye-opening planning tool that identifies an organization's current position and environment.

Your AFP Charlotte chapter board of directors recently did their own SWOT Analysis and had a frank discussion about what our chapter does well, and what we need to do better. This discussion set the stage for identifying four main strategic goals for our chapter.

Strategic Goal #1 is targeted at ensuring your AFP chapter is preparing for future growth and balance:

Goal #1- Strengthen and improve the chapter's structure, effectiveness and financial stability.

We have since analyzed the configuration of the board and created a new structure with the intent to make our work more productive and accessible to our members. Our objective is to expand the board so that we may focus further energy on areas important to you and to the chapter such as CFRE

Upcoming Meetings

March 17, 2010

**Paying It Forward:
Youth Philanthropy in
North Carolina:** Eric
Rowles

May 17, 2010

[Major Gifts Affinity Group](#)

2010 Board

President

Doug Hartjes, CFRE
Chief Philanthropy
Officer
Crisis Assistance
Ministry

President-Elect

Amy Tribble
Director of
Development
Council for Children's
Rights

Vice President,

certification, diversity, affinity groups and membership benefits.

I hope you will keep in mind that your AFP chapter is only as good as we - the members - make it. There are openings on several committees that support the strategic directions of the chapter. I hope you will [email me](#) with your area of interest.

Doug Hartjes, CFRE
President, AFP Charlotte

March Meeting

March 17, 2010 11:30 am

Paying It Forward: Youth Philanthropy in North Carolina

There is an unprecedented movement of youth philanthropy in North Carolina, and high school students throughout the state are engaging in community grantmaking to the tune of \$230,000! Come learn more about the North Carolina Youth Giving Network, and specifically the work of youth philanthropy programs in 20 different communities. Participants will also find out how they can bring this innovative and powerful program to the youth in their community.

Eric Rowles, President/CEO of Leading To Change, Inc, is a nationally recognized trainer, speaker, and consultant whom has worked with over 130,000 youth, adults, administrators, professionals, and policy makers within the past 15 years. His energetic and innovative training and presenting skills, coupled with his advanced degrees in curriculum development and design, have lead to the creation of Leading To Change, Inc.



[More Information or to Register](#)

Board Member Profile

Michelle Hamilton, CFRE, VP of Membership

Michelle Hamilton, CFRE is one of those fund raisers who has been in development her entire 18-year career! In her words, "this is where I started and where I've always wanted to be. Michelle's first job was with the MS Society, SE TX chapter where she ran the country's first million dollar MS 150 bike ride.

Michelle has spent most of her career in the arts, including work at the Houston Symphony, Dayton Philharmonic and the Arts Council of Fort Worth and Tarrant County. She has a great love and respect for the volunteer organizations that are so critical to the health and life of a thriving arts organization. She continues to speak and train in this area.

Outreach/Diversity

Jenni Gaisbauer,
CFRE
Senior Vice President
of Development
Levine Museum of
the New South

**Vice President,
Membership**
Michelle Hamilton,
CFRE

Development Officer
Crisis Assistance
Ministry

**Vice President,
External Relations**
Armen S. Boyajian
Director of
Leadership Giving
Catholic Diocese of
Charlotte

**Vice President,
Professional
Advancement**
Todd W. Hartung, Jr.
Associate VP Alumni
Programs & Annual
Giving
Queens University of
Charlotte

Secretary
Jamie Hayes, CFRE
Director of
Development
Presbyterian Hospital
Foundation

Treasurer
Jennifer Sheely
Vice President of
Development
Holy Angels
Foundation, Inc.

Past President
Beth Fischer, JD,
CFRE
Director of
Development
Belk College of
Business, UNC
Charlotte

Programs
Tamara Brainerd,
CFRE
Vice President,
Operations, Junior
Achievement of
Central Carolinas



This is Michelle's third AFP chapter and second board. Michelle has this advice for AFP members:

"The greatest benefit of AFP membership is what it offers each of us in terms of career development -- attend every meeting you can, regardless of whether you think the topic pertains to your own organization or job at the moment. If you are committed to a career in fundraising, approach each AFP program as an investment in your long-term success. That change in mind-set can make a huge difference in your future as a development professional. It certainly did for me."

Michelle's work at Crisis Assistance Ministry is her first in social services and she finds it very fulfilling. She has been in Charlotte a little more than two years and feels that we are fortunate to live in a caring community where people are willing to come to the aid of their neighbors, whether that neighbor is a family living in poverty, a child for whom hunger is a daily reality, or a struggling arts organization. While many of our organizations continue to struggle to serve the increased need with fewer resources, the gap would be far wider without the generosity of our community.

Michelle spends as much time as she can with her husband and five-year-old son, sailing on Lake Norman. She loves needlepoint, live music, cooking and entertaining friends. The Hamiltons also have two girls, beagles Daisy and Poppy.

[Email Michelle](#)

Chapter Award

International Friends of Diversity Designation

AFP Charlotte has been awarded the Friends of Diversity Designation from AFP International.

The Friends of Diversity designation indicates that the chapter serves as a model for all chapters to emulate in accomplishing diversity related goals set forth by AFP and chapter leadership. Our own **Kishshana Palmer Teele, CFRE**, was selected to serve on the AFP National Diversity Committee as well!



Want to be a part of this award winning committee? We welcome your assistance!

The Diversity Committee is currently focusing on 3 specific initiatives for 2010:

- Outreach to diverse professionals
- Exploring the value of Affinity groups
- Increasing awareness around issues of diversity in philanthropy

[Contact Kishshana](#) if you would like to be involved!

Mentoring

Linda Breen
Director of
Philanthropy
College of Education
UNC Charlotte

National Philanthropy Day

Sharon Harrington,
JD
Director of
Development,
College of Liberal
Arts & Sciences
UNC Charlotte

NC Philanthropy Conference Chair

Shannon Hinson
Director of Annual
Fund
Thompson Child &
Family Focus

Senior Forum

Patton McDowell
Patton McDowell &
Associates, LLC

Diversity

Kishshana Palmer
Teale - Managing
Partner, Infinite
Solutions Group

Scholarships

Kelly Lynn
Director of Development
& Community
Engagement
Charlotte Emergency
Housing

Chapter Administrator

Sharon Tripp

From AFP International



The
AFP Resource Center
maintains a number of



New Members

Welcome to our newest members:

Michael Andrews, Director of Development & Marketing, McColl Center for Visual Art

Patrick Bell

Glenda Bernhardt, Development Coordinator, The Junior League of Charlotte

Joy Braunstein, Carolina Raptor Center

Marjorie Macomber Bray, Director of Development, UNC Charlotte

Jennifer Diane Cheever, Staff Assistant, Teen Health Connection

Becky A. Dayton, VP Financial Development, Aldersgate Retirement Community

Wynn Hightower, Development Associate, Big Brothers Big Sisters of Greater Charlotte

Dave Jese-Ross Jenkin, USD Student- Graduate Studies Program, Jenkin Charitable Gift Fund

Hugh R. Mathis, Divisional Resource Development, The Salvation Army-Divisional Headquarters

Vint Tilson

topical research and knowledge blogs to assist, guide, and inform both members and non-members interested in the world of fundraising. These blogs are updated daily, and you can leave comments on what you read.

[Read More](#)

Got News? We'd like to feature news about our members in 2010, so if you have articles of interest, please pass them along to us.

[Armen S. Boyajian](#)
VP, External Relations
AFP Charlotte Board



International Conference

Join AFP in celebrating our 50th Anniversary at the 47th International Conference on Fundraising

April 11-14, 2010
Baltimore, MD



Top Ten reasons to attend AFP International Conference

1. See a legend speak at the opening session - Archbishop Desmond Tutu!
2. See other great speakers including Linda Woodruff and Peter Thum
3. Take advantage of exhibits and free giveaways from more than 100 vendors at the AFP Marketplace
4. Go to Fels Point for some of the best and most reasonably priced sushi at John Steven, Ltd
5. Try steamed (or soft shell) crabs from the Chesapeake Bay!
6. See the Baltimore Aquarium - one of the best in the U.S.!
7. Get continuing education hours to qualify for your CFRE
8. Get inspired to make changes that will enhance your career and fund raising effectiveness
9. Network with other development professionals and learn best practices
10. You can actually drive there in less than eight hours!

More than 4,000 fundraisers from around the world are expected to attend the AFP International Conference on Fundraising in the Spring of 2010. Don't miss an extraordinary opportunity to be a part of a conference about solutions, innovations and stronger connections. Choose to invest in your future, your cause's future and the future of fundraising and philanthropy. [For More Information](#)

Price Increase Reminder

To better serve our members and guests, the AFP Charlotte Board has voted to increase the costs of our monthly meetings beginning in March. The new price for members will be \$25 and the cost for guests will be \$35.

The new price was needed to ensure all monthly educational program costs were covered.

Be sure to register early for our monthly meetings. Prices increase by \$5 the Friday before the meeting, and registration closes the Monday before each meeting.

News from AFP International

February 2010

[Read](#) the new **Youth In Philanthropy** newsletter

Haiti Earthquake Relief: [AFP Responds](#)

The **AFP Information Exchange**: Free Papers From Colleagues
Membership Benefit [More Information](#)

We Want To Know

We'd like your input!

Have a suggestion for improvement? Suggestions for topics or speakers?
Please tell us!

[Submit](#)

Our Mission

Mission: The Charlotte Chapter is a member-focused professional organization that advances philanthropy by promoting effective and ethical fundraising.

We accomplish this through education and training, promoting credentialing, providing resources, networking, mentoring, advocacy and recognition.

Email Marketing by

