



The Campaigner

MARCH 2011



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The Association of Fundraising Professionals Charlotte Chapter provides its members opportunities to advance philanthropy by becoming effective and ethical fundraisers.

Professional - Inclusive - Innovative
Engaging - Fun - Collaborative



You can follow AFP Charlotte on Facebook and Twitter! During meetings, tweet using hashtag #afpctl

The Secrets of Consultants

MARCH 2ND WEBINAR - LAST CALL!

1:00 - 2:30 pm

Location: Council for Children's Rights, 601 East Fifth Street, Suite 510, Charlotte - FREE FOR AFP Members (must register) Guests \$10

How are consultants able to "make things happen" when they have no real authority? The secrets of consultants lie in influence. These secrets will empower you in leading organizational change. Or will simply help you to be more effective in your current role.. [More Information or to Register](#)

March 16th Luncheon Meeting

Fire Up Your Board! Turn Their Passion into Action



March 16, 2011

11:15 Networking 11:45 Lunch & Program

Don't delay - Our February Program Sold Out! [Registration Link](#)

Location: Crowne Plaza Hotel, 201 S. McDowell St, Charlotte, NC 28204



Wish you could create a fired-up, engaged board excited about possibilities for your organization and eager to play a part in making it happen?

Consultant and author Gail Perry, CFRE will share her Fired Up system for igniting your board's passion, energizing its culture, and putting everyone to work where you need them.

Gail Perry, MBA, CFRE Author, speaker, consultant to nonprofit leaders and boards
Learn a new approach to board governance that incorporates team-building, inspirational, motivational and psychological ideas to take your board to a whole new level, and have some fun in the process!

New Members

Welcome to our newest members:

AFP-Charlotte welcomes January's new members:

[Kelly Commerford Cobb](#)

[Lynn Ivey](#), The Ivey

Amanda Pearce, Grant CREWS

[Ralph K. Phillips](#), The Nature Conservancy

[Robin Rogers](#), Leave A Legacy Charlotte

[Libby Safrit](#), Teeb Health Connection

[Debra Mitchell Sparks](#), Council on Aging

For more info about AFP membership please contact [Brandon Prescott](#).

Headed to Chicago?

AFP International Conference

Are you planning to attend the AFP International Conference in Chicago this month? Michelle Hamilton is gathering names, and contact information of Charlotte attendees for a group dinner or get-together during the conference. **If you are planning to attend please e-mail Michelle your name, e-mail, cell number and hotel name. Include Chicago in the subject line.** See you there!

Member Spotlight

[Cassie McIntyre](#)

Manager of Civic Engagement, NC - Citizen Schools



2011 Board of Directors

EXECUTIVE COMMITTEE

President

Amy Tribble, CFRE
Arts and Science Council

President-Elect

Katie Benston, CFRE

Vice President, Membership

Michelle Hamilton, CFRE

Development Officer
Crisis Assistance Ministry

Vice President Programming

Sharon Harrington, JD, CFRE

Director of Development
College of Liberal Arts & Sciences
UNC Charlotte

Vice President, Outreach

Armen S. Boyajian

Director of Leadership Giving
Catholic Diocese of Charlotte

Secretary

Kelly Lynn

Director of Development &
Community Engagement
Charlotte Emergency Housing

Treasurer

Jennifer Sheely

Vice President
Holy Angels Foundation, Inc.

Past President. Community

Board Training

Doug Hartjes, CFRE

President

Make-A-Wish Foundation of
Central & Western North Carolina

Why did you join AFP?

I moved to Charlotte from Northern Virginia in 2008 and thought AFP would be a great way to develop relationships both professionally and personally. I was also sure that I wanted to be in the fundraising and development profession but was unsure of the particular agency or cause that I was the best fit for, I know AFP would expose me to a number of different organizations.

What has been the greatest benefit of membership for you personally?

The greatest benefit of my AFP membership has been the knowledge and exposure I have gained. I received a membership scholarship in 2009 when my organization could not financially support my involvement with AFP. In addition I participated in the mentee program and was paired with a more seasoned development professional. This relationship has opened up a number of new opportunities for me and I have thoroughly enjoyed the experience.

What would you say to other fundraising professionals who are considering AFP membership?

I'm not as seasoned of a development professional as I'd like to think I am. AFP provides you with opportunities to continue learning about fundraising and development while you are gaining experience on the job. AFP also allows you to create relationships with more seasoned professionals, these relationships have served as critical resources for myself and my organization.

Volunteers Needed! Get Involved!

NATIONAL PHILANTHROPY DAY & NC PHILANTHROPY CONFERENCE

The planning for the **2011 National Philanthropy Day** (NPD) is underway. If you are interested serving on the committee, please email [Stephanie Stenglein](#), NPD chair.

The **7th Annual NC Philanthropy Conference** is coming up on August 11, 2011 at the Sheraton Imperial Hotel in Durham - and we need volunteers from AFP Charlotte to help with a number of committees that support this event (which raises important funds for our chapter). To volunteer, please contact [Jamie Hayes](#) at 704-384-5334.

AFP Board Training

Nonprofit Training

The AFP Past Presidents recently revised the AFP Board Training as a complimentary service to local nonprofits. The presentation is approximately 45 minutes long and focuses specifically on Board responsibilities. Our past presidents affinity group will be the exclusive providers of this service and nonprofits can contact [Doug Hartjes](#), CFRE to schedule this service.

Mentoring Matters!

Volunteer Update & Testimonial

The Mentoring Committee welcomes our newest volunteer for leadership service, [Halley Cella](#)!

Halley is a current mentee of the Mentoring Class of 2011. Because of her

BOARD MEMBERS

Monthly Programs & Audioconferences, Member Events

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

and

Grace Lewis, CFRE
Regional Executive/Vice President of Fund Development
Girls Scouts Carolinas Peaks to Piedmont

Legislative Joy Paige

VP for Institutional Advancements
Johnson C. Smith University

Affinity Groups

Beth Fischer, JD, CFRE
Director of Principal Gifts
UNC Charlotte

Senior Forum & Job Opportunities

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

NC Philanthropy Conference

Jamie Hayes, CFRE
Director of Development
Presbyterian Healthcare Foundation

Scholarship

Shannon Hinson
Director of Annual Fund
Thompson Child & Family Focus

Finance & Certification

Katherine Lambert, CFRE
Executive Vice President
Girl Scouts, Hornets' Nest Council

Finance & Sponsorships

Patton McDowell, CFRE
Patton McDowell & Associates

Mentoring

Benjamin T. Mohler, CFRE
Director of Philanthropy and Development
The University of North Carolina at Charlotte

**Membership Recruitment &
Retention, Every Member
Campaign**

Brandon Prescott
Associate Director of
Development
Council for Children's Rights

National Philanthropy Day
Stephanie Stenglein
Annual Campaign and Patron
Information Manager
Charlotte Symphony

role working with membership rolls of a historical organization; Halley brings a perspective distinctly different from the current members of the mentoring program committee.

Halley's passion for fundraising is clear. When asked what inspires her work in philanthropy, she responded "first and foremost, the Charlotte Museum of History's mission, capturing and sharing Charlotte's stories, inspires my work in philanthropy. Knowing that my work ultimately helps build a learning environment and instill enthusiasm about history certainly motivates me. The generosity of our community also inspires my work. Getting to know our donors and making them feel appreciated is the best part of my job."

Halley came to the non-profit sector and fundraising as a profession in 2008. Having majored in history and served as a volunteer at a small local history museum in Chapel Hill, The Charlotte Museum of History was excited to hire her after an informational interview with the organization's President and CEO. Halley started in the development department as a development assistant and gradually took on more fundraising and development responsibilities, and eventually added the responsibilities of the director of membership.

Grace Lewis - On Mentoring



Grace Lewis, CFRE

When I joined AFP one of the first things that caught my eye as a member benefit was the mentoring program. I was new in the field and I signed up right away for a mentor. My mentor did a fabulous job and helped me more than I can say. So, I wanted to do the same for someone. This past year I volunteered to mentor and I am 3 months into the process.

I have truly enjoyed this experience. My mentee is eager to learn and I am glad to assist her in any way I can. We have had several meetings, one of which she attended my organizations Fund Development committee meeting. I look forward to the rest of the year and this wonderful opportunity to give back to a young professional.

As Vice President of Development, Grace Lewis oversees the fund development efforts for Girls Scouts Carolinas Peaks to Piedmont. She is responsible for raising funds for philanthropic support to continue to create programs and opportunities to empower local young women as they grow into adults in the council's 40-county jurisdiction.

Grace has spent more than 12 years in non-profit management and community leadership, four of which were with Girl Scouts. Her experience spans boards of directors, fiscal management, team building, volunteer development and collaboration.

Grace started her career with the United Way and she continues to be a strong supporter of the United Way mission. "United Way opened the door of philanthropy for me and I have never looked back!"

Marianne Wescoat - On Being A Mentee

I have been a member of AFP for about a year and feel that it is a very beneficial organization which offers several tools that can be used daily. My mentor,

Grace Lewis, truly has taken me under her wing. We meet monthly and I can email her at any time to review proposals or ask for advice. Grace has provided me a very beneficial learning experience by inviting me to attend her Fund Development Committee Meetings that truly have taught me first-hand, procedures and ways of dealing with day to day operations.

I believe that everyone that is new to the fundraising profession should participate in the mentor program as I believe it will be an experience that will enhance and change my future career.



Marianne Wescoat

Marianne Wescoat is the Coordinator of Development for Union Academy Foundation and has been in this position for two years. Her primary area of responsibility is to raise capital funds for school facilities.

Prior to her current role, Marianne was a kindergarten teacher for three years with Union County Public Schools and the operations manager for a millwork company for seven years. As a regular volunteer with the Union Academy Foundation's Annual Auction, Marianne made a seamless transition to the fundraising profession. By combining a passion for education with a business perspective she has been uniquely positioned for development work.

To further her career opportunities and understanding of the non-profit world, Marianne is currently working on a Masters in Public Administration through the University of Phoenix.

Our Mission

The Association of Fundraising Professionals (AFP) Charlotte Chapter provides its members opportunities to advance philanthropy by becoming effective and ethical fundraisers.



Try it FREE today.