



The Campaigner

JUNE 2011



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

In This Issue

[2012 BOARD NOMINATIONS](#)

[KARLA WILLIAMS - JUNE MEETING](#)

[NOMINATE TODAY](#)

[SCHOLARSHIPS AVAILABLE](#)

[2011 CONFERENCE](#)

[Mentoring: FAITH TRIGGS](#)

[Mentoring: NANCY McENENY, CFRE](#)

[Need a Job?](#)

[ENGAGE! We Need You!](#)

2012 AFP Charlotte Board Nominations

Get On Board! NOMINATIONS DUE TODAY - JUNE 1st 5:00 PM

AFP Charlotte seeks to assemble a diverse board that is representative of the Charlotte philanthropic community. Special consideration is given to candidates who have obtained the CFRE designation or have volunteered on an AFP committee. AFP members are encouraged to self nominate. Candidate's resume should be included with the board application.



Other than general contact information, you will be asked:

- 1) Is board candidate an AFP member?
- 2) Has the candidate served on an AFP committee?



3) What is their area of interest in serving on the board?

Download and complete a simple nomination form by clicking [HERE](#), or visit our [website](#) and click on BOARD NOMINATION tab. **All nominations must be received by 5:00 pm on June 1, 2011 in order to be considered.**

Questions: [Contact Doug Hartjes](#), CFRE

Karla Williams - June Breakfast Meeting

JUNE 15, 2011

7:45 a.m. Networking/Breakfast
8:15-9:15 Program
Location: Crowne Plaza Hotel

Asking the "Why" (a testimonial to Robert L. Payton)

Philanthropic fund raisers are the principal engineers providing power for the nonprofit sector. So important is our role, that it cannot be taken for granted. During the past 25 years, the development profession has matured; replete with sophisticated donor research, billion-dollar capital campaigns, and nana-second technology.

We have welcomed an influx of candidates from all walks of life; we learned how to court new types of donors, and we have transitioned through an economic recession. Why? What makes us the professionals we are . . . or are not? Do we live for, or on philanthropy?



Karla A. Williams, MA, ACFRE

[For more information about the program or to register](#)

[More information about Karla Williams](#)

Nominations Deadline JUNE 15th!

National Philanthropy Day Awards

NOMINATE NOW!

We are now accepting nominations for the 2011 National Philanthropy Day awards which will be awarded at a luncheon on Wednesday, November 9, 2011 at the Charlotte Convention Center. The ceremony will honor community members who change the world with a giving heart.



NEED A JOB? HAVE A JOB TO PROMOTE?

2011 Board of Directors

EXECUTIVE COMMITTEE

President

Amy Tribble, CFRE

VP of Resource Development
Arts and Science Council

President-Elect

Katie Benston, CFRE

Chief Program Officer
Care Ring

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

Don't delay! **Deadline for nominations is Wednesday, June 15.** For more information or to nominate someone, [click here](#).

If you need more information or have questions, please contact [Stephanie Stenglein](#), NPD 2011 Chair.



Scholarships Available

Apply Today!

Apply for a Scholarship for the upcoming NC Philanthropy Conference, First Course in Fundraising or CFRE Review course (August 2011 in Durham)!



The purpose of the AFP Charlotte Chapter Scholarship Fund is to promote and enhance the professional development of fund development professionals in the Charlotte area and encourage involvement and membership in the Charlotte chapter of the Association of Fundraising Professionals. The chapter is pleased to provide scholarships for educational opportunities, including

but not limited to:

- AFP Statewide NC Philanthropy Conference
- AFP International Conference
- Fundamentals of Fundraising
- CFRE Review course
- Charlotte Chapter Membership Scholarships (partial scholarships)

To download an application form, [click here](#). Contact [Shannon Hinson](#), Scholarship Chair, if you need more information or have questions.

NC Philanthropy Conference

August 11, 2011 Research Triangle Park

Vice President
Holy Angels Foundation, Inc.

Past President. Community Board Training
Doug Hartjes, CFRE
President
Make-A-Wish Foundation of Central & Western North Carolina

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

Member Events
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

Scholarships
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



Early Bird Registration is Open!! [Registration Link](#)

The 7th annual conference offers a quality continuing education opportunity for development professionals - including non-profit executive directors, development officers, marketing and communication managers, support staff, and volunteer leaders - to expand their fundraising knowledge, learn new skills they can apply in their organizations, and network with peers and industry leaders to share ideas, information and solutions. We expect 500 attendees for what is

sure to be a great event! **Featuring Keynote Speaker - Jocelyn Harmon Director of Nonprofit Services, Care2**

Registration Now Open



7th Annual

NC Philanthropy Conference

The New Face of Philanthropy: Building for the Future



**August 11
2011**

Pre-Conference Sessions
August 9-10

**Keynote Speaker:
Jocelyn Harmon**

The Sheraton
Imperial Hotel
Durham, NC

NC Philanthropy
Conference



Be on the lookout for emails or check our website periodically for further announcements:

www.ncphilanthropyconference.org

Mentoring
Benjamin T. Mohler, CFRE
Director of Philanthropy and Development
The University of North Carolina at Charlotte
The William States Lee College of Engineering

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

Mentoring Matters

FAITH TRIGGS

When I joined AFP Charlotte in late 2009, I wanted to make sure that I was joining an organization that would make a significant difference in my development and growth as a fundraising professional. So, when the opportunity arose to be a part of the mentoring program, I did not hesitate to pursue it. And, I have not been disappointed! With the support and wisdom of the local AFP team and my mentor, Nancy McEneny (Vice-President of Advancement for LIFESPAN), the past eight months have been extremely rewarding.



Most recently, I served as the director of development for KIPP Charlotte, a public charter school. Currently, I am pursuing grant

writing opportunities as a consultant. Nancy's knowledge, strategic thinking and "no-nonsense approach" has helped me to launch my "dream career" and my success and confidence continue to soar. On a mirror in my home, I have a quote that reads, "Work is our love made visible." Thanks to the AFP Mentoring Program, I live that quote as a professional, as a volunteer and as a member of the Charlotte community! [Faith Triggs](#)

NANCY McENENY, CFRE



I love to teach, guide, and advise so the AFP Mentoring Program is the perfect place for me to give back to our profession. Each year I enjoy the challenge of meeting a new mentee and working to meet their objectives. What I like most about the mentoring program is being surrounded by high energy, like minded people who are passionate about doing work that makes our world a better place. What I gain most from the program is that I develop meaningful relationships that evolve from mentor/mentee to friends!

[Nancy McEneny, CFRE](#), serves as Vice President of Advancement for LIFESPAN. She is a passionate advocate and energetic speaker and teacher about issues concerning social justice. In her current role at LIFESPAN, Nancy is responsible for overseeing strategic planning, special projects and project management, fund development and marketing.

Nancy has over twenty years combined volunteer and professional experience in the non-profit sector. She is a former president of the AFP Board of Directors and served seven years as a board member.

Webconference: How to Raise More By Selling Your Impact

JUNE 21, 2011

Date: June 21, 2011

Time: 1:00 - 2:30 PM

Location: Roman Catholic Diocese

AFP Members FREE (you must register); Guest Fee: \$10.00

Why does it cost nonprofits \$20 for every \$100 raised, when companies spend \$4 for every \$100 raised? The answer is that we may well be raising money from the wrong people. Most nonprofits focus on selling the "psychic benefits" of our work to donors and foundations who have no direct stake in our outcomes. Today, we need to offer more than "feel good" if we want to create leverage. 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. [More Information](#)

Engage!

In YOUR AFP Charlotte Chapter

we need
you



Engage!

Get more out of your AFP Charlotte membership by joining a committee or participating in an affinity group. Click the links to contact a chapter board member to learn more about these opportunities.

Marketing/Communications: Market AFP Charlotte to internal and external audiences by increasing the visibility and recognition of AFP Charlotte's work through news releases, [The Campaigner](#), and other PR that enhances our image. Contact [Armen Boyajian](#)

New Professionals Affinity Group: Meets monthly to serve those with less than 5 years of experience. This group is driven by the Board's strategic plan and our collective desire to better serve our membership. Contact [Beth Fischer](#)

Scholarship Committee: Promote and enhance the professional development of fund development professionals in the Charlotte chapter by offering scholarships for educational opportunities. Committee members review scholarship applications and award funds for trainings, conferences and chapter memberships. Contact [Shannon Hinson](#)

National Philanthropy Day: Plan and execute luncheon to honor Philanthropy in the Charlotte region. Subcommittees include: Logistics, Nominations, PR/Marketing, and Sponsorships. We meet at the UNC Charlotte Uptown campus monthly on Wednesday afternoons. (Parking is validated.) Contact [Stephanie Stenglein](#)



Try it FREE today.