



AFP Charlotte The Campaigner

The LATEST NEWS FROM AFP-CHARLOTTE

www.afp-charlotte.org

March 2009



In This Issue

[March 2009 Meeting](#)

[Let's Have Dinner!](#)

[A Survival Kit for Fundraising
in a Bad Economy](#)

[Other Upcoming Events](#)

[Join a Committee](#)

[Walk-In Policy](#)

AFP Charlotte Upcoming Meetings and Events

March 18, 2009
[Giving & Getting](#)

April 15, 2009
[Gearing up for our Capital
Campaign](#)

[See the 2009 Calendar of
Events](#)

→ **March 18, 2009 Luncheon Meeting**
Getting & Giving: Giving trends and how to
shape your development strategies around them

Extended Program

Part I: 12:15 - 1:00pm

Part II: 1:15 - 2:00pm

(Additional \$10 fee for Extended Program - Members Free!)

As so many nonprofits balance their visions of growth with the realities of limited funding, Giving and Getting explores how changes in philanthropic giving trends have reshaped the way nonprofit organizations need to compete for their piece of the philanthropic pie. Your organization will come away with a better understanding of the donor community and how to shape your effort to increase giving.

Speaker: Allan Burrows with Capital Development
COST: AFP Members \$22.00 Guests \$30.00

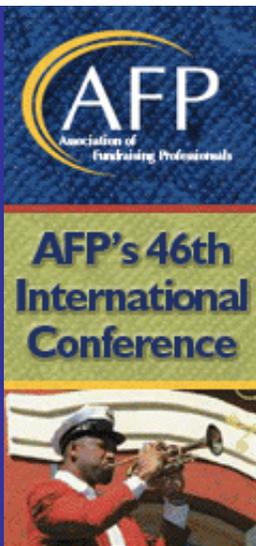
About the Presenter: Allan Burrows was named President of Capital Development Services in 1996, after 12 years with the company. Allan manages the company's marketing, operations, campaign and search divisions. In his 20+ years of fundraising experience, Allan has supervised capital and endowment campaigns throughout the Southeastern U.S. for various clients including cultural, environmental, educational, social, religious, health and human services, and economic development nonprofits. He has experience working with leadership, major gift solicitation, development and executive search in all kinds of nonprofits and has expertise in estate planning, board development, organizational strategic planning, and capital campaigns.

Click [HERE](#) to register!

→ **Monthly Meeting Price Change**

Taking effect in March, AFP-Charlotte Monthly Meeting prices will be:

- \$22.00 for Members



2009 Board Members

PRESIDENT

Beth Fischer, JD., CFRE
*Director of Development
 Belk College of Business,
 UNC Charlotte*

PRESIDENT-ELECT

Doug Harties, CFRE
*Development Officer
 Crisis Assistance Ministry*

VICE PRESIDENT

Katie Benston
*Director of Annual Support
 Hospice & Palliative Care
 Charlotte Region*

SECRETARY

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

TREASURER

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

PAST PRESIDENT

Nancy McEneny, CFRE
*Director of Community Affairs &
 Development
 LifeSpan*

MARKETING / COMMUNICATIONS

Armen S. Bovajian
*Director of Leadership Giving
 Catholic Diocese of Charlotte*

MENTORING

Linda Breen
*Director of Development
 UNC-Charlotte, Office of
 University Development*

MEMBERSHIP

Michelle Hamilton, CFRE
Consultant

EXECUTIVE REFERRAL

Todd W. Hartung, Jr.
*Associate VP Alumni Programs &
 Annual Giving*

- \$30.00 for Guests

→ Let's Meet At The Conference!



Are you going to the conference? We'd like to meet for dinner or other networking opportunities! If you are attending, please [email us](#) with your name and cell phone number so we can notify you when and where.

→ A Survival Kit for Fundraising in a Bad Economy

Updated: A Survival Kit for Fundraising in a Bad Economy

A tumultuous economy can present unique challenges for nonprofit fundraising. Looking for ways to cope? AFP has compiled a toolkit of resources to advise and guide fundraisers in tough economic times.

"Donors have a lot on their minds these days as they sit down with their personal budgets," explains Paulette Maehara, CFRE, CAE, president and CEO of AFP. "But despite the headlines about Wall Street and the financial markets, we as fundraisers should not lose sight of the fact that giving is a way for communities to pull together. While the economic forecasts are uncertain right now, what is quite certain is the capacity of people to lend a hand and support institutions of all kinds. We hope you'll use AFP as a resource in garnering vital support for your organization in what may be a wild ride over the next few months."

[Recent AFP articles and research](#)

→ Other Upcoming Events

Philanthropy Journal Webinars

March 24, 2009

Wealth, philanthropy & the family: Asking essential questions

[More information](#)

April 7, 2009

Reaching out to donors through technology

[More information](#)

→ News of Interest

Check out these articles:

- From *The Philanthropy Journal*: [Communication key to recession fundraising](#)
- From *The Wall Street Journal*: [When Donors Can't Keep Their Pledges](#)

NATIONAL PHILANTHROPY DAY
[Tiffany M. Hilson](#)

EDUCATION, ETHICS, & YOUTH IN
PHILANTHROPY
[Shannon Hinson](#)
*Director of Annual Fund
Thompson Child & Family Focus*

SENIOR FORUM
[Patton McDowell](#)

DIVERSITY
[Kishshana Palmer Teele](#)
*Chief Development Officer
Big Brothers Big Sisters of Greater
Charlotte*

SCHOLARSHIPS
[Amy Tribble](#)
*Director of Development
Council for Children's Rights*

EVERY MEMBER CAMPAIGN
[Sharon Tripp](#)
Chapter Administrator

Serving On Committee

The following committees are seeking members. Please contact these committee chairs if you are interested:

Marketing & Communications:

We trying to better market AFP-Charlotte chapter, both in-house as well as to the general public. If you have any suggestions, please e-mail - [Armen Boyajian](#), our Marketing & Communications Committee Chair, or call him at 704-370-3371.

Program Committee:

The AFP Program committee develops programs that respond to the educational needs of chapter members and others in the community. The committee shall have a minimum of 4 members and meet at least once per quarter.

The committee consists of a chair and vice-chair, a promotions coordinator and certification/webconference coordinator.

For further information or to join the Program committee, please e-mail [Shannon Hinson](#), our Education, Ethics & Youth in Philanthropy, or call her at 704-644-4392.

Membership Committee:

The membership committee is responsible for recruitment and retention of AFP members. Our goal is to help AFP Charlotte members get the most out of their membership in AFP.

For more information, or to join the Membership committee, please contact [Michelle Hamilton](#).

Walk-In Policy

Just a friendly reminder that if you plan on attending our monthly luncheons, please make every effort to register online at www.afp-charlotte.org. This allows the Chapter to plan the luncheons in the most efficient and inexpensive way possible. If you cannot register online, please send an e-mail to info@afp-charlotte.org to inform us you are planning to attend.

Stay Tuned...

AFP Charlotte's e-newsletter **The Campaigner** is your resource for the latest news. Forward to a friend & spread the word about our great organization. And stay tuned to your inbox for the latest headlines from AFP...

AFP, the Association of Fundraising Professionals, advances philanthropy by enabling people and organizations to practice ethical and effective fundraising. The core activities through which AFP fulfills this mission include education, training, mentoring, research, credentialing and advocacy.

