



The Campaigner

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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



NC Philanthropy Conference

August 11, 2011 Research Triangle Park



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**

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

[facebook.com/AFPCharlotte](https://www.facebook.com/AFPCharlotte)

Nonprofit Services, Care2

Interested in Exhibiting?

The Early Bird exhibitor fee is \$450.00 until April 30th. On May 1, exhibitor fee is \$500.00. Click [here](#) for guidelines.

Pre-conference Sessions: CFRE Review - August 9 and 10
Fundamentals of Fundraising - August 9 and 10

Interested in the CFRE Review Course or Fundamentals of Fundraising course? [Contact Dee Blake](#)

Looking for a Sponsorship Opportunity? [Contact Carolyn Brown](#), Chair

Interested in Volunteering? [Contact Oshana Watkins](#)

For more information, visit www.ncphilanthropyconference.org

A Testimonial

Susan Perry Yarber

Why did you join AFP?

I joined AFP to connect with like minds. It's reassuring to have a group of professionals who "get" my struggles and my victories!



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

Fundraising takes a lot of passion and energy which can drain your batteries - the greatest benefit is recharging with "best practices" shared by my peers.

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

AFP membership is an essential step in establishing me as a professional who adheres to industry standards and ethics.

[Susan Perry Yarber](#)

Director, Development
Alliance Credit Counseling

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.



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**

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](#)

Member Profile

Angela Lett - UNC Charlotte

As a recent transplant to Charlotte, I was very excited to see that the AFP Charlotte chapter had a mentoring program. **Josh Jacobson** has been a wonderful resource as I learn more about the city and its donors. We have discussed many different ideas and it's great to have someone with an outside perspective on the challenges and opportunities that I encounter. Josh has also been very helpful in introducing me to other development professionals in Charlotte and making me aware of many organizations that I might not have known about otherwise.



Angela Lett is the **Director of Development** for the **Graduate School at UNC Charlotte**. While her primary focus is on major gifts, she is also building up a new program and is involved in the annual fund and marketing. Angela moved to Charlotte from Boston, where she was the **Associate Director of Development** at **The Boston Conservatory**, a private performing arts school.

New Members

Welcome to our newest members:

Pamela Batchelder Johnson

Jennifer M. Johnson, Nevins, Inc.

Virginia Kelly

Catherine Serrin Niekro, Davidson College

Trena Palmer, Charlotte Mecklenburg Senior Centers, Inc.

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

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

Danielle Ruffin
Leonard Simmonds
Hendrik Jacobus van Vuuren, International House

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

Member Profile - Mentoring Matters

Josh Jacobson - Patton McDowell & Associates

As a relatively new member of Charlotte's resource development sector (since 2008), I have benefited personally from the opportunity to network through AFP-Charlotte and meet other professionals in the region. The Mentoring Program has been an opportunity for me to give back to an organization that has helped me onboard to my new community.



I am particularly pleased to have the opportunity to serve as a mentor to another transplant to the Charlotte area. I feel energized working with **Angela Lett**, a talented fundraising professional who, like me, cut her teeth in development with a cultural institution in the Northeast. And I've learned something important from working with her - I'm not really new to Charlotte anymore! Serving as a mentor has helped me realize how deeply connected I am to the region, and how

thankful I am for the relationships I've made. While our discussions have ranged from acclimating to the South to more tactical strategy and brainstorming, our ongoing dialogue is a welcomed respite and always a highlight of my busy schedule.

Josh Jacobson is **Director at Patton McDowell & Associates**, a consulting firm dedicated to helping nonprofits and charitable foundations achieve their goals. He brings more than a decade of resource development experience at several acclaimed educational and cultural organizations to the PMA team. Josh specializes in strategic positioning and tactical design, helping nonprofits develop the platform and tools necessary to support effective fundraising activities. His expertise is in strategic planning, the creation annual and capital development plans, case strategy, prospect research, grant writing and data flow analysis.

Before relocating to NC, Josh spent five seasons as **Director of Major Gifts** with **NYC's Manhattan Theatre Club**, where he raised funds to support the development of new work and world premiere theatre productions, and three years in prospect research with the **Juilliard School**. He currently serves on development committees for **The Light Factory** and the **Down Syndrome Association of Charlotte**.

April Social - Members Only

After Hours Social

Come join fellow professionals at an after hours social event. Our spring event will be held at Dilworth Neighborhood Grille. We will have yummy eats (cash bar) and we will also be having a drawing for prizes, one of which is a complimentary pass to this year's NC AFP Philanthropy Conference which is to be held on August 11th in Research Triangle Park.

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
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

Please come join us! FREE (members only) but please register so that we can get an accurate headcount.

Dilworth Neighborhood Grille
911 East Morehead St
Charlotte NC
April 28th, 2011
5:30 to 7:30



[REGISTRATION LINK](#)

News from AFP International Conference

Sharon Harrington shared the following information from the AFP International Conference held March 20-22, 2011 in Chicago:

- ✓ There will be a new membership rate for nonprofit organizations. Cost is \$2,000 for 8 memberships. The memberships stay with the organization and do not follow the person if they leave.
- ✓ On March 19, 2011, the AFP International Board of Directors approved the creation of nine new chapters-the most ever chartered at one time-including eight collegiate chapters. The total number of AFP chapters is now 222.

For more information on the Conference and AFP International see www.afpnet.org

Charlotte Nonprofit Receives Top International Fundraising Honor

Arts & Science Council of Charlotte-Mecklenburg, Inc.

Arlington, VA - The [Association of Fundraising Professionals](#) (AFP) has bestowed its highest fundraising honor, the **Campbell & Company Award for Excellence in Fundraising**, Small Category (five or fewer individuals in the fundraising department) to the [Arts & Science Council \(ASC\) of Charlotte-Mecklenburg, Inc.](#), located in Charlotte, N.C.

The award honors organizations that have developed campaigns, initiatives, projects or techniques that have grown and increased its fundraising infrastructure, program and results. The award was presented at AFP's Awards for Philanthropy Banquet during the International Conference on Fundraising on Monday, March 21, 2011, in Chicago. [Read the AFP Press Release](#)

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