



PhilanTopics

Association of Fundraising Professionals

February, 2012

Board of Directors

PRESIDENT

Kristen Berchtold, CFRE
kberchtold@arcpeoria.org
309-689-3608

PRESIDENT-ELECT

Kimberly Weeks, CFRE 309-637-1771

PAST PRESIDENT/GOVERNANCE

Mark Roberts, CFRE 309-674-8730

TREASURER

BreeAnn Hohulin 309-694-5778

ASSISTANT TREASURER

Kirstin Marshall 309-672-5740

SECRETARY

Beth Gilbert Reusch 309-692-7631

PUBLIC RELATIONS

Rich Draeger 309-655-1348

MEMBERSHIP SERVICES

Robin Ballard 309-694-8511

PROFESSIONAL ADVANCEMENT

Rachel Sprenkle 309-636-3324

EXTERNAL AFFAIRS

Emily Happach 309-687-7299

NEWSLETTER EDITOR

Kimberly Weeks, CFRE

EVERY MEMBER CAMPAIGN

Jenna Ciccirelli 309-686-7000

GOVERNMENT RELATIONS

Roger Meyer, CFRE 309-655-4874

DIVERSITY CHAIR

Shelly Smith, CFRE 309-677-3091

DIRECTORS

Mike Fifhouse 309-673-6136

Jeff Parmenter 309-637-1771

Danielle Easton 309-674-0105

Pamela Perrilles 309-669-2939

NEWSLETTER QUESTIONS?

Kimberly Weeks, CFRE
kimberlyweeks227@gmail.com

MEETING RESERVATIONS?

Beth Gilbert Reusch 309-692-7631
bgilbert@peoriaymca.org

ADDRESS/CONTACT CHANGES?

Jeff Scheirer jeffs@hoibbbs.org

Speed Networking

Get to Know Your Local Non-Profits and the People Behind Them

Have you ever attended an AFP meeting, heard the name of a local non-profit, and had not a clue what they do? Ever wonder if there are any AFP colleagues that have a specific expertise you'd like to know more about?

The February meeting of the Central Illinois Chapter of AFP might just allow you to answer these questions. Please join us for a speed networking event that will allow you face time with many members of AFP and give you an opportunity to share a few things about yourself. Much like speed dating, speed networking will allow attendees to rotate around the room and quickly (1 minute) share information with those seated across from you.

Prior to the meeting, think about your talking points are and what you'd like to learn from others. Suggested topics include; your organization's mission statement and work, your role with the organization, past experience, and what you enjoy most about fundraising.

Be sure to bring plenty of business cards to exchange!

The February 8 AFP Chapter Meeting will be held at PARC, located at 1913 W. Townline Road in Peoria. The cost is \$15 for AFP members and \$25 for guests.

Registration begins at 11:30 a.m., lunch at 11:45 a.m. and the program begins promptly at noon. A catered lunch will be provided. Please RSVP to Beth Gilbert Reusch at bgilbert@peoriaymca.org.

Directions From Bloomington:

Take I-74 West towards Peoria. Take the IL-6 N exit (Exit 87B) toward Chillicothe. Take the Allen Road exit (Exit 5). Keep right at the fork in the ramp, and turn right onto N. Allen Road. Turn left onto Townline Road; PARC will be on your left.



Check us out on Facebook!

www.facebook.com/afpcentralillinois

Speed Networking

Wednesday, February 8, PARC

Registration & Lunch at 11:30 a.m., Program 12:00-1:00 p.m.

Name: _____ Organization: _____

Address: _____ City/State/Zip: _____

Phone: _____ E-Mail: _____

\$15 per AFP member \$25 per guest Amount Enclosed \$ _____

To make your reservations for the February meeting, contact Beth Gilbert Reusch at bgilbert@peoriaymca.org.

Please send this form with a check marked "February" payable to:
AFP Central Illinois Chapter, Central Illinois AFP, P.O. Box 5323, Peoria, IL 61601.

RESERVATIONS ARE DUE BY February 1.

SPECIAL AFP SCHOLARSHIP OPPORTUNITY!

The Central Illinois Chapter of AFP is currently accepting applications for the International Conference scholarship. The AFP International Conference on Fundraising will be held in Vancouver, BC, Canada on April 1-3, 2012. The recipient will receive \$1,000 toward registration, travel and lodging expenses.

Eligibility: Recipients must be a member of AFP; Recipients must be employed as a fundraising professional or, if candidate is an executive director, a substantial amount of time must be devoted to fundraising; Candidate agrees to complete and return a summary about his or her experience.

Criteria: Priority will be given to applicants with demonstrated financial need. Priority also will be given to applicants who have demonstrated their participation in the local chapter through monthly meeting attendance or committee involvement.

Only one application for a conference scholarship from the same organization will be considered each year.

The deadline for applications is **January 31, 2012**. Applications will be reviewed at the February AFP Chapter Board meeting. Once the selection is made, the recipient will be notified ASAP.

Visit the chapter website at <http://www.afpcentralillinois.org/chapter> for additional information and to download an application.

Still have questions? Contact Mark Roberts, CFRE, at 674-8730 or via email
mark@communityfoundationci.org

AFP Membership

Robin L.T. Ballard



On behalf of the AFP Board of Directors we would like to welcome the following new member who joined Central Illinois AFP in December:

Jim Kautz

Development Assistant
PARC
P.O. Box 3418
1913 West Townline Road
Peoria, IL 61615-1621
Phone: (309) 689-3606
jkrautz@arcpeoria.org

Remember to check out the Central Illinois AFP website <http://www.afpcentralillinois.org/>
There is a **member's only** section for...you guessed it, members only. If you have forgotten the password, send me an email and I'll get it to you.

AFP members – if your name hasn't been drawn yet, please remember to **bring your business card** to each chapter meeting so you can enter into the drawing for a cool gift and the **Member Spotlight**.

If you or someone you know would like information on becoming an AFP member, please contact me (309) 694-8511 or rballard@icc.edu and I will be happy to send information or talk with you about it.

National Philanthropy Day Committee Seeking Help!

The National Philanthropy Day Committee is looking for individuals who would be willing to help with the 2012 event, to be held November 14th. The committee meets monthly, beginning in the spring. If you would like to be involved, please contact Emily Happach at 687-7275 or ehappach@chail.org.

It is also time to begin thinking of who your organization should nominate for the various NPD categories. For more information, please contact Emily Happach or Kimberly Weeks. Thank you!

Special Events Calendar

Contact Kimberly Weeks at kimberlyweeks227@gmail.com to add your organization's special events to our AFP "master" special events calendar. This calendar can be accessed on our website under the Members section.

Job Opening: Development Director, Little Theatre on the Square

The Little Theatre On The Square is seeking a full-time Director of Development. Located in Sullivan, Illinois, The Little Theatre On The Square has been bringing Broadway quality entertainment to the heart of central Illinois since 1957.

Position Description: The Development Director will be responsible for development and implementation of all aspects of fundraising including implementation of a major gift program. The Development Director's duties will include the cultivation and solicitation of major gifts and the coordination of this work with the annual fund, special events, and the planned giving program. The outcome will maximize fundraising efforts for the TLTOTS.

Responsibilities:

- Support and partner with Board and staff leadership to develop and implement a comprehensive development strategy to incorporate individuals, corporate, foundation and government entities.
- Analyze and improve individual giving program, aimed at building donor base and cultivating deeper ties with donors, including oversight of acquisition strategies, materials, special events, and donor correspondence.
- Oversee (and sometimes create) all proposals and materials for corporate, foundation, and government grants and sponsorships, and ensure that all required reporting and donor benefits are delivered.
- Plan and oversee (in collaboration with the administrative staff) all special events.
- Develop and oversee strategic planning for any capital and/or endowment campaigns, including creation of related materials, prospect research and cultivation, correspondence, and major asks as necessary.
- Monitor and report regularly on the progress of the development program at Board meetings.

Qualifications:

- 3-5 years of professional development experience with a nonprofit organization
- Demonstrated experience in strategic planning; managing people and budgets; ability to work in a hands-on environment; computer literacy and knowledge of Theater is highly desirable.
- A successful track record of personally identifying, cultivating, and soliciting individual donors, corporations and foundations.
- A record of measurable results in organizing and implementing such activities as: major gifts, annual gifts, grant writing, corporate and foundation giving, direct mail, and special events.
- Familiarity with Macon, Moultrie, Piatt, Coles, Shelby, Effingham, Champaign and Douglas Counties and surrounding communities preferred.
- High energy and passion for The Little Theatre On The Square's mission is essential.
- Bachelor's degree required.
- Start date in February 2012
- Application Deadline January 30, 2011
- Salary level negotiable dependent upon experience
- The Little Theatre On The Square is an equal opportunity employer.

APPLICATIONS

Candidates should submit a letter of intention, a detailed resume (with a list of references) to John Stephens, Executive Director by email or mail to the address below.

John Stephens – john@thelittletheatre.org

The Little Theatre On The Square

PO Box 288

Sullivan, IL 61951

217-728-2065

Every Member Campaign *Rich Draeger, CFRE*

Hello fellow AFP members. Our final total for the Every Member Campaign was \$1,631!!!

Thank you to everyone who was able to contribute this year!

Job Opening: Special Events Coordinator, Children's Home

REPORTS TO:

Vice President of Community and Donor Relations

JOB FUNCTIONS:

- Plans agency wide events but not limited to the Cattle Auction, Spring Gala, supports the planning of the Maui Jim Golf Outing, agency wide holiday adoption program and agency wide Art Contest.
- Develops and maintains positive donor and community relationships.
- Promote philanthropic efforts to support Children's Home mission of giving children a childhood and future.

EDUCATION AND EXPERIENCE:

- Bachelor's Degree in related field preferred
- Minimum two years' experience with event planning, marketing, and /or working with volunteers preferred.

SKILL REQUIREMENTS:

- Ability to organize and execute responsibilities in an independent manner
- Ability to develop and maintain effective community relationships
- Ability to set priorities using sound judgment and insight when rank-ordering projects
- Superb oral and written communication skills
- Able to adjust and flex hours that include evenings and weekends when necessary
- Sensitivity to cultural and individual differences in families
- Ability to effectively use Microsoft office software programs

APPLY TO:

Lou Tenarvitz, MHA
Children's Home Association of Illinois
V.P. Community & Donor Relations
Knoxville Campus
2130 N Knoxville Ave.
Peoria, Illinois 61603
309.687.7210
Fax 309.687.7299

Upcoming Meetings:

March 14 – Webinar: Giving Through the Generations, Lutheran Hillside Village

April 11 – Crisis Communications with Dr. Mike Thurwanger, Eureka College.

May 9 – Ethics Presentation with Bill Russell, Eastland Suites (Bloomington)

June 13- Foundation Panel, Location TBD.

July – No meeting

August 8 – Half day seminar with Penelope Burke, ICC.

Member Spotlight

Shauna Skowronski

Children's Miracle Network Coordinator

1. What are your responsibilities as the Children's Miracle Network Coordinator?

I am responsible for organizing all Children's Miracle Network Fundraisers and work with Walmart, Great Clips, Dairy Queen, IHOP (basically anytime you see a Children's Miracle Network Balloon, I have worked with those organizations to fundraise for Children's Hospital). I organize the Peoria arm of the Children's Miracle Network Telethon that broadcasts live from Peoria and Bloomington. I also am responsible for presentations throughout the community for groups that are fundraising for the hospital. I also work with several Bradley Organizations that raise money for Children's Hospital.

2. What impresses you most about OSF Healthcare?

OSF Healthcare is an incredible place to work, but what impresses me most is the ability to keep the Mission in the forefront of everything that we do.

3. How did you get your start in fundraising?

I was a Public Relations major at Bradley University and when I graduated in December of 2008, I was fortunate enough that the CMN Coordinator position had just opened up here at the hospital – I thought it would be a great fit for my educational experience and personality, and I've been here ever since!

4. What is the best thing about your job?

There is not a single day that is the same and I have a great group of co-workers that make the job really fun. I'm fortunate enough to work with a wide group of donors. It is wonderful to get to know their different personalities, as well as what makes them passionate about helping children in the hospital.

5. How long have you been involved with AFP and what do you like about it?

I joined AFP last year, and I enjoy meeting other fundraising professionals in the area, as well as the monthly meetings – I always take away something.

6. What is the best career advice you've ever received?

The best career advice I have ever received came from a note from a 3rd grader whose class had done a toy drive for the hospital. Her note said, "I'm so sorry that you have to be in the hospital over Christmas while I get to open my presents under the tree in my living room. I hope this toy I picked out for you brings you joy today, and I hope that when you get to go home, your parents will wrap it up for you and you can open it under YOUR tree in your living room." When I talked to the child about her note, she told me that she wished she had money to give to the kids, but the toy was all she had to give right now. That reminded me that a donor is just so happy to give – no matter how much they are actually able to give.

7. What do you hope to do in your career that you have not yet done?

I get to work with so many different Bradley groups that do fundraising for us – I would love to see those different organizations align their efforts as much as possible.

8. Describe your perfect day.

My perfect day would start out early, where I would go for a run, and then have time to sit and read while I drank my coffee. After that, I would spend the afternoon with my family watching Christmas Vacation, our favorite movie, and spend the rest of the evening with friends and family with my Dad cooking steaks on the grill.

