



PhilanTopics

Association of Fundraising Professionals June 2010

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Dennis Steele 309-693-8291

Julie Witte 309-686-1177

NEWSLETTER QUESTIONS?

Kimberly Weeks, CFRE 309-688-8671

kweeks@girlscouts-gsci.org

MEETING RESERVATIONS?

Beth Gilbert 309-692-7631

bgilbert@peoriaymca.org

ADDRESS/CONTACT CHANGES?

Heather Wolbeck

hwolbeck@sbcglobal.net

Honoring Our Past, Inspiring Our Future



Dear Central Illinois AFP members and friends,

As we all know, AFP offers its members so much - education, training, networking with colleagues, leadership opportunities - plus myriad other benefits that help us not only do our jobs better, but also positively impact our communities. Created in 1960, AFP works to advance philanthropy through advocacy, research, education and certification programs. In addition, the association fosters the development and growth of fundraising professionals and promotes high ethical standards in the fundraising profession.

As such, the Central Illinois chapter of AFP is pleased to join with over 30,000 fundraisers worldwide in celebrating the international association's 50th anniversary in 2010. The AFP Central Illinois chapter was chartered in 1982, and at the time was only the second chapter in the state of Illinois and the only chapter outside of Chicago. AFP Central Illinois now represents over 80 individuals who work for a wide variety of charitable organizations across the region.

For fifty years, AFP has helped strengthen philanthropy by ensuring that charities operate under the highest ethical standards and by helping donors understand the charitable process and how to give their money wisely and effectively. The Central Illinois chapter shares these values, and welcomes the opportunity to celebrate AFP's 50th Anniversary along with our members and friends. Here's to the next 50 years!

Regards,

Mark Roberts, CFRE
President, AFP Central Illinois Chapter



Please contact Kimberly Weeks at kweeks@girlscouts-gsci.org if you no longer wish to subscribe to this newsletter.



You're Invited
to a Celebration of
the 50th Anniversary of
the Association of
Fundraising Professionals

Wednesday, June 9, 2010

5:00 - 7:00 p.m.

Par-A-Dice Hotel

East Peoria, Illinois

- Celebrate the history of philanthropy in Central Illinois, and across the country
- Network with friends and colleagues
- Enjoy entertainment, delicious appetizers and a cash bar

Please RSVP by June 2 to Beth Gilbert
at 309/692-7631 or bgilbert@peoriaymca.org





Hosted by the Central Illinois Chapter of AFP

Please come as our special guest, there is no
charge to attend this networking celebration



Hope you can join us!

50 Years Of AFP!

	1960	National Society of Fund Raisers is chartered in New York
Code of Professional Ethics and Standards for the Practice of Fund Raising is adopted	1965	
	1976	Chicago Chapter established
Organization changes its name from NSFR to National Society of Fund Raising Executives	1977	
Membership reaches nearly 2,000 members in 23 Chapters	1980	Certified Fund Raising Executive (CFRE) credential established
Central Illinois Chapter chartered	1982	
	1986	First National Philanthropy Day held
Advanced Certified Fund Raising Executive (ACFRE) credential established	1992	Membership reaches 13,813 in 125 Chapters
	1993	Donor Bill of Rights developed and adopted
Name changes to AFP to reflect organization's international scope	2001	
	2009	Membership surpasses 30,000 in 207 Chapters

AFP Membership**Robin L.T. Ballard**

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

Susan Bursztynsky

CEO

Easter Seals of LaSalle & Bureau Counties

1232 Tower Drive

Ottawa, IL 61350

Phone: 815-434-0857

SBursztynsky@il-lb.easterseals.com

Mary Crawford

Director of Development

Illinois State University

9 Sand Lake Court

Monticello, IL 61856

Phone: (309) 438-7725

merundu@ilstu.edu

Dr. Gail A Lamb

Director of Development

Illinois State University

1101 N. Main St. - Campus Box 3060

Normal, IL 61790-3060

Phone: (309) 438-2903

galamb@ilstu.edu

For a complete listing and contact information for all Central Illinois AFP members, please go to the Members Only section of our website! <http://afpcentralillinois.org>

AFP members – 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.

Members on the Move:

If you have changed positions, please let me know so I can announce it in PhilanTopics. Also, please make sure you go onto the AFP website to make the change so we will have the most up to date information on you.

For Thousands of Nonprofits, May 15 Was The IRS Deadline To Worry About

Source: Guidestar May 2010

Last year, GuideStar warned, "Half a Million Nonprofits Could Lose Their Tax Exemptions." This year, the number is down to 350,000 or 400,000, but the rest of the message is the same: hundreds of thousands of nonprofits are scheduled to lose tax-exempt status because they failed to file annual returns with the IRS.

The Pension Protection Act of 2006 requires the IRS to revoke the federal tax exemption of any organization that has failed to file three consecutive annual returns (Form 990-N, 990-EZ, 990, or 990-PF). Nonprofits that wish to have their exemptions reinstated will be required to re-apply to the IRS for tax-exempt status. This process can take several months.

The IRS began revoking exemptions on May 16, 2010, but will wait until 2011 to send revocation notices. "The IRS is essentially giving delinquent nonprofits a six-month grace period in which to file their annual returns," explained Bob Ottenhoff, president and CEO of GuideStar. "We hope the organizations in danger of losing their exemptions will take advantage of this opportunity. Ultimately, the revocation process will benefit the nonprofit sector by weeding out defunct organizations and nonprofits that are not meeting their reporting responsibilities. In the short run, however, it will cause hardship for some organizations."

GuideStar estimates that 350,000 to 400,000 nonprofits are in danger of losing their exemptions. A large number of these organizations are smaller nonprofits that previously were not required to file an annual return because their gross revenues were \$25,000 or less. These nonprofits now must file Form 990-N, which the IRS created in response to the Pension Protection Act.

The revocations will most likely affect grantmakers and businesses that work with exempt organizations in addition to the nonprofits that lose their exemptions. "Once the IRS begins issuing revocation notices in 2011, the sector will change dramatically," Ottenhoff explained. "It will be important for grantmakers, businesses that provide nonprofit discounts, and others who need to verify nonprofit status to know which organizations are still exempt and which are not. As the IRS announces its procedures and as information on the revocations becomes available, we will incorporate them into GuideStar Charity Check, our due-diligence tool for verifying charitable status and researching supporting organizations."

More Information: [IRS Website](#), [Automatic Revocation for Not Filing Annual Return or Notice](#)

Check out the AFP Chicago Webinar Series

- **Thursday, June 3, 2010**
"State of Illinois Grant Funding Opportunities and Outlook"
<http://afpcentralillinois.org/newsletters/AFP-Chicago-Writing-Gift-Proposals.pdf>
- **Tuesday, June 22, 2010**
"Writing Individual Major Gift Proposals"
<http://afpcentralillinois.org/newsletters/AFP-Chicago-Grant-Funding.pdf>

Found on www.afpnet.org!

Salaries for charitable fundraisers in the United States increased in 2009, according to the latest Association of Fundraising Professionals (AFP) *Compensation and Benefits Study*.

The average salary for U.S. respondents increased by 7.4 percent—from \$71,199 in 2008 to \$76,482 in 2009. This growth in salary is in strong contrast to the two percent drop in salaries that was found in last year's survey.

"The decline in fundraising salaries across North America that occurred in 2008 seems now to have reversed," said Paulette V. Maehara, CFRE, CAE, president and CEO of AFP. "The results of the 2009-2010 compensation survey show that in spite of difficult economic conditions, nonprofit leaders understand the critical role fundraisers play in the financial success of their organizations, and are willing to compensate them accordingly."

Check out the whole story on www.afpnet.org under "What's New"

Member Spotlight
Mary Ann Pullin, Home Sweet Home Ministries



What are you responsible for at Home Sweet Home Ministries? I am the CEO. I am responsible for the overall operation of Home Sweet Home and I have direct responsibility for fundraising, human resources, and facilities management.

What impresses you the most about Home Sweet Home Ministries? I love the broad base of community support that we receive through volunteers and financial gifts.

How did you get your start in fundraising? My fundraising experience started when I accepted this position two years ago.

What is the best thing about your job? The people are the best part – our clients, volunteers, employees, donors, and community partners.

How long have you been involved with AFP and what do you like about it? I joined AFP one year ago and it has been a great help to me in my position. The educational offerings are exactly what I need for my job.

What is the best career advice you have ever received? Only do what you love.

What do you hope to do in your career that you have not yet done? Develop a successful major gifts program and build a reserve fund.

Describe your perfect day. The sun is shining. The birds are singing – and so am I. I love to sing and to be in the out of doors.

***Director of Advancement
Peoria Notre Dame High School***

As one of Illinois' finest Catholic high schools, Peoria Notre Dame seeks an accomplished professional as its Director of Advancement. This individual will report to the school President as well as the school principal. This individual will be responsible for all fundraising activities including events, the annual fund, major and planned gifts and campaigns.

Qualifications include a commitment to the Catholic faith, a proven record in development with at least five to seven years of leading a successful fund raising program. A Bachelor's degree is required and experience in senior management is highly desired. Strong interpersonal skills along with excellent communication skills are essential.

An application should include a letter of interest, a resume and the names of three references with contact information. Direct inquiries to:

William D. Engelbrecht
Catholic Diocese of Peoria
419 NE Madison Ave.
Peoria, IL 61603
or
wengelbrecht@cdop.org

Mark Your Calendar!

BASICS 101

September 15th, 2010

8:30 a.m. – 4:30 p.m.

Doubletree Hotel, Bloomington

\$50 for AFP members

\$60 for non-members