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Open Position

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Kimberly Weeks, CFRE 309-688-8671

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NEWSLETTER QUESTIONS?

Kimberly Weeks, CFRE 309-688-8671
kweeks@girlscouts-gsci.org

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bgilbert@peoriaymca.org

ADDRESS/CONTACT CHANGES?

Heather Wolbeck
hjwolbeck@sbcglobal.net

Gift Planning 101

Presented by Steven Goebel, CFRE

Please join us for the March 10th AFP Chapter meeting that will cover gift planning and planned gifts. Attendees will walk away with a sense of where they're going, steps to get there, and where to start on the journey to securing "legacy" gifts.

Steven R. Goebel, CFRE, is a Development Officer at Genesis Illini Hospital Foundation in Silvis, Illinois. He is responsible for providing leadership in the Foundation's comprehensive fund development program characterized by the development of "lifelong giving" relationships with major gift donors.

Steve graduated from the University of Notre Dame with a B.A. in Government and International Studies. He earned his M.A. in Theology from Catholic University of America in Washington, DC. He has a certificate from the National Planned Giving Institute of the College of William and Mary in Williamsburg, Virginia.



He has held the CFRE certification since 1992 and has been involved with the National Committee on Planned Giving for the past 20 years. In 2006, the Quad Cities Chapter honored him as the year's Outstanding Planned Giving

Professional. His other activities include the Quad Cities Estate Planning Council, Catholic Charities USA, and the Life and Family Educational Trust.

Steve grew up in Chillicothe and graduated from Chillicothe Township High School. He and his wife, Kelly, have two children and one 10 month old granddaughter. He has resided in the Quad Cities for 20 years.

The March 10 AFP Chapter meeting will be held at Illinois Central College in East Peoria. The meeting will be in the Founder's Room which is #211A. Attendees may park in the visitors parking lot, enter through the main entrance, go through the cafeteria and the Founder's Room is on the left.

The cost is \$15 for AFP members and \$20 for guests. Registration begins at 11:30 a.m., lunch at 11:45 a.m. and the program begins promptly at noon.

Directions From Bloomington: Take I-74 West towards Peoria. Then take Exit 95 and turn right onto US 150. Turn right onto Centennial Drive. Left onto College Drive and proceed following the signs.

Reservations: To RSVP, contact Beth Gilbert at peoriaymca.org. Reservations are due March 5. A registration form is located on page 2.



FRIENDS OF DIVERSITY
ASSOCIATION OF FUNDRAISING PROFESSIONALS 2008

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

Membership Update

Robin L.T. Ballard



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

Danelen L. Johnson
 Donor Relations Director
 OSF Saint Francis Medical Center Foundation
 530 NE Glen Oak Avenue
 Peoria, IL 61637
 Phone: 309-566-5675
 danelen.l.johnson@osfhealthcare.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 make sure you go onto the AFP website to make the change so we will have the most up to date information on you. Also, please let me know so I can announce it in PhilanTopics.

Gift Planning 101
Presented by Steven Goebel, CFRE

Wednesday, March 10, Illinois Central College, East Peoria
Registration at 11:30 a.m., Lunch at 11:45 a.m., Program 12:00 p.m.

Name: _____ Organization: _____
 Address: _____ City/State/Zip: _____
 Phone: _____ E-Mail: _____

\$15 per AFP member \$20 per guest Amount Enclosed \$ _____

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

Please send this form with a check marked "March" payable to: **AFP Central Illinois Chapter**

Central Illinois AFP, P.O. Box 5323, Peoria, IL 61601

RESERVATIONS ARE DUE BY March 5.

President's Annual Report
Mark Roberts, CFRE



Dear Central Illinois AFP members and friends,

As expected, 2009 proved to be a challenging year for many in the non-profit arena. However, the Central Illinois chapter of AFP continued to strive to provide opportunities for our fellow professionals to come together to network and to learn collaboratively, knowing that an investment in relationship building and continuing education now will pay dividends going forward.

Highlights from the past year include:

After several months of work, the Central Illinois AFP board of directors approved the first-ever strategic plan for our chapter. The plan is intended to serve as a roadmap to guide the activities of the chapter through 2012.

Central Illinois AFP once again was awarded the Chapter Ten-Star Award from AFP International. The award recognizes those chapters that perform specific activities designed to increase professionalism within fundraising and public awareness of the importance of philanthropy.

The Fundraising Basics 101 seminar attracted nearly thirty attendees thanks to the leadership of board member Kimberly Weeks, CFRE. Held at the Grand Hotel in Peoria in September, the day-long event featured multiple educational topics targeted for the beginning fundraiser.

The chapter was honored to host nationally-recognized speaker Penelope Burk for a full day seminar on the topics of Donor-Centered Fundraising and Communication is the Ask. The seminar was attended by over 70 individuals.

The chapter website, www.afpcentralillinois.org, continued to evolve as a useful resource thanks to the efforts of Kimberly Weeks, CFRE.

President-Elect Kristen Berchtold represented the chapter at the AFP Leadership Academy in Orlando, Florida in October.

The 26th National Philanthropy Day Awards Luncheon attracted over 240 attendees to the Embassy Suites in East Peoria as the chapter honored numerous local philanthropic leaders. The organizing committee was led by board member Rich Draeger, CFRE.

As always, I welcome calls and emails from chapter members, and from those who want to know more about AFP. I can be reached at (309) 674-8730, or via email at mark@communityfoundationci.org.

Here's to a prosperous 2010!

-Mark Roberts, CFRE
President, AFP Central Illinois Chapter

External Affairs Report
Rich Draeger, CFRE



National Philanthropy Day was held at the Embassy Suites in East Peoria on Thursday, November 18. A record crowd of 247 was on hand to recognize the worthy recipients of the following awards:

Outstanding Philanthropist

Drs. Stephen Cullinan & Theresa Falcon-Cullinan

Outstanding Philanthropic Corporation

Waugh Foods, Inc.

Lewis J. Burger Outstanding Volunteer Fundraiser

Robert Lakin

Sue Wozniak

Outstanding Youth in Philanthropy (Ages 18-23)

Shanelle Bryant

Phi Theta Kappa, Upsilon MU Chapter, Illinois Central College

Ian T. Sturrock Outstanding Fundraising Executive

Jerry Heller, CFRE

Outstanding Philanthropic Organization

Make A Wish Foundation, McLean County Regional Council

Active Community of Entrepreneurs (ACE)

Outstanding Philanthropis Foundation

Timber Pointe Charitable Foundation

Special Recognition Award

Washington Area Community Center(Five Points)

The NPD committee did fantastic work in the tough economy and helped our AFP Chapter to another successful Philanthropy Day Luncheon. Special thanks to committee members:

**Kristen Berchtold, Jenna Ciccirelli, Rich Draeger, Emily Happach,
Jeff Parmenter, Pat Poppe, Andrea Raycraft, Priscilla Slaughter,
Kimberly Weeks, Julie Witte.**

Special thanks to Mike Maginn for his assistance!

Treasurer's Report
Michael Maggin



Revenue	2009
Basics 101	1,690.00
Chapter Meetings	14,065.00
Dues from National	3,440.00
Label & Ad Income	100.00
Miscellaneous	1,107.50
National Philanthropy Day	11,351.76
Interest	
Total	31,754.26

Expenses	2009
AFP Foundation	770.00
Bank Charges	36.00
Basics 101	1,418.12
Bulk rate permit fee	180.00
Chapter Meetings	4,489.30
Database Manager	682.50
Gifts	396.16
Miscellaneous	68.98
National Philanthropy Day	1,451.35
PO Box Rent Fee	70.00
Postage	583.96
Speaker Recognition	228.67
Program & Speaker Fees	4,476.64
Scholarship Membership	560.00
Scholarship/International Conference	1,000.00
State of Illinois	15.00
Travel/President Council	1,034.81
Website/Maintenance	530.00
Website/Hosting	127.35
Website/Development	1,372.50
Educational Resources	50.00
Board Retreat	692.43
Total	20,233.77

PLANET 501c3 TALES FROM THE NONPROFIT GALAXY BY MIRIAM ENFELBERG



STRESSED-OUT BY A GRANT DEADLINE, CARL SOOTHES HIMSELF BY CALLING THE 'DEVELOPMENT DIRECTORS FANTASY HOTLINE.'



Reminder:

Please submit your payment for monthly meetings when you RSVP or at the registration table that day. We appreciate your cooperation and look forward to seeing you at the next meeting.

AFP Member Spotlight

Mark Roberts, CFRE, Community Foundation of Central Illinois



What are you responsible for at the Community Foundation of Central Illinois?

My job description charges me with the management, administration and general operations of the Foundation, focusing on growth and development, program implementation, grant-making, public relations and staffing. I do all of that in accordance with our Articles of Incorporation, Bylaws, state and federal law, policies and procedures, and directives from the Board of Directors.

What impresses you the most about the Community Foundation?

In a word, flexibility. Community foundations are designed to provide maximum flexibility in the types of funds that we can create to meet donors' needs, and in the ways we can put those funds to use to better our community. I love that CFCI can make grants to support a wide variety of causes...human services, the arts, environmental, economic development, and so on. That flexibility, properly utilized, allows CFCI to be very impactful.

How did you get your start in fundraising?

After having worked in the telecommunication industry in the 90's, in late 2000 I noticed a job opening for a development director at Bradley University. I applied, and was ultimately hired by then Vice-President of Advancement John Shorrock and Executive Director of Development Kent Huntsman. Right away, I knew that fundraising was a good fit for me. It allowed me to utilize my relationship building and "sales" skills in support of something I really cared about (the University) instead of a corporate bottom line. I still had a lot to learn, but I knew I was on the right track. I remain thankful that John Shorrock and Kent Huntsman took a chance on me.

What is the best thing about your job?

I have to confess that the best thing about my job is getting to GIVE AWAY money through the CFCI granting process! That is a really big change for a person who has focused purely on acquisition for the better part of a decade. However, having experience on both sides of that coin definitely helps me to make informed decisions about the best use of CFCI resources.

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

I joined AFP in 2001, and the past 9 years have flown by. Through my involvement with AFP, I am blessed to be associated with colleagues who are among the best and brightest professional fundraisers in Central Illinois. For the most part, these are Type-A people who take their obligations seriously and know how to get things done. As such, my service on various Chapter committees and the governing board has been a real pleasure. And, we have lots of fun along the way.

What is the best career advice you have ever received?

"Don't be afraid to take some chances". This advice helped me to understand that you almost always need to take some risks, to shake things up, in order to move something forward. Saying "but that's the way we've always done it" just doesn't cut it!

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

My greatest wish for the duration of my professional career is to successfully position CFCI as a recognized leader not only in the effective distribution of charitable capital, but in identifying community needs and convening partners with the ability to meet those needs. I believe that CFCI has barely scratched the surface of what we can do to benefit Central Illinois. Significantly growing and strengthening the Foundation is the legacy I hope to leave our community.

Describe your perfect day.

Although I love my job, my perfect day would definitely be a Saturday: I wake up on what promises to be a sunny, 90 degree July day. After fixing breakfast for my family, I relax with the newspaper, reading it from cover to cover. Then, we all pile into the van and head to the farmers market on the riverfront. We browse about, and buy some fresh produce and a homemade raspberry pie. We return home for lunch and then everyone takes a nap! After the nap, I lace up the running shoes and run a hard six miles in the heat down the country roads surrounding my home. Upon my return, I play in the yard with the kids for a while, and then hop in the shower. The day ends relaxing on the deck, with steaks on the grill and a great bottle of wine.

C. Wilson Schroeder Membership Scholarships

April Gould, CFRE



The Central Illinois Chapter AFP is accepting applications for C. Wilson Schroeder Membership Scholarships. The late C. Wilson Schroeder was a devoted fundraiser and one of the founding members of the National Society of Fundraising Executives now called the Association of Fundraising Professionals. To honor his memory, the Central Illinois AFP Chapter awards membership scholarships through the C. Wilson Schroeder Membership Scholarship program. The chapter will consider applications from fundraisers or executive directors whose organizations budgets are constrained but who would benefit from AFP membership.

Up to four membership scholarships will be awarded each calendar year. The deadline for applications is twice each year: April 15 and October 15. Applications will be reviewed at the May and November AFP Chapter Board meetings (first Thursday).

For more information or an application, contact April Gould, CFRE, at 655-1653, April_Gould@usc.salvationarmy.org, or visit the chapter website to download an application at www.afpcentralillinois.org under "News."

Position Opening

Development Specialist for The IAA Foundation

The IAA Foundation, Illinois Farm Bureau's charitable arm, is seeking a full time Development Specialist at its headquarters in Bloomington, IL. This position contributes to the overall success of fundraising efforts of the IAA Foundation through a multi-faceted approach including the coordination of special fundraising events and implementation of strategies which will successfully serve donor cultivation, stewardship and retention goals. This position helps to communicate the mission and charitable goals of the organization and serves as a creative resource and fundraising team member of the Foundation

The qualified candidate will possess a minimum of one to two years experience in organized event planning, knowledge and experience in annual fundraising programs, database management, strong writing skills and a basic knowledge of grant writing. Bachelor's degree required; preferred in an area of communication. An understanding of and appreciation for farming and the agricultural industry are desirable. A familiarity with the Farm Bureau organization is helpful.

For full job detail or to apply online, visit the careers section on the Illinois Farm Bureau website: www.ilfb.org

For more information about the IAA Foundation and the causes it supports, visit www.iaafoundation.org