



FALL 2007

Fort Lauderdale/Broward Chapter

NOTES & QUOTES

2007 Officers

President

Barbara Witte
(954) 761-9503 ext. 106

President-Elect

Kathryn Cousins, CFRE
(954) 797-3807

**Vice President
Communications**

Lisa Welch, JD
(305) 667-0409

**Vice President
Membership**

Carol McKeever
(954) 463-4217

**Vice President
Professional Education**

Steve Siegel
(305) 374-1065 x 201

**Vice President
External Affairs**

Sara DuCuennois
(954) 262-2103

Secretary

Don Eachus
(954) 985-7255

Treasurer

Rick Schuster, CFRE
(954) 321-4643

Immediate Past President

Gus Kein, MA, CFRE
(954) 468-2691

2007 Board of Directors

Maria Puente-Duany
Laurie Sallarulo
Kathleen Thomsen
Nancy Reiersen
Dania Rivero
Jennifer Stewart

LET'S TALK ABOUT AFP

By Barbara Witte, President

Dear Fellow Fundraisers,

National Philanthropy Day is fast approaching. It reminds us that as Americans, we are known around the world for several things. We are a wealthy nation. We are large, and throw our weight around from time to time. But...we are also known as the most generous people in the world. Americans as individuals give more than any other people.

In surveys the question has been asked, "Why do you give?" As you probably know, social duty and tax savings rank at the bottom of people's lists. What is at the top? People in America give because they want to help others, they want to make things better, they want to change a life.

When you think of it, Americans share this common belief: We have the power to change the world.

All that Power to the People talk in the 70s is actually true. We do have great power. If there is a problem, we find a solution. If there is a need, we fulfill it. We band together to find resources and make change happen.

Nonprofits in America enjoy successful programs because Americans are ready and eager to be a part of a solution, an innovation, a creative new opportunity.

On National Philanthropy Day in Broward, we will celebrate those people who symbolize this American phenomenon – the people who "Change the World with a Giving Heart". Join us on November 15th at the Signature Grand as we pay tribute to the spirit of philanthropy in America. It is alive and well here in our south Florida community.

And remember that out there, among your constituents, are many generous hearts--driven by the same conviction that they too can change the world.

With your help, I don't doubt that they will.

See you at the Riverside.



AFP MONTHLY LUNCHEONS

Great Opportunities to Learn
Great Opportunities to Network

September 20, 2007

Luncheon Speaker / George Gadson - Management Trainer

Topic: Time and Stress Management

This session will help you learn the necessary skills to establish a plan for improved time and task management which will help reduce stress levels.

October 11, 2007

Luncheon Speaker / Roberto Soto-Acosta

Topic: Running an Ethical Funding Program

Our speaker is a member of the National AFP Ethics Committee and will present an informative and interactive session on ethics.

ABOUT AFP

The Association of Fundraising Professions (AFP) represents over 25,000 fundraisers in more than 170 chapters throughout the world, working to advance philanthropy through advocacy, research and education. The Association fosters development and growth of fundraising professionals and promotes high ethical standards in the fundraising profession.

The Fort Lauderdale/Broward Chapter has a membership base of over 150 development professionals in the area. For more information about AFP, career opportunities and other activities, please visit our website at www.afpbroward.org.

NOTES & QUOTES CONTACTS

VP Communications

Lisa Welch (305) 667-0409
lisa.welch@tpl.org

Notes & Quotes Newsletter Editor

Nancy Reiersen (954) 767-8866
nancy@leadershipbroward.org

AFP Member News Editor

Sara DuCuennois (954) 262-2103
ducuenno@nsu.nova.edu

AFP MEMBER NEWS

Sharon Sullivan recently accepted a position as Executive Director of Development at St. Thomas Aquinas High School. For the previous seven years she was one of the principals in the Alchemy Group, Inc, a development consulting group that served non-profits throughout South Florida.



Maria Puente-Duany has been appointed Senior Major Gifts Officer for the National American Red Cross as part of a pilot program where national officers are stationed throughout the country. Maria will report to the national office in Washington, DC, and her territory will be Miami and the Keys. She will be collaborating with the Miami Dade Chapter of the Red Cross.

Shelley Goren has been appointed President/CEO of Gilda's Club South Florida, a place where people living with cancer, their families and friends join with others to build social and emotional support as a supplement to medical care – free of charge.

Please share your recent accomplishments with your AFP colleagues including new positions and assignments, honors, professional affiliations, marriage, or births. Please send your member news to Sara DuCuennois at ducuenno@nsu.nova.edu.

FUNDAMENTALS OF FUNDRAISING PROGRAM

The ten-session education packed program will be held on Wednesday evenings from January 23 through March 26, 2008 at the Sun-Sentinel Auditorium, 200 East Las Olas Boulevard, Fort Lauderdale from 6:00 p.m. to 8:10 p.m.

Development professionals at all levels can benefit from learning new techniques, and refresh their skills. Board members and volunteers are also encouraged to participate. It is a unique opportunity to meet with top fundraising professionals who will lead classes on topics such as board development, creating a development plan, major gifts, annual giving, special campaigns, planned giving and ethical practices. Among the distinguished speakers is Linda Lysakowski, ACFRE, author of The Development Plan and Recruiting and Training Volunteers and recent recipient of the Barbara Marion Award for Outstanding Service to AFP.

Leslie W. Brown, CFRE, and Fundamentals Coordinator further notes, "Now in our 10th year, we have taken a fresh look at what every fundraising professional needs in their bank of experience. This year's program promises to help our development teams work stronger and smarter."

The cost for the ten-week program including parking is \$169 for AFP members, \$189 for non-members and \$129 for each individual from the same organization.

For further information, scholarship opportunities and registration go to www.afpbroward.org or call (954) 476-3656.

WELCOME TO OUR NEW MEMBERS



Caren Berg
Vice President
Boardroom Communications



Arthur L. (Artie) Prosser
Donor Relations
Broward Performing Arts Foundation



Rebecca A. Brover
Donor Relations Manager
WEAVE, Inc.

Lori B Richards
Director of Development
Broward Campuses
Florida Atlantic University



Cristina Virsida
Development and Media Coordinator
The Kids Ecology Corps

Richard Steven Gorden

Cynthia Jay Haffey
Director Development
Young at Art Museum

Jennifer Klee
Manager,
Foundation Relations



Raymond W. Wolowicz
Director of Development
Horses and the Handicapped of
South Florida, Inc



Kathleen R. Laca
Director of
Community Relations
Lupus Foundation of America
– SE Florida Chapter

Kimberly Zaffere
Pro Bond Coor/Asst Director of
Development
Legal Aid

Clinton Perkins
Manager,
Community Relations
Children's Diagnostic &
Treatment Center

Craig Thomas Chindemi
Consultant

TERRIE ON NONPROFITS

DEALING WITH A TRAITOR

Q: Can nonprofits tithe to another nonprofit from donations or contributions it has collected? If so, under what expense category should this be listed in our books?

A: Great question! When you say “tithe,” in my mind it conjures up a regular remittance, which would probably raise some flags with donors and the IRS both. It should also raise flags with your board of directors.

Let's start with your board. Regular readers of this column have seen me harp on the fact that directors have the legal duty to make decisions in the best interest of your organization. Taking money away from YOUR programs to support another organization's programs is not working in the best interest of your organization. Beyond the legal and moral issue here, it is conceivable that a recipient of your services who feels harmed by a decision such as this – perhaps that recipient has to pay more for services or faces the loss of services altogether because revenues are now insufficient to cover your programs – could sue the organization and the individual directors.

And let's consider how your donors might feel. They are giving to YOUR organization to support YOUR mission. They clearly believe in what you are doing and wish to invest in the future you have painted for them. While that does not necessarily mean that they don't already or wouldn't also choose to invest in this other organization, that choice belongs to them. Perhaps they know this other organization and for some reason do not support it. They would resent that their money is going there. That is not a good way to maintain long-term relations with your donors!

Then there is the IRS. It gave you a determination letter based on your raising money for YOUR cause. It may not look too favorably on such a situation. While it may not come down to that, are you willing to risk your nonprofit status?

There may be instances where it is politically wise to make a donation to an organization with which you are collaborating or that has a shared mission. But generally, such donations are relatively minimal and only made if your bylaws permit them.

If your bylaws do permit them, the conditions for making such donations should be spelled out. And, to answer your last question, if your bylaws permit such donations there should be a line item in your budget for donations.

Terrie Temkin, Ph.D. is an internationally recognized governance and planning expert. She is a founding principal of CoreStrategies for Nonprofits, Inc., which interweaves governance, board development, fund development, PR/marketing and public policy to strengthen organizational capacity. Terrie is a longtime member of AFP. She invites your questions. Contact her at 888-458-4351 Ext. 3 or TerrieTemkin@CoreStrategies4Nonprofits.com.



2007 NATIONAL PHILANTHROPY DAY
Outstanding Honorees

Outstanding Philanthropists and Philanthropic Corporation

Rick and Rita Case
Rick Case Automotive Group

Outstanding Philanthropic Foundation

Wasie Foundation

Outstanding Volunteer Fundraiser

Glenda Abbate

Outstanding Philanthropic Service Organization

Volunteer Broward

Outstanding Fundraising Executive

Sally Gress, CFRE

Outstanding Youth in Philanthropy

Rebecca Schultz

Lifetime Achievement Award

Jim and Jan Moran

To make your table reservation visit www.afpbroward.org



Maria Puente-Duany, Event Chair
(954) 817-5815 / mpuenteduany@yahoo.com



Association of Fundraising Professionals
Greater Fort Lauderdale / Broward Chapter
P.O. Box 1598
Fort Lauderdale, FL 33302-1598

