



Panhandle Philanthropy

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Report from San Diego

Stalking Springfield, and other memorable events from AFP International Conference

Imagine being surrounded by thousands of fundraising professionals from countries all over the world. Charlotte Rhodes, ACFRE; Patricia Ward, CFRE; Katharyn Wiegand; and April Riggs were four among 4,000-plus at the recent AFP International Conference held in beautiful San Diego.

As an AFP International board member, Charlotte arrived in San Diego on Thursday and attended board meetings and networking events.

If you have not previously attended an AFP International Conference or if it has been a while, consider attending the 2009 conference in New Orleans (March 29 - April 1). You will learn so much and make wonderful contacts. Our chapter will offer scholarships to next year's conference as usual, so start making plans now!

Here is Katharyn's synopsis of the trip:

◆ **Sunday, March 30:** Departed Amarillo airport in the middle of the night (Note to self: Don't let Patti make the plane reservations next time). Enjoyed an incredible omelet at the Albuquerque airport. Arrived in cloudy San Diego, checked into hotel and headed straight for the world famous San Diego Zoo. Walked 12 miles (okay, probably 3 miles) and enjoyed an incredible array of animals (K's favorite: golden-chested bears). Opening plenary - the incredible Kevin Carroll and his red ball theory. Reception outside where we ate huddled around heaters. Fell into bed exhausted at 10 PM Texas time. Roommate Charlotte socialized the night away and came to the room long after I had fallen into a coma. Charlotte accepted our chapter's Ten Star Award earlier that day.

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Rocker Rick Springfield entertained attendees at the AFP International Conference in San Diego. AFP Texas Plains Chapter President Katharyn Wiegand and past president Patricia Ward met the singer backstage — or so they say. No photographic evidence of the meeting has yet turned up. (Photo courtesy AFP Web site.)

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President's Message

The AFP Texas Plains Chapter is off to an incredible start for 2008! It is an honor for me to serve as your president this year. Thanks for your incredible efforts thus far to continue moving our chapter forward.

Special congratulations to the 2007 chapter leadership team who attained the Ten Star Award for our chapter based on 2007 accomplishments.

Achieving this award was a major goal for our 2007 president, Charlotte Rhodes, ACFRE. Special thanks to Roxann Ball, our chapter administrator, who worked hard to submit the award application.

As a Ten Star Chapter, we were eligible for cash awards based on membership recruitment and retention. Our chapter received a \$500 award for having the best membership retention (79%) during the past three years for chapters our size. What an incredible bonus!

I am thrilled to welcome our three newest chapter members:

- Vastine Brown, Goodwill Industries
- Lynne Groom, KACV Public Television
- Susan Lewis, Sharing Hope Ministry
- Missy Macon, KACV Public Television

- Susan Roberson, San Jacinto Christian Academy
- Amy Juba, Amarillo Area Foundation
- Joyce Knight, Catholic Family Services of Amarillo
- Julie Ontiveros, Coffee Memorial Blood Center
- April Alaine Smith, Worth the Wait

We welcome you to the chapter and we look forward to “plugging you in” to all the wonderful benefits and service opportunities that come with your membership.

We have an incredible speaker joining us for the April 30 AFP workshop and membership meeting. Carole Rylander, CFRE, is highly respected in our field for her expertise in fundraising. Make reservations now for the “Leading Your Leadership to Major Gift Success” workshop from 8:30 - 11:30 a.m. and also the “Eight Proven Strategies for Keeping Your Development Efforts on Track” presentation during the 11:45 a.m. - 1 p.m. membership meeting. Details about these sessions are included below. Contact Roxann Ball (376-4521 or rkbball@suddenlink.net) for reservations or additional information.

The AFP International Conference in San Diego was an incredible experience. You will find a recap article on the front page of this newsletter. Start making plans now for the 2009 conference in New Orleans scheduled for March 29 - April 1, 2009!

Thanks for being part of this great chapter. I look forward to seeing you soon!

— Katharyn



Katharyn Wiegand

Workshops offer major development help

Without hard work from development staff members and volunteers, nonprofit agencies would be nowhere. The AFP Texas Plains Chapter is proud to host one of the state's most knowledgeable fundraising consultants to help out this area's nonprofits.

Carole Rylander of Rylander Associates in Dallas will present two workshops on April 30 in the Betty Fay and R.C. Neely Conference Center at the Amarillo Area Foundation offices, 801 S. Tyler.

Register now by calling Roxann Ball at 376-4521 or emailing her at rkbball@suddenlink.net.

“Leading Your Leadership to Major Gift Success” tackles some critical questions: Why are so many board and staff members reluctant to approach prospects and donors for funding? How can board chairs, development committee members, nonprofit CEOs and professional fundraising staff lead others to participate in — and even enjoy — the essential work of major gifts?

The workshop, from 8:30 to 11:30 a.m., provides the concepts, tools and activities that board leadership and staff can use to understand donor and prospect needs and increase the comfort level and confidence of staff/volunteers in approaching prospects and donors.

A lunch workshop, which runs from 11:45 a.m. to 1 p.m. in the Neely Conference Center, will discuss “Eight Proven Strategies for Keeping Development Efforts on Track.”

Most development professionals working in small to mid-sized shops are great generalists — highly skilled professionals who can flex to meet the need at hand. But the constant demand for flexing pulls them in many directions at once, and sometimes off target. If you've ever been concerned about staying on target while responding to the everyday demands of managing a development program, this session is for you. The eight proven strategies explored in this seminar will keep your efforts on target despite the chaos at hand.

Leading Your Leadership to Major Gift Success

8:30-11:30 a.m.

\$25 for AFP and NSC Members

\$30 for all others

Eight Proven Strategies for Keeping Development Efforts on Track

11:45 a.m.-1 p.m.

\$10 for AFP and NSC Members

\$15 for all others

Conference: Meetings, rock gods and more

From Page 1

- ◆ **Monday, March 31:** Awoke at 4 AM California time. Fell back asleep until 5:30 AM California time. Good education sessions throughout the day, mystery pot pie for lunch, incredible plenary session with Jane Goodall, Ph.D. Charlotte, Patti, her friend Barbara from Birmingham and I enjoy the beauty of Coronado Island and the incredible dining experience at the Hotel Del Coronado. Coma #2 brought on by stuffed brain and stomach.
- ◆ **Tuesday, April 1:** More good educational sessions. Interesting plenary session with musician and philanthro-

pist Sir Bob Geldof. Patti wins contest for date with Rick Springfield. Okay, April Fools. Patti and I attend awards banquet where T. Boone Pickens is honored as Philanthropist of the Year. We then enjoy concert with Rick Springfield and are selected as 2 of 10 people allowed backstage for photo op. Rick's arm was around my shoulders for photo. Very exciting (Charee, eat your heart out).

- ◆ **Wednesday, April 2:** Final day of conference. After morning sessions, Patti and I visit the beautiful Santa Fe train station for work research. Walked around Old Town and enjoyed great

Mexican food for lunch. Patti leaves for Amarillo. I attend chapter leadership meeting and meet some great people from across the U.S. and Canada. Great dinner with the group at Lou and Mickey's that night.

- ◆ **Thursday, April 3:** Full day of chapter leadership meeting. Great info from AFP International staff. Toured Gaslamp District with my new friend Kara from the University of Iowa. More great food at Croce's, restaurant of Jim Croce's widow Ingrid. Returned to hotel to pack and prepare for tomorrow's flight home.

Texas Plains Chapter wins Ten Star Award

As 2007 AFP Texas Plains Chapter President, Charlotte Rhodes challenged the chapter to reach for new heights. One of her goals was for the chapter to achieve eligibility for the prestigious Ten Star Award.

The Ten Star Award honors those chapters that align their objectives with AFP's current strategic plan. The award encourages them to perform specific activities designed to increase professionalism within the profession, as well as public awareness of the importance of philanthropy.

The nomination form contains 15 criteria, and chapters are required to accomplish 10 of them in order to qualify for the award. Chapter Ten Star status is required in order for chapters to qualify for cash incentive awards based on membership recruiting and retention goals.

Thanks to Charlotte's vision and the incredible efforts of Roxann Ball, our chapter administrator, the AFP Texas Plains Chapter was one of 85 chapters to receive the Ten Star Award for 2007.

In addition, the chapter received a \$500 award for having the greatest membership retention rate over a three-year period (79%) in our chapter category.

Congratulations to all of the AFP Texas Plains Chapter members who helped to make these honors possible!

How we won

AFP Texas Plains Chapter had to meet four required goals and six optional goals to be eligible for the 2007 Ten Star Award. Instead, we met 11 optional goals. Here's the breakdown:

Required:

- Meet deadline for chapter leadership form
- Host event focused on ethics and ethical fundraising
- Make a nomination for an AFP Award
- Participate in the 2007 Every Member Campaign

Optional:

- Conduct new-member recruitment activity
- Implement written membership recruitment & retention plan
- Sponsor AFP First Course
- President attend Chapter Presidents' Council/Leadership Academy
- Hold National Philanthropy Day event
- Achieve 2007 Every Member Campaign Goal
- Regular communication with members
- Awards program replicates AFP International's program
- At least one member attend Chapter Leadership Workshop
- Created or worked on strategic plan
- At least one member on AFP International board or committee



2008 Calendar of Events

All events will be held in the Betty Fay and R.C. Neely Conference Center (unless otherwise indicated)

<p>April 30, 2008</p> <p>8:30 am - 11:30 am 11:45 am - 1:00 pm</p>	<p>AFP Workshop/Meeting</p> <p><i>Morning:</i> \$30 AFP/NSC members \$35 all others</p> <p><i>Lunch:</i> \$10 AFP/NSC members</p>	<p><i>MORNING: "Leading Your Leadership to</i></p> <p><i>LUNCH: "Eight Proven Strategies for Keeping Development Efforts on Track"</i></p>	<p>Carole Rylander, CFRE</p> <p>Rylander Associates Dallas, Texas</p>
<p>May 20, 2008</p> <p>12:00 pm — 1:30 pm</p>	<p>AFP Audioconference</p> <p>AFP/NSC members ~ free \$10 all others Box lunch - \$7 (must RSVP)*</p>	<p><i>"Advanced Annual Giving Techniques: Taking Your Program to the Next Level"</i></p>	<p>Kathleen E. Pavelka, CFRE</p> <p>THIS SESSION WILL BE HELD AT THE CAL FARLEY'S OFFICES— 600 W. 11th Amarillo TX</p>
<p>August 6, 2008</p> <p>10:00 am - 11:30 am 11:30 am - 1:00 pm</p>	<p>AFP Workshop/Meeting</p> <p><i>Morning:</i> \$30 AFP/NSC members \$35 all others</p> <p><i>Lunch:</i> \$10 AFP/NSC members</p>	<p><i>"Trends in Fundraising"</i></p>	<p>Pat Bjorhovde, CFRE</p> <p>Manager, Chapter Services Association of Fundraising Professionals</p>
<p>September 10, 2008</p> <p>11:30 am - 1:00 pm</p>	<p>AFP Workshop</p> <p><i>Morning:</i> \$30 AFP/NSC members \$35 all others</p> <p><i>Lunch:</i> \$10 AFP Members ONLY</p>	<p><i>"Avoiding Negative Press:"</i></p>	<p>Paulette Maehara, CFRE, CAE</p> <p>President and CEO Association of Fundraising Professionals</p>
<p>October 22, 2008</p> <p>8:30 am - 11:30 am 11:30 am - 1:00 pm</p>	<p>AFP Workshop/Meeting</p> <p><i>Morning:</i> \$30 AFP/NSC members \$35 all others</p> <p><i>Lunch:</i> \$10 AFP/NSC members</p>	<p><i>"Big Money for Small Groups"</i></p>	<p>Andy Robinson</p> <p>Nonprofit Consultant</p> <p>Plainfield, Vermont</p>
<p>November 11, 2008</p> <p>11:30 am - 1:00 pm</p>	<p>AFP Event</p>	<p><i>National Philanthropy Day Luncheon</i></p> <p>Amarillo Civic Center ~ Heritage Room</p>	

To RSVP for an AFP event, contact Roxann Ball via e-mail (rkbball@suddenlink.net) or phone (376-4521)