



Fort Worth Metro Chapter

Advancing Philanthropy
through Education, Training and Advocacy

January 2009

Fundraising and Capital Campaigns in a Challenging Economy

January 12 Meeting — Heather Reynolds, LMSW, President/CEO of Catholic Charities, Diocese of Fort Worth, Inc., will share her experience leading Catholic Charities' recent successful capital campaign. She will discuss the various stages of the process from beginning to end and address fundraising and capital campaigns in light of the current economic situation affecting our communities and nation.

Heather received her degree in social work from Texas Christian University, a Masters in social work from the University of Texas Arlington and recently completed the EMBA program at TCU. She has served as President/CEO of Catholic Charities since 2005 and has, among other things, been instrumental in the growth and expansion of the programs Catholic Charities offers, led Catholic Charities Fort Worth to be nationally recognized for donor cultivation and spearheaded a successful multi-million dollar capital campaign to build a new facility. Under her leadership, Catholic Charities has greatly increased its visibility in the community through numerous collaborations and involvement with other social service agencies, business leaders, community faith leaders and local government officials.

President's Message: AFP — A source of support and Information



With a simple turn of the calendar page we begin a brand new year – a year full of uncertainty, yet still filled with promise. The economic climate is certainly a bit (!) clouded; yet the expectations of our agencies and organizations remain the same if not stronger – continue this year to provide services at or above the level and quality as provided last year. And, of course, raise the funds to accomplish this!

AFP remains a source of support and information for its members. Monthly chapter meetings provide the opportunity to network with peer development officers and learn from program speakers. The DFW Philanthropy Conference, set for June 26, 2009, will draw together multiple numbers of professional fundraisers who will attend and other experts in the field who will serve as speakers – certainly a plethora of knowledge in one spot! The AFP International web site www.afpnet.org features "A Survival Kit for Fundraising in a Bad Economy," a set of articles and white papers addressing the current situation.

Our area's economic climate is not as desperate as others, but there is no doubt that we're all feeling the pinch. Our role as fundraisers is to continue to talk about our respective organizations' missions, tell our stories, keep our current and potential new donors informed, remain positive and focused and keep asking.

Be in contact with your AFP peers – we are all in this together!

Best - Liz Sisk

AFP Chapter Web Site to Undergo Renovation

As part of the Strategic Plan, our web site will be in review starting in January. If you have any comments or suggestions about how to improve the web site, please send them to Angie Gofredo at agofredo@westlakefoundation.com. The web site address is afpfortworth.org.

January 12 Meeting

11:30 am – 1 pm



**Reservations by Jan. 6.
Credit cards NOW
accepted.**

**afpfortworth.org or
afpww@yahoo.com or
817-244-9767**

**Reservations not honored
will be billed.**

Cost

\$15 Members
\$25 Nonmembers

Meeting Location

Riley Center at Southwestern
Baptist Theological Seminary
1701 W. Boyce Ave.
Fort Worth, TX

Upcoming Meetings

2nd Monday of the Month



Questions or comments? Contact us afpww@yahoo.com or call 817-244-9767 or write PO Box 211, Fort Worth, TX 76101-0211. afpfortworth.org

2008 AFP Foundation Donors as of December 10, 2008

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The New CFRE Review Course is Here!

If you have been waiting to take the CFRE Review Course ... wait no longer! The new, improved, revised AFP/CFRE Review Course will be offered June 24-25, 2009 at the Arlington Convention Center.

The CFRE Review Course offers development professionals an opportunity to review the main components of a complete fundraising program. It is a two-day, intensive program the purpose of which is to provide an overview of skills, techniques and program components based on fundraising experience at the five-year level.

Unlike earlier versions of the course, the revised course is organized around the domains of the CFRE examination rather than specific fundraising strategies.

New and Improved Topics include:

- Why Philanthropy? An Overview of Fundraising & Its Concepts
- Current & Prospective Donor Research
- Marketing and Communications for Fundraising & Development
- Developing a Comprehensive Solicitation Program
- Building and Sustaining Relationships
- Securing the Gift
- Volunteer Involvement
- Management
- Accountability

In addition, the participant manual will contain test taking tips and sample exam questions provided by CFRE International. Participants receive participant manual, approximately 14 hours of instruction and a certificate of completion at the end of the course, plus, a head start for taking the CFRE Exam!



For more information, including registering on-line after January 2009, go to <http://dfwphilanthropyconference.com/cfre.htm> or contact Sandy Owen, CFRE at sandy.owen@gladney.org or James Holcomb, CFRE at jrholcomb3@sbcglobal.net. For information on CFRE accreditation, go to www.cfre.org.



Notify AFP of Address and Job Changes

Don't miss out on any AFP news or information if your job or address changes go to afpnet.org and update AFP International. Your AFP chapter administrator will be notified. You can also transfer your membership to another chapter if you move to another city, state or country.

Deadline for submitting information for the February newsletter is **January 23**. Send articles, photos and other information to Christi Hutchins at chutchins54@gmail.com.

Chamberlain Scholarship Awarded to Jennifer Hawthorne

Jennifer Hawthorne has been named a Chamberlain Scholar by the Association of Fundraising Professionals Foundation for Philanthropy and will attend the 2009 International Conference on Fundraising in New Orleans, LA next spring.



The Chamberlain Scholarship Program honors Ralph Chamberlain, CFRE, a long-time fundraiser and supporter of AFP. Mr. Chamberlain helped to form one of the organization's first chapters, the Greater New York Chapter and served as both chair of the association and the foundation.

Jennifer has been in the fundraising profession for 22 years and is currently Development Director for Cancer Care Services in Fort Worth. A member of the AFP Fort Worth Metro Chapter since 2005, she has served on the Chapter's Board of Directors as Vice-President for Communication and will assume the position of Vice President for Member Services in January, 2009.

Welcome to our new Members

- Vikki Aulie, Business Development Manager, Charity Fundraising Auction
 - Dr. Howard Farrell, V.P. University Advancement & Student Affairs, Midwestern State University
 - Courtney Kimberling, Sr. Development Officer—Annual Gifts, Partners Together For Health
 - Lilah Mitchek
 - Candance Robinson, Resource Development/Community, Lake Forest Good Samaritan
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February 9 Program Focuses on Community Foundations

Nonprofit organizations and professional advisors are often charged with helping identify the best vehicle to assist their donors and clients with their charitable and philanthropic goals. Victor Korelstein, CFRE, Director of Development for The Dallas Foundation, will help nonprofit professionals such as executive directors, development directors and professional advisors understand the philanthropic climate, their role in helping their donors and clients realize their charitable and philanthropic goals and the role of a community foundation in this process.

AFP Member Michelle West to Present at Houston Seminar

AFP Fort Worth Metro Chapter Member Michelle West will present a workshop at the Development Dialogues Seminar in Houston February 2-4. Michelle is Assistant Director of Major Gifts at University of North Texas Health Science Center. She will team with two other colleagues to present on Annual Giving: Successful Programs for Health Care Institutions.

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