



THE NEWS RAISER

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Note The Dates:

- **4/28/08**—Deadline to register for luncheon
- **5/1/08**—AFP Membership Meeting & Program. 11:45 am—1:15 pm, B.S. Roberts Room at OSU-Tulsa.
- **5/8/08**—Membership Recruitment Reception
- **5/8/08**—Web Conference
- **5/20/08**—Web Conference

May 1, 2008 — Chapter Meeting & Program:

Trends in Fundraising: What's Happening and How It May Be Affecting Your Fundraising



*Pat Bjorhovde,
Director of Western
Area Services for AFP*

How are donors and their attitudes toward their philanthropy changing? What has the impact of world events on fundraising been? Pat Bjorhovde, CFRE, Director of Western Area Chapter Services for the Association of Fundraising Professionals, will present an in-depth look at these questions and the major trends affecting fundraising and fundraisers' work. Learn about what is happening nationally, what AFP is doing in response, and how you help influence the future. Members, prospective members and nonprofit community leaders alike will benefit from this program and there will be an opportunity for questions and discussion following the presentation.

Bjorhovde has served as the Director of Western Area Chapter Services and Coordinator for Youth in Philanthropy for the Association of

Fundraising Professionals since 2004. Previously, she served as Senior Director of Development for the University of Arizona College of Fine Arts for 12 years. During that time, she managed a fundraising program that raised more than \$24 million in outright and planned gifts to support scholarship, program, capital and special project needs. In 2003, she exceeded the college's goal for the university's capital campaign two years early, including the completion of funding for its new \$9 million dance performance hall. Pat has over 29 years of experience in fundraising and holds a Bachelor of Music degree from Bucknell University, a Diploma in Arts Management from the Banff Centre School of Management, and a Master of Arts in Philanthropy and Development from St. Mary's University of Minnesota. Ms. Bjorhovde has been a member of AFP since 1983 and is an active member and past president of the Southern Arizona Chapter.

AFP Eastern Oklahoma Chapter May Program

Speaker: Pat Bjorhovde, Director of Western Area Services for AFP
 Date: May 1, 2008
 Check-in: 11:45 a.m. / Lunch & Program: 12:00 – 1:15 p.m.
 Location: North Hall Conference Center,
 B.S. Roberts Room, OSU-Tulsa
 700 North Greenwood Ave.
 Cost: \$15 members, \$20 non-members
 Registration: Register online at www.afpeastok.org or contact
 Ruth Richards at rerichards@cox.net.

Deadline to register is Monday, April 28th



SAGE ADVICE

FROM LARRY BARTLEY

Some of Our Best Educational Resources Are Free

I hope that all of you have been to the library since writing your last term paper. If you haven't *shame on you!* Everything is free at the library, including materials to help your development office.

The Tulsa City-County Library's Central Library downtown has one of only two Foundation Centers in Oklahoma, and it is also an AFP Affiliate Library with a collection of books designated by AFP's national office. Reference and circulating collections include books on planned giving, direct mail, ethics, nonprofit management, special events, proposal writing, capital campaigns and more. There are also several print directories such as the [Guide to US Foundations](#) and the [National Directory of Corporate Giving](#). Circulating books and materials can be requested online and routed to any of the 24 libraries in Tulsa County, so you don't have to drive downtown, just to your nearest library.

You can access brief information about funders from your own PC using the *Foundation Finder* at the Foundation Center's website, at <http://foundationcenter.org/>. This allows you to search by grantmaker, name, or location and view a brief profile with contact information and a summary of total assets and giving. However, as a Foundation Center Cooperating Collection, the Library can provide you with more options and more in-depth information about

grantmakers through the **Foundation Directory Online (FDO)** – available at Central Library. In addition to Foundation name or location, you can also search by *fields of interest, types of support, trustees, officers, and donors, and type of grantmaker*. Using this database, you can also see an expanded profile for the donor that includes background, limitations of funding, purpose and activities, program areas, application information, and much more. FDO even displays past grant recipients and amounts, when available.

In addition to the core print and electronic collections provided by the Foundation Center, the Library targets additional interests and needs of area nonprofit managers, employees and volunteers with reference and circulating collections. A search in the Library's catalog at www.tulsalibrary.org will locate materials relevant to your nonprofit's need. In addition to traditional print materials, you can go to www.tulsalibrary.org/foundation_center for online resource guides developed to supplement the library's collections. The guides are a collection of resources that provide additional information to meet the needs of Tulsa-area nonprofits.

The Library offers free workshops that provide hands-on learning opportunities for using the Foundation Center's databases and print materials. These workshops also offer the opportunity to learn from other individuals and nonprofit employees and volunteers about their grant seeking experiences. Check the Library's Monthly [Event Guide](#) or email jgreb@tulsalibrary.org, to sign up for an email distribution list to learn about upcoming workshops.

If you are unable to attend any of the scheduled workshops, but feel you or your organization could benefit from hands-on training, please feel free to phone 596-7940 or email the Foundation Center Coordinator to schedule an individual tutorial or group session.

Larry Bartley is the Trust and Development Officer for the Tulsa Library Trust.

The AFP 45th International Conference

March 30-April 2nd—San Diego, California

Highlights from Deirdre McArdle, the 2008 Chamberlain Scholarship Recipient

My conference experience began on Sunday at 1PM when all of the 2008 Chamberlain scholars met for a brief orientation and a group photo on the patio of the San Diego Convention Center. With the beautiful harbor and marina as a backdrop, everyone looked wonderful!

Over the next two and a half days I was invigorated by an exciting series of plenary sessions featuring distinguished speakers such as Jane Goodall - a personal hero and inspiration. During these sessions, which included several award presentations, I also learned a great deal about the history of AFP and the organization's goals for the future.

"I am honored that I was selected by the chapter for the Chamberlain Scholarship and I hope that anyone who has not attended a conference will consider applying. This is a great opportunity to network with peers and have access to best practices in our field."

- Deirdre McArdle

As I attended these sessions and strolled through the extensive trade exhibits, I was amazed to see so many fundraisers from all over the world in one place. This year there were 5,000 attendees at the conference! Each day during lunch I visited with a different group of people including representatives from across the country, Canada and Japan.

However, it was the educational and breakout sessions that truly made the conference a success for me. For the majority of the time I followed the Planned Giving track because I need to establish a formal Planned Giving program for Elder Care. By the end of the conference I felt confident that I had the information and tools to create a program as well as a new network of contacts to call on for advice. Since my return, I have already received several follow-up e-mails with additional resources.

I am honored that I was selected by the chapter for the Chamberlain Scholarship and I hope that anyone who

has not attended a conference will consider applying. This is a great opportunity to network with peers and have access to best practices in our field.

Deirdre is the Development Director at Elder Care in Bartlesville and received the 2008 Chamberlain Scholarship to attend the AFP National Conference in San Diego.



2007

Ten Star AFP Chapter

**AFP Eastern Oklahoma Chapter
Receives Ten Star Award!**

Did you notice our new logo? At the national conference in San Diego, our chapter received the 2007 Chapter Ten Star Award!

Ten Star chapter status indicates that our chapter is a model for all chapters to emulate in accomplishing the goals set forth by AFP and our chapter leadership.

This chapter won the 150-299 member category for highest 3 Year Retention with 83%. The Chapter was recognized at the Chapter Presidents Council meeting on March 30, 2008. For this award the chapter received \$1,500.

AFP—Eastern Oklahoma was also recognized for the number of "Active" members in our chapter in 2007 and was awarded a check for \$100.

Our chapter's leadership is thrilled for the chapter to receive this prestigious designation!

YOU'RE INVITED!

Membership Recruitment Reception



Members and non-members alike are invited to a special happy hour reception of the Eastern Oklahoma Chapter of AFP.

When: 5:30 p.m. to 7:00 p.m.,
Thursday, May 8, 2008

Where: Central Park Hall, Expo Square
Enter Gate 12 (one block west of the corner of 21st & Yale)

Hors d'oeuvres and wine will be served

This reception is a wonderful opportunity to introduce potential members to our AFP family and for members to enjoy relaxing conversation and check out Tulsa's newest event and meeting site.

RSVP by calling Rickye Dixon at (918) 664-9000

Congratulations!

Jana Duffy, CFRE

Our Chapter's Newest
"Certified Fundraising
Executive"

Way to Go, Jana!



WELCOME NEW MEMBERS!

Joyce Jochim

Individual Giving Manager
Community Food Bank of Eastern
Oklahoma

Carol N McMahan

Asst Director of Development
Cascia Hall Preparatory School

Melissa Schnur

Development Director
Sherwin Miller Museum of Jewish Art

INTERESTED IN AFP MEMBERSHIP?

- Visit our local website at www.afpeastok.org to fill out an application on-line.
- Chapter dues are \$50 plus national dues:
\$100 - introductory membership
\$220 - active membership

Contact:

Steve Mason—Membership Recruitment
smason@saintsimeons.org or (918) 425-3583

- Or -

Donna Stidham, CFRE—VP of Membership
dstidham@hospiceofgreencountry.org
(918) 747-2273

- For member scholarship information, contact Donna.

CONTACT INFORMATION: OFFICERS & COMMITTEE CHAIRS

Do you have a question about AFP or an idea that you'd like to submit?
Feel free to contact any of our committee chairs!

President	Pam Richardson	594-8189	prichardson@osugiving.com
President-Elect	Claudia Meiling	280-8656	claudia@rsvptulsa.org
Secretary	Leah Brumbaugh	382-2410	lbrumbaugh@mhat.org
Assistant Secretary	Karen Garren	425-3583 x245	kgarren@saintsimeons.org
Treasurer	Lori Mathis	794-4509	lmathis@tulsacenter.org
Assistant Treasurer	<i>To Be Determined</i>		
Immediate Past President	Nancy Hatfield	585-1117	nhatfield@tnc.org
Long Range Strategic Planning	Suzy Sharp	664-9000	ssharp@seniorline.org
Vice President - Education	Janet Gaskins	619-4747	janet-gaskins@ouhsc.edu
Programs	Amy Miller	749-6030 x233	amy.miller@tulsaballet.org
Audio Conference	David Urich	833-9813	urichda@tulsaschools.org
Youth In Philanthropy	Laura Hailey-Butler	728-3913	lhb@ymcatulsa.org
Conference Chair	Marcia Graham	295-9412	marcia.graham@laok.org
Legal Affairs	Phil Lakin	494-8823	plakin@tulsacf.org
CFRE Training	Tish Stuart	746-2614	tstuart@casciahall.org
	Fay Palma	582-7884 x101	fpalma@operationaware.org
Advanced Track	Richard Boone	744-2186	rboone@sjmc.org
Vice President - Membership	Donna Stidham	747-2273	dstidham@hospiceofgreencountry.org
Membership Recruitment	Steve Mason	425-3583 x237	smason@saintsimeons.org
	Ricky Dixon	664-9000x27	rdixon@seniorline.org
Hospitality Chair	Ruth Richards	645-3540	rerichards@cox.net
Diversity Chair	Kristy Long	588-3600	dream@dreaminstitute.org
Vice President - Communications	Larry Bartley	596-7985	lbartle@tulsalibrary.org
Newsletter	Meredith McDaris	592-3333	mmcdaris@thebridgesfound.org
Publicity	Arlene Johnson	493-1994	ajohnsonpr@cox.net
National Philanthropy Day	Paula Hughes Cortner	488-0882 x19	paula.cortner@oke.nmss.org
Awards & Scholarships	Lynn Sossamon	272-5962	lynn@sossamon.com
Chapter Administrator	Abigayle Tobia	261-5838	abigayle@idm-services.com

Eastern OK Chapter seeks Chapter Administrator

The Association of Fundraising Professionals - Eastern Oklahoma Chapter is seeking qualified applicants for the position of **Chapter Administrator, Webmaster and Database Manager**. This is a paid position and the individual will serve as an independent contractor to the chapter and will report to the President and the Vice President of Communications. Please submit a letter of interest and resume to Pam Richardson, via email at prichardson@osugiving.com. The letters of interest and resume must be received by **Friday, May 16, 2008**.

JOB DESCRIPTION - CHAPTER ADMINISTRATOR, WEBMASTER AND DATABASE MANAGER

Purposes of the Position: To provide support to the Eastern Oklahoma Chapter of AFP by serving as chapter administrator and webmaster for the chapter.

Reports to: President and Vice President of Communications of the Eastern Oklahoma Chapter of AFP

Scope of Services:

Membership Management Services

- Facilitate online registration for membership meetings via email communications.
- Maintain the membership database and sponsor/friends contact database.
- Compare and update chapter member list using the monthly National Headquarters information.
- Facilitate chapter communications through News Raiser and other community announcements.
- Direct all email inquiries from the chapter email address that pertain to the AFP Chapter
- Special Events – prepare mailing lists from database for committee use.
- Pick up mail as needed from chapter post office box and distribute.

Contact Management

- Maintain database of members, non-members, honorary individuals, vendors, sponsors.
- Create and maintain mailing queries; monitor results of mailings; add any special targeted mailings throughout the year.

Web Development

- Review capabilities of the AFP website database management tools.
- Serve as liaison with AFP National Headquarters in developing and implementing the Eastern Oklahoma chapter website.
- Maintain home page announcements as well as website pages with content from chairs and committee members.
- Update and maintain website to keep it current and useful to AFP members and site visitors.
- Coordinate with committee chairs for website content including special events and other important announcements.

Minimum Qualifications:

- Excellent clerical, organizational and interpersonal skills.
- Flexibility to manage multiple tasks and meet deadlines and work independently.
- Participate in AFP National Headquarters training as scheduled.
- Proficiency with MS office applications (Outlook, Word, Excel, Powerpoint)
- Access to computer and high speed internet

Other information:

The Chapter Administrator, Webmaster and Database Manager will serve as an Independent contractor to the chapter and will attend all monthly Eastern Oklahoma Chapter AFP Board and Membership meetings.

UPCOMING WEB CONFERENCES

May 8

Ethical Fundraising: What's the Effect on Your Bottom Line?

May 20

Advanced Annual Giving Techniques: Taking Your Program to the Next level

Web-conferences are held at OSU Tulsa from 12:00 pm–1:30 pm (Bring Your Lunch)
Cost: Free for members—\$15 for non-members

Register Online at www.afpeastok.org

Honorarium Report

Each month the luncheon speaker is honored with a donation to his or her favorite charity. We are proud to have made a donation to four great organizations so far this year!

January:

Kayle Acebo—Parent Child Center

February:

Joe Cappy— Girl Scouts
Phil Lakin— Honorarium waived

March:

Mark Graham— Tulsa Area United Way

April:

Wendy Thomas— Clarehouse

Committee Members Needed!



National Philanthropy Day®

Plans are underway for this year's combined educational conference & luncheon in celebration of National Philanthropy Day. We are looking for interested individuals to help in areas of conference planning, curriculum, logistics, menu, speakers, programs, print materials, reservations, in fact you name the area and we need the help! The Conference will be held in November.

This committee is a great way to meet other AFP members and to be involved with a truly amazing event. Conference Co-chairs are Marcia Graham and Paula Cortner. If you are interested in serving please contact Paula at paula.cortner@oke.nmss.org.

The next NPD committee meeting which will be held at The Mental Health Association on Tuesday, May 27th at 4:00 pm.

The *News Raiser* is published monthly (except July) by the Eastern Oklahoma Chapter of the Association of Fundraising Professionals in Tulsa, OK.

The 2008 Chapter President is Pam Richardson (OSU Tulsa), the Vice President of Communications is Larry Bartley, CFRE (Tulsa Library Trust) and *The News Raiser* Editor is Meredith McDaris (The Bridges Foundation).

The Chapter's web site is www.afpeatok.org

Deadline for articles to be included in *The News Raiser* is the 15th of the month prior to publication. You can send articles and comments to the editor by emailing Meredith McDaris at mmcdaris@thebridgesfound.org