

THE NEWS RAISER



Chapter CFRE members share their good, bad and ugly fundraising experiences at Oct. 5 chapter meeting



Tish Stuart, CFRE

"*Tales from the Crypt: Good, Bad, and Ugly Fundraising Stories*" is a fun, candid, personal, lively, up-to-date look at what works and what doesn't work from the perspective of two experienced fundraising professionals. The program offers a lighthearted lead-in to the ghoulish traditional October theme—Halloween.



Kent Stroman, CFRE

Both presenters, Tish Stuart and Kent Stroman hold the CFRE designation (Certified Fund Raising

Executive). Collectively, they have over 8,761 days of experience in the field. And, although the following cannot be independently verified, it is believed that at least one of them has made every fundraising mistake

**"Every scary fundraising story we share will be coupled with a practical, useful fundraising success principle—something you can put to practice in your own work immediately."
—Tish Stuart**

catalogued in the *"Fundraising Guide for Dummies—Don't do this if you want succeed in the fundraising business."*

"Between us, we've already made all the mistakes in fundraising," said Kent Stroman. "Our hope is that, by sharing our experiences, our colleagues won't have to do the

same," he continued.

Tish Stuart offers this money-back guarantee to those who attend the Oct. 5 program: "If you will simply imitate the techniques we demonstrate that day you will be able to experience early retirement from your current job."

On a more serious note, Stuart emphasized, "Every scary fundraising story we share will be coupled with a practical, useful fundraising success principle -- something you can put to practice in your own work immediately."

AFP members are encouraged to bring their executive director, board members, and development department staff to this unique workshop. The presenters affirm that "we'll scare the audience spitless with our horror stories." Don't miss this one!

Orientation for new members set for Oct. 5

All new members are invited to attend a New Member Orientation, 11:15-11:45 a.m. on Oct. 5 (right before the chapter lunch meeting) in Room 156 in the North Hall at OSU-Tulsa. The room is just down the hallway from the B.S. Roberts Room where lunch is held.

Whether you joined a month ago, a year ago, or you just still feel like a new member, please join us to learn more about AFP and our chapter. Just show up or contact Bridget Burritt for more information at 918-493-7816, ext. 5.

October 5th Chapter Meeting

"Tales from the Crypt: Good, Bad and Ugly Fundraising Stories"

OSU-Tulsa, 700 N. Greenwood Ave.
B.S. Roberts Room, North Hall Conference Center
(arrive a little earlier than normal due to campus construction and limited parking)

11:30-12:00 - check-in and go through buffet line
12:00-1:15 - lunch and program

Cost is \$15 for members, \$20 for non-members.

Email your reservation to Michelle Boatright at mboatright@captc.org or call 918-382-3224

Reservations must be received by Friday, Sept. 29.

**national
philanthropy
day**



Save the Date!
Awards Luncheon
11:30 a.m.
Friday, Nov. 17
Doubletree Warren Place
Invitations coming in early Oct.

NPD luncheon organizers looking for nonprofit beneficiary for event

The National Philanthropy Day Committee is accepting nominations and applications for a not for profit organization to be the featured group at our annual luncheon. At the event, the group will be recognized for their work in the community, and the tables will be decorated with items the agency needs in carrying out its mission.

To be considered as the featured agency, please submit a short paragraph or two describing your agency and its work in the community. In addition, list five items that your clients or customers need to improve their quality of life. Send your information to Greg Boyd at greg@jatulsa.org. Deadline for submission is Friday, Oct. 6. If you have questions, you can reach Greg at 918-663-2153.

National Philanthropy Day honorees announced

Your nominations led to the following organization and individuals being selected as the 2007 recipients of National Philanthropy Day awards. Be sure to join us for the luncheon (see side bar for more information) this year as we applaud these deserving award winners.

Outstanding Philanthropist: Chapman Foundations Management, LLC

The H.A. and Mary K. Chapman Charitable Trust was created in 1976 and funded in 1979 after the death of H. Allen Chapman, son of philanthropists James and Leta Chapman and an independent oil and gas producer. His wife, Mary K. Chapman, a graduate of the University of Tulsa and a nurse, lived until 2002 and she established a second charitable foundation that was funded after her death.

Tulsa non-profit organizations have received more than \$50 million from the Chapman Foundations. Chapman Foundations Management, LLC is now managed by trustees Donne W. Pitman and J. Jerry Dickman. Andrea Doyle is the Program Officer.

Outstanding Volunteer Fundraiser: Billie and Howard Barnett

Billie and Howard Barnett represent the highest level of commitment to their community as evidenced by their volunteer successes in fundraising. The organizations which have benefited from their contributions of talent and leadership include Hillcrest, Tulsa Ballet, Tulsa Philharmonic, Youth Services of Tulsa, Holland Hall, American Heart Association, Tulsa Community College, Tulsa City-County Libraries, Salvation Army, Tulsa Metro Chamber, the City of Tulsa, and the Oklahoma Centennial Commission, and many others.

Most recently, they chaired the Philbrook Wine Experience 206, which grossed over \$1.8 million, making it the most successful fundraiser in the region. Billie and Howard are the epitome of volunteer leaders and philanthropists who serve as examples of Tulsa's finest citizens and continue the traditions that serve as models for those who will follow.

Outstanding Fundraising Executive: Lynn Sossamon, CFRE

Lynn, a fundraising consultant, has been working with non-profit organizations for many years. She has provided assistance with strategic planning and she has helped many organizations complete successful capital campaigns.

Lynn organized the CFRE study group for two years and has been an instructor. She is a valiant supporter of those trying to achieve their certification. She has also coordinated and promoted the Audio Conferences where attendance steadily increased.

Currently, she serves our chapter as Program Chair and has done an outstanding job with providing our chapter with quality educational programs each month.

Your gift to AFP Foundation helps nationally and locally

It's time for the Every Member Campaign conducted by the AFP Foundation for Philanthropy. Your support is needed to help our chapter reach our fundraising goal of \$1,000 this year. Please consider making a gift. On a national level, your support will help deliver educational and training programs to all chapters, facilitate the exchange of best practices and advocate for favorable public awareness of philanthropy. On the local level, your donation comes back to the chapter through the Every Member Campaign Chapter Partnership Grant program. Through that program, 25 percent of the contributions received from our chapter members are returned to us to fund chapter activities. Funds raised from the Every Member Campaign also support the Chamberlain Scholarship Program, which provides a scholarship to the International Conference on Fundraising to a chapter member who is a first-time conference attendee (see story this page about scholarship program.)

Marlo Duffy is heading up the campaign for our chapter. You will here more from her over the next couple of months about giving. You may contact her with any questions at 918-594-8014 or mduffy@osuf.org.

The *News Raiser* is published monthly (except during summer) by the Eastern Oklahoma Chapter of AFP.

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 918-561-1219

Copy deadlines are usually the 15th of the month for the following month's issue.

Scholarship available to 2007 International AFP Conference on Fund Raising

Each year, our chapter and the AFP Foundation for Philanthropy help defray costs for one member to attend the AFP International Conference on Fund Raising. This opportunity is made possible through AFP Foundation's Chamberlain Scholarship Program.

The AFP Foundation for Philanthropy will pay \$500 of the \$510 registration fee for Chamberlain Scholars. Additionally, the Eastern Oklahoma AFP Chapter will pay an additional \$500 to be used to defray travel and lodging expenses. Candidates must be employed as a fundraising professional or, if candidate is an executive director, a substantial amount of time must be devoted to fundraising. Candidates must also have not previously attended an AFP International Conference and agree to submit an evaluation form about the conference experience. One recipient will be selected from our chapter.

If you are interested, contact Dawn Duca, awards and scholarships chair, at 918-495-3553 or dduca@arthritis.org. Application deadline is Oct. 13.

Deadline nearing for young philanthropists nominations

Nominate your student or student group for the Outstanding Youth in Philanthropy Award. The Eastern Oklahoma Chapter of AFP is looking for elementary thru high school students who have demonstrated outstanding commitment to the community through direct financial support, development of charitable programs and leadership in philanthropy.

The Outstanding Youth in Philanthropy recipient or recipients will be honored during the 24th Annual National Philanthropy Day luncheon on November 17. Honorees, their parents and award nominators will be invited to attend the awards lunch.

ALL nominations must be received by October 2, 2006.

To obtain a nomination form and get more information, contact Laura Hailey-Butler at lhb@ymcatulsa.org or 918-728-3913.

Welcome Our New Members!

Susie Barnes
 Glory House
sbarnes@gloryhousetulsa.com

Connie English (Transfer from another chapter)
 Phillips Theological Seminary
connie.english@ppstulsa.edu

Steve Schaumburg
 Parkside Psychiatric Hospital & Clinic
sschaumburg@parksideinc.org

Linda Keller
 OK Mozart
lkeller@okmozart.com

Ashlee Elmore
 Elder Care
aelmore@abouteldercare.org

Victoria McKenna
 The National Indian Monument
victoria@nimi.us

Susan Sossamon
 Sparrows Landing
susan.sossoman@cox.net

Brooke Massie
 Tulsa Zoo Friends
bmassie@tulsazoo.org

Upcoming monthly chapter programs

December 7, 2006

990 or 911

(speakers to be announced later)

January 4, 2007

Ethics in Fundraising

Carol Alexander, ACFRE

For more information about any of these programs, contact Program Chair Lynn Sossamon at lynn@sossamon.com.

AFP audio conferences offer great fundraising advice and tips

Audio conferences are a great way to fill up your fundraising toolbox, and they're FREE to members. Non-members only pay \$15. Check out the remaining audio conferences for the year:

Thursday, October 12 ▪ 12-1:30

Strategic Planning to Lower Fundraising Costs and Boost Revenues

Presented by Mal Warwick

Tuesday, December 5 ▪ 12-1:30

(web & audio conference)

What Fundraisers Need to Know about Budgets & Financial Statements

Presented by R. Barkley Calkins

Sessions are held at the Community Food Bank of Eastern Oklahoma, 1404 N. Kenosha Ave., off Highway 75 and Pine. **Contact Marcia Graham at mgraham@cfbeo.org or 918-585-2800, ext. 111, for more information and to register.**

Job Opportunities

Development Director

Light Opera of Oklahoma

Ground floor opportunity for the person seeking a fun challenge in a creative, growing organization. Minimum of 3 years development experience, arts background preferred. Resumes to sslaw@sbcglobal.net.

Development Assistant, OSU-Center for Health Sciences

Development Assistant, OSU-Center for Health Sciences

Development Assistant, OSU-Oklahoma City

Development Assistant, OSU-Tulsa

Director of Development, OSU-Houston

Director of Development, OSU President's Office Stillwater

Oklahoma State University Foundation

The OSU Foundation is actively recruiting for the above available positions. For more information and job descriptions, interested people should contact Erin Barry, Coordinator, Benefits OSU Foundation, P.O. Box 1749, Stillwater, Oklahoma 74076-1749, phone: 405-385-5154, fax: 405-385-5103.

Part-time Fundraising Professional

Parkside Psychiatric Hospital & Clinic

Parkside Psychiatric Hospital & Clinic is seeking an experienced fundraising professional who has strong relationships with Tulsa area Foundations that are focused in giving to healthcare and children's charities. Duties will include developing and managing capital campaigns, and researching and pursuing grant opportunities. For immediate consideration, please E-mail your cover letter and resume to Steve Schaumburg at sschaumburg@parksideinc.org.

October audio conference: "Strategic Planning to Lower Fundraising Costs and Boost Revenues"

Too often, strategic plans drawn up with great effort and considerable expense sit on shelves or lie in file drawers, ignored and forgotten. But carefully selected strategic planning tools can be used to great effect to improve the performance of your fundraising program. Drawing on a quarter-century of experience and work with hundreds of nonprofit organizations, Mal Warwick will demonstrate how this can be accomplished. Participants will receive reproducible copies of exercises that can be put to work immediately in any organization.

This audio conference will be held Oct. 12, 12:00-1:30, at the Community Food Bank of Eastern Oklahoma. **Deadline to register is Oct. 9. Contact Marcia Graham at mgraham@cfbeo.org or 918-585-2800, ext. 111, for more information and to register.**

Note: This session was originally presented in July but we are sharing it again due to additional interest.