



## President's Letter



Happy New Year! I would first like to thank everyone who participated in the AFP Foundation for Philanthropy Every Member Counts Campaign. The programs supported by your gift provide education and training of professional fundraisers worldwide and increase the public's awareness of philanthropy. Each year one member from our chapter benefits from the Chamberlain Scholarship provided by the Foundation for Philanthropy. This scholarship provides funding for attendance at the international AFP conference.

This year's scholarship is being awarded to Gloria Hurwitz,

Development Officer with Graceworks Lutheran Services. In addition to the Chamberlain Scholarship, our chapter also provides an international conference scholarship and this year's award will be given to Steve Rubenstein, Executive Director of Crayons to Classrooms. Congratulations to both Gloria and Steve! Details about the international conference can be found on our chapter website [www.afpdayton.org](http://www.afpdayton.org).

I look forward to beginning my second term as chapter president and am pleased to announce that during the December chapter meeting, the slate of officers was approved and we have since appointed two new members to our board. Our newest members are Yvette Kelly-Fields, Development Director at The Dayton Urban League and Michael Roediger, Vice President of Development with Victoria Theatre Association. I am thrilled to welcome them to the board and thank all of our board and committee members for their commitment!

This month's chapter meeting will be held on January 20th. We have two excellent presenters, George Mongon and Duke Haddad sharing best practices on how to secure major gifts. A link for registration is included in this newsletter and the deadline for registration is today.

I hope to see you at the January meeting.

**Beth Redden, CFRE**  
Chapter President

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## January 2010 Monthly Newsletter

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**2010 Programs**

**“Securing Your Very Top Gifts in 2010”**

**January 20, 2010**

**Presenters: George Mongon and Duke Haddad, Ed.D., CFRE**

George and Duke plan to lead a lively discussion that will begin with "best practices and tested tricks" you can use to secure the gifts at the top of your pyramid, and explain how those gifts will so profoundly influence your overall fundraising results in 2010. Learn what has worked well for your colleagues and what exciting plans your fellow fundraisers have prepared. This is an excellent topic to help you set your new calendar year in motion.

**Registration: 11:30 a.m.**

**Program: Noon**

**Location: Sinclair Ponitz Center**

**Cost:** \$25 for AFP members, \$35 for non-members. Parking is included.

**Reservations:** May be made securely online (with payment accepted too for easier meeting check-in) by [clicking here](#). You may also register by calling 937-248-4697.

**Deadline:** The reservation deadline is **TODAY, January 15, 2010.**

**Confirmation:** You will receive a confirmation of your reservation within 48 hours. If you do not, please let us know immediately and do not assume we have received your reservation. It is important that we give a correct food and seating count to the facility and want to make sure you are included.

**Also, please be sure to save the remaining 2010 AFP Greater Dayton Region Chapter Meeting dates on your calendar today! You don’t want to miss any of the programs we have in store for you in 2010.**

February 17, 2010 - Sinclair with registration at 11:30 a.m., program at noon

April 28, 2010 - Sinclair with registration at 11:30 a.m., program at noon

May 26, 2010 - Sinclair with registration at 11:30 a.m., program at noon

June 23, 2010 - Sinclair with registration at 11:30 a.m., program at noon

July 21, 2010 - Dayton Racquet Club with registration at 7:30 a.m., program at 8:00am

September 22, 2010 - Sinclair with registration at 11:30 a.m., program at noon

October 27, 2010 - Sinclair with registration at 11:30 a.m., program at noon

December 8, 2010 - Schuster Center with registration at 11:30 a.m., program at noon

-Please note that we will not be having chapter meetings in March or August. November 2010 is National Philanthropy Day, so please be on the watch for more information!

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### **Peer Mentoring**

#### **2010 Peer Mentoring Group 1st Meeting**

January 20, 2010 at 11:00 a.m. (immediately before the chapter meeting) at Sinclair Center.

We have 11 members to date...a great group of mentees and mentors who will be participating this year. If you are interested in joining this group or want more information, please contact Chair, Gloria T. Hurwitz, CFRE at [ghurwitz@graceworks.org](mailto:ghurwitz@graceworks.org) or 937-902-4377.

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### **AFP Job Posting Service**

Are you looking for a qualified fundraising professional to fill an open position? AFP Greater Dayton Region Chapter is a leader in connecting fundraising professionals with the best fundraising jobs not only in the Dayton area but throughout Ohio.

Posting a position is really quite easy and very affordable. Information about your open position will be included in our monthly e-newsletter sent to over 200 targeted individuals who are already involved in the fundraising profession. The e-newsletter will direct interested individuals to view the job description in its entirety on our website.

If you are an AFP member, the cost for posting a position is only \$50.00. For non-members, the cost is \$100.00. The position will remain on our website until we are notified by you that the position is no longer available.

To post a position contact Bill Perry at [billp@dayton-unitedway.org](mailto:billp@dayton-unitedway.org).

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### **47th International Conference on Fundraising**

Please join AFP as it celebrates its 50th anniversary at the 47th AFP International Conference on Fundraising in Baltimore, MD, April 11-14, 2010! Sponsored by Blackbaud, the conference will honor 50 years of advancing the fundraising profession while celebrating fundraising's bright future and its impact on people and societies around the world. At this special event, you will gain knowledge on the latest in fundraising and take advantage of exceptional networking opportunities. Also, AFP will once again provide an exciting line-up

of keynote speakers including Lee Woodruff, life and family contributor to ABC's Good Morning America and a trustee of the Bob Woodward Family Foundation; Peter Thum, founder of Ethos Water and a pioneering social entrepreneur; and the world renowned inspirational leader, Archbishop Desmond Tutu. Join your colleagues from around the world for an extraordinary professional development experience. For more information, please go to <http://conference.afpnet.org>.

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### **National Philanthropy Day Recap**

Thank you to all who attended the 2009 National Philanthropy Day Luncheon on November 19. With close to 400 people in attendance, this year's luncheon presented nine awards including the first ever Lifetime Achievement Award to Mr. and Mrs. Frederick C. Smith. In case you missed it, you can view a listing of the honorees at <http://www.afpdayton.org/2009npdwinners.html> as check back for photos from the event.

Interested in helping out with next year's event? Contact Lindsay Ackley, 2010 National Philanthropy Day Chair at [Lindsay.Ackley@clothesthatwork.org](mailto:Lindsay.Ackley@clothesthatwork.org).

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### **Grant Training**

*Grant Seeking: It's Not Magic!*

Presenter: Linda Gatten Butler, MSW, LISW-S, ACSW, Butler Consulting President

January 29, 2010  
8:30 a.m. to 4:30 p.m.  
University of Phoenix  
7691 Poe Avenue  
Dayton, OH 45414

For more information and to register for training please visit [www.butler-consulting.com](http://www.butler-consulting.com).

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### **Ohio Prospect Research Network**

SAVE THE DATE – 2010 OPRN CONFERENCE

May 13 & 14, 2010

Embassy Suites Columbus

2700 Corporate Exchange Drive,  
Columbus, OH 43231  
(614) 890-8600

Conference Events:  
Thursday, May 13:

- Prospect Identification led by Cecilia Hogan, University of Puget Sound. Cecilia is author of Prospect Research: A Primer for Growing Nonprofits.

Friday, May 14:

- Keynote Speaker Helen Brown, The Helen Brown Group

Be sure to watch the OPRN website for additional conference information!!  
<http://www.oprn.org/>.

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**Member of the Month**



Diane Graham, Executive Director  
Dayton Habitat for Humanity

Diane Graham has a long history of involvement with Dayton Ohio Habitat for Humanity, starting 20 years ago doing volunteer public relations and event planning for the non-profit. She later served nine years on the Board of Trustees, and was President of the Board for two of those years.

In February, 2008, Diane was recruited to be Executive Director, and has since led a successful effort to maintain the financial stability of the organization in the delivery of its mission during the most difficult of economic times for our community, particularly in the area of homeownership of affordable housing for low-income families.

Her fundraising efforts in her first 18 months at Habitat include the infusion of more than \$850,000 into our community from external private and public sources, e.g. Federal Home Loan bank of Cincinnati (private); Habitat for Humanity International (private), HOME (state funds), and Neighborhood Stabilization Funds (Federal).

Diane was previously Sales Manager for Sinclair Community College, responsible for conference and meeting services at the David H. Ponitz Sinclair Center for the past eight years. She also worked as a Corporate Meeting Planner for NCR Corporation. Diane obtained an Associate of Arts, with high honors, from Sinclair Community College, a Bachelor of Arts in Psychology, cum laude, from the University of Dayton, and a Master of Arts in management from Antioch University McGregor. She has advanced training in both

accounting and strategic planning for non-profits.

Diane, a Certified Meeting Professional, also serves as Vice-President of Kiwanis Club of Dayton, Board Member of the Kiwanis Club of Dayton Foundation, Vice-President of Executive Women International – Dayton chapter, and a member of the Montgomery County Housing Advisory Board.

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**Association of Fundraising Professionals, Greater Dayton Region Chapter**  
**PO Box 3515 | Dayton, OH 45401-3515**  
**[www.afpdayton.org](http://www.afpdayton.org)**

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