



Greater Madison Chapter
PO Box 364
Madison, WI 53701



The President's Column



By Howard Landsman
Chapter President

With a new corps of officers stepping forward in January, this is my last President's Column. I appreciate the trust you've placed in me - a grant developer by profession and community organizer at heart - to lead our chapter these past two years. To me, the central challenge has been to sustain the quality of our traditional programming while breaking new ground in terms of our role in Greater Madison. I hope you feel we've been able to strike that balance successfully.

Regarding this new role, we are now poised to serve as a catalyst for mobilizing - through our new strategic initiatives - kindred organizations and individuals around four broad goals for advancing philanthropy in Greater Madison: developing more philanthropists, building nonprofits' capacity for successful resource development, diversifying philanthropy, and increasing collaboration within our sector. We now have four action teams working to move these initiatives forward, giving each of us as fundraising professionals a new opportunity to help improve our community. If you haven't already done so, I hope you'll consider serving on one of these teams. Please see the article on page # for a status report and contact information for each team.

This past August, we had a site visit with our new regional rep from AFP International, Cynthia Sanford. This gave us a chance to benchmark our programming against chapters of similar size, and it was good to hear that we are in line with - if not ahead of the curve - in most areas. Our board also came away with a number of good ideas to ponder - a more ambitious mentoring program, for example - in guiding our chapter to the next level, both in size and quality. Look for a membership survey (or series of surveys) in the coming year, where you'll be able to help us chart the course for this next wave of internal chapter improvements.

Finally, though I generally hate these kinds of generic blanket statements, I would like to say "thanks" to every member who has served as a chapter volunteer over these past two years: on the board, on committees, and in special assignments. We remain a volunteer-driven organization, with roughly 40% of all members taking on at least one ongoing volunteer assignment. In my experience, that is an extraordinary level of commitment, and it has been my honor to serve alongside such a dedicated and talented group of professionals. Best wishes for a successful fourth quarter, and a great year in 2006.

AFP Greater Madison Chapter Board of Directors, 2005

Howard Landsman, President
Grants and Fund Developer,
Madison Metropolitan School District

Kristi Shepard, President-Elect/Vice President
Director of Leadership Giving
United Way of Dane County

David Malone, Secretary
Partner, McDonald & Schaefer

Chris Ziemba, Treasurer

JoAnn Stormer, Immediate Past President
and Scholarship Chair; Executive Director,
Wisconsin Rural Leadership Program
University of Wisconsin Extension

Amy Bliss, Government Relations Chair
Executive Director; Tomorrow's Home Foundation

Patricia Eldred, CFRE, Communications Chair
Director of Development and Communications
Independent Living, Inc.

VACANT, Diversity Chair

Judy Keel, At-Large, Membership Chair,
Owner, Keel Consulting Services

Miriam S. Boegel, CFRE, Program Committee Designee
Director of Development, South Central Wisconsin
Alzheimer's Association

Bob Dinndorf, CFRE, Certification Chair
Executive Director, MATC Foundation

Andrew Broderick, CFRE, Philanthropy Day Chair
Major Gifts Officer, St. Marys Hospital and Care Center
Foundation

Mona Adams Winston, Scholarship Chair
Second Harvest Foodbank of Southern Wisconsin

Other Committee Chairs:

Judith Siers-Poisson, Program Committee Chair
Senior Development Officer, Wisconsin Historical
Foundation

Calendar of Events

October

October 11, 7:30 - 9:00am, Chapter Program: *Is Your Non-profit "Proactive" or "Reactive?"* - Government Relations Panel.

November

November 11, 11:00 - 12:00, Greater Madison Chapter AFP, Philanthropy Day Award Celebration at the Overture Center. The awards luncheon is open to the public. Reservations are \$35/person until October 21st and \$50/person thereafter. To make a reservation or for more information, contact Christopher Dyer at (608) 204-9820 or cdyer@morgandata.com.

December

December 8, 12:00 - 1:30pm, Audio-conference: *The Widow's Might...Understanding a Vital Source of Current & Future Funding* - Robert F. Sharpe, Jr.

December 13, 12 - 1:30pm, Chapter Program: Annual Meeting, speaker TBA.

Join the Program Committee! Call for AFP Member Volunteer Cheri Dubiel Buckner, Community Shares. The Program Committee is actively recruiting new members to help with planning monthly Program Meetings and facilitating monthly audio-conferences. Interested in advancing the training and education of development professionals in the Madison area, this may be the committee for you. For more information, contact Committee Chair, Cheri Dubiel Buckner, at 256-1066 or cdubiel@communityshares.com. Our next meeting will take place on Monday, Nov. 21 at 3:30 pm at the Community Shares office.

What's ahead in 2006 for the Chapter.

By Howard Landsman, President

New Monthly Meeting Date. To avoid ongoing, long-standing conflicts with TEMPO, the womens' leadership organization, we will be moving our regular chapter meeting date to the third Tuesday of the month, starting in February 2006. Thus, our first meeting dates in 2006 will be:

- o Tuesday, January 10, 2006
- o Tuesday, February 21, 2006
- o Tuesday, March 21, 2006

Most meetings will be luncheons, though circumstances (e.g. our guest speaker's schedule) may occasionally shift us to a breakfast meeting.

Local Dues to Increase by \$10. Our chapter board has been able to keep the local share of AFP dues at \$25.00 for over a decade (tied for the lowest amount of any Metro II-sized AFP chapter in the world). However, as our board considered the opportunities and challenges facing us in the next few years, we've decided to raise local dues to \$35/year while maintaining members' monthly meeting

and audioconference fees at the current \$15 level. We will also be raising non-member audioconference fees by \$5/session.) These increases will take effect on January 1, 2006. (If your membership expires before then, you will still be able to renew at the \$25.00 rate.)

Why the increase? On the one hand, steadily rising local operational costs (e.g. food service, postage, printing, etc.) finally caught up with us. On the other hand, we also want to provide a larger pool of funds to support our new strategic initiatives. This commitment will energize our four action teams and help persuade our partner organizations to commit their own funds to our joint efforts to advance philanthropy in Greater Madison. The increase will also support internal chapter improvements now under board consideration for 2006, e.g. upgrading our website and online operations, growing our scholarship program to support member professional development, etc. Perhaps successive chapter boards will be able to maintain this level for another decade!

Join AFP at a Discount!

Not yet a member of AFP? Join us in the "active membership" category before the end of November 2005 and you'll receive \$25 off your first year's dues. Or, you may be eligible for reduced rates as an "introductory member."

Already a member? Then please help us grow. For every new member you recruit, you'll get free admission to one of our first-rate audioconferences. Our new goal for chapter growth is 150 members by 2010, which means we need to grow by roughly 20 members over the coming five years. At the 150-member level, we will become a Metro III chapter that will allow us to more readily network with chapters that offer a wider array of member services. And it will also earn us an extra delegate to AFP International's legislative body. So, do consider helping us reach our goal.

For more information about either of these opportunities, contact our Membership Chair, Judy Keel at 278-1767 or steel@chorus.net.

New Member Recruitment



Erin Brauer, Edgewood College

Debbie Burkhalter, Innovation Filene Research Institute

Jean Louise Colvin, WI Youth Company

Luella Jane Edwards, Schmitt Woodland Hills, Inc.

Cynthia C. Sanford, Manager, Chapter Services, Association of Fundraising Professionals (National)

Cathy Sullivan, HospiceCare, Inc.

Monica D. Wahlberg, Girl Scouts of Black Hawk Council

MEMBERSHIP INCENTIVE PROGRAM:

Between now and the end of the year, if a member recruits someone who joins AFP, they can attend an Audioconference at no charge. Contact Judy Keel at steel@chorus.net.

18th Annual Philanthropy Day Awards Ceremony, Nov. 11th



By Arthur Upham

"It is easy to sit up and take notice. What is difficult is getting up and taking action."
-Honore de Balzac

The Greater Madison Chapter of the Association of Fundraising Professionals is proud to honor the recipients of this year's Philanthropy Day Awards.

Outstanding Individual Philanthropist
Diane Ballweg
nominated by MATC

Lifetime Achievement
Art and Sue Lloyd
nominated by Community Shares

Outstanding Volunteer Fundraiser
Karen Christianson
nominated by Breast Cancer Recovery Foundation

Outstanding Business or Corporation
American TV and Appliance
nominated by United Way of Dane County

Outstanding Fundraising Executive
Patricia Eldred
nominated by Independent Living

Area non-profits nominated individuals and organizations who have made a tremendous effort to make our community better. On November 11, 2005, at a luncheon at the Overture Center, we will honor their work.

They saw needs in our community that we all see every day-but they got up and did whatever they could to meet that need. They are tireless, determined and passionate about making life better. From educational opportunities, to poverty and hunger, cultural life and music, joblessness and social justice and more-these awardees have given of themselves, their time, their energy and their resources (and gotten many of their friends and colleagues to do the same too), year after year-their impact on our community cannot be totaled. But there's no doubt Madison would be much poorer without their touches.

Please join us at the Overture Center to honor their commitment to a better future, a better Madison and a better world. Let their examples inspire us all to do more.

The awards luncheon is open to the public. Reservations are \$35/person until October 21st and \$50/person thereafter. To make a reservation or for more information, contact Christopher Dyer at (608) 204-9820 or cdyer@morgandata.com.