

Board of Directors

PRESIDENT
Robin Ballard 309-645-2300

PRESIDENT-ELECT
Danielle Easton 309-673-6136

PAST PRESIDENT/GOVERNANCE
Kimberly Weeks, CFRE
309-242-3960

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Jonathan Meester 309-566-5665

SECRETARY
Rachel Sprenkle 309-669-9640

MEMBERSHIP SERVICES
Beth Reusch 309-637-2787

PUBLIC RELATIONS
Jeff Scheirer 309-434-2816

PROFESSIONAL ADVANCEMENT
Stephanie Holmes 309-694-8420

CHAPTER COMMUNICATIONS
Carla Payne 309-691-0551

EVERY MEMBER CAMPAIGN
Danielle Easton 309-673-6136

DIVERSITY CHAIR
Toni Burningham 309-438-4303

DIRECTORS
Rich Draeger, CFRE 309-655-1348
Jennifer Davis 309-495-0525
Jamie Messmore 309-681-1100
Michael Lane 309-367-4300 ext.116

NEWSLETTER QUESTIONS?
Carla Payne 309-691-0551

MEETING RESERVATIONS?
info@afpcentralillinois.org

ADDRESS/CONTACT CHANGES?
Carla Payne 309-691-0551



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Advanced Planned Giving



Please join us for an extended AFP Chapter meeting on March 11th featuring Phil Purcell from Indiana University Center on Philanthropy.

In addition to serving as faculty at the Center on Philanthropy and the Indiana University Maurer School of Law, Phil currently serves as Vice-President for Planned Giving and Endowment Stewardship at the Ball State University Foundation where he recently assisted with the successful completion of a \$200 million campaign, of which \$65 million in planned gifts was raised. He is a veteran speaker having presented before the Council for Advancement and Support of Education (CASE) and the American Council on Gift Annuities, to name just a few, as well as on behalf of charities, bar associations and many fundraising chapters throughout the country. Phil has consulted on behalf of all types of charitable organizations, including the Lilly Endowment's GIFT program serving community foundations throughout Indiana.

Phil serves as a member of the Tax Exempt Organization Advisory Council for the Internal Revenue Service (Great Lakes states) and has served on the board of directors for the Partnership for Philanthropic Planning and Association of Fundraising Professionals Indiana Chapter (past president). He is an attorney and member of the American and Indiana State Bar Associations. Phil received his B.A. degree from Wabash College (*magna cum laude*) and his J.D. and M.P.A. degrees (*with honors*) from Indiana University.

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In this session you will learn about advanced details of a planned giving program including:

- Planned giving techniques including outright gifts of cash or assets, endowment gifts, bargain sales, bequests in a will or trust, POD/TOD of accounts or real estate, beneficiary designations of retirement plans and life insurance, remainder interest in personal residence or farm, charitable gift annuities, charitable remainder trusts and charitable lead trusts;
- How to integrate planned giving in a comprehensive development program with setting goals and performance metrics, donor recognition, record-keeping, policies/procedures, marketing techniques, campaign planning, donor proposals and more; and
- How to establish the "case" for planned giving with executive leadership and your board of directors.

The seminar will be highly interactive with questions encouraged!

Registration opens at 9:30 a.m.

The program will run from 10:00 a.m. – 4:00 p.m.

(Lunch is included)

5 CFRE points awarded to attendees

The March 11th AFP Chapter meeting will be held at Illinois Central College – East Peoria Campus, Room 212C. Enter the campus off Route 116 (take Centennial Drive, then left at the light into the campus - follow the roadway to the Visitors Lot on your right) or off Rt. 24 (turn right at the light into the campus - follow the roadway to the Visitors Lot). Once parked, enter the campus through the main entrance past the skywalk. The conference room is just past the cafeteria.

Directions From Bloomington: Take I-74 West towards Peoria. Take the 116 exit and turn right. Take 116 to Centennial Drive and take a right. Take a left into the ICC Campus at the light and follow the roadway to the Visitors Lot on your right. The Visitors Lot is located across from Woodview Commons student housing.

TAKE ADVANTAGE OF THESE EARLY BIRD RESERVATION FEES:

\$50 for any AFP member and any board director from a member organization

\$90 for non-members

To receive the early bird rate, reservations must be received by **March 6.**

Please add \$15 to the above fees after **March 6.**

AFP Guidelines to the Code of Ethical Principles and Standards

Each month, we will be highlighting one of the Code of Ethical Principles and Standards, as set forth by AFP. This month we are focusing on: **Standard No. 12**

Members shall take care to ensure that all solicitation materials are accurate and correctly reflect their organization's mission and use of solicited funds.

Guidelines

1. Members shall ensure, to the best of their ability, that the materials upon which individuals make decisions about supporting the member's organization are direct and truthful.
2. Members shall be forthcoming and accurate when describing their organization's mission, needs, programs, goals, objectives, and achievements.

Examples of Ethical Practice

1. Including in solicitation materials only statements that are accurate and facts that can be documented.
2. Omitting from solicitation materials information that may be confusing, inaccurate, or incapable of being documented.
3. Including in solicitation materials only those endorsements actually made by an individual or entity.

Examples of Unethical Practice

1. Misrepresenting the organization's mission: "The theater's mission is to make the performing arts available to all citizens of the city," when in actuality the price of admission excludes the economically disadvantaged and no free performances or scholarships are offered.
2. Misrepresenting facts to justify a case for support: "More than 20 homeless runaways are turned back on the streets every night," when, in fact, those 20 are absorbed by other agencies.
3. Misrepresenting the size, breadth and source of support in order to validate cause and case: "The overwhelming majority of neighborhood associations feel this need should be met," when, in fact, presentations at neighborhood association meetings

The Role of the Non-Profit Board: Turning Passion into Action

Reservation Form

Wednesday, March 11th

Registration at 9:30 am, Program 10:00 pm - 4pm (5 CFRE points)

Name:
Organization:
Address:
City/State/Zip:
Phone:
E-Mail:

\$50 per AFP member or board member, \$90 per non-member
Amount Enclosed \$_____

**To make your reservations for the March meeting, contact
Rachel Sprenkle at info@afpcentralillinois.org.**

Please send this form with a check marked "March 2015" payable to:
AFP Central Illinois Chapter, Central Illinois AFP, P.O. Box 5323, Peoria, IL 61601.

RESERVATIONS ARE DUE BY MARCH 6TH.

Career Opportunities

University of Illinois Springfield Director of Development (2 positions)

Full-time, Academic Professional positions in the Office of Development, the fundraising arm of the University of Illinois Springfield. Responsibilities include identification, cultivation, solicitation, and stewardship of major gift prospects and donors in collaboration with colleges and administrative units of the University of Illinois Springfield (UIS) and the University of Illinois Foundation (UIF). Primary duties include: building and maintaining relationships with a large portfolio of prospects and donors; conducting significant local, state, and assigned geographic travel to meet with donors and prospects; and serving as a liaison to assigned campus colleges and units to assist with fundraising planning and execution. Both positions report directly to the Vice Chancellor for Development, UIS/Senior Vice President, UIF.

Minimum qualifications for both positions are a bachelor's degree and minimum of five (5) years of combined professional experience in alumni relations, development, fundraising, general management, or marketing. Excellent written and oral skills necessary. A master's degree and demonstrated professional experience in higher education or other nonprofit environment are desirable. Preferred qualifications include the ability to work within a fast-paced, team environment and the ability to assume responsibility for high-level projects.

Applicants should submit a cover letter of application, resume and a list of three professional references online at <https://jobs.uis.edu/>. For full consideration, application materials must be received by March 9, 2015.

UIS is a premier public university that provides students with a high-quality liberal arts education, exceptional public affairs opportunities, and outstanding professional preparation programs. UIS has four core strengths: (1) a teaching-focused academic experience; (2) an abundance of opportunities to collaborate; (3) a right-sized supportive community; and (4) a tradition of educating public servants and leaders. UIS is one of three campuses of the world-class University of Illinois.

The University of Illinois is an Affirmative Action/Equal Opportunity Employer. Persons with disabilities, women and minorities are encouraged to apply.

Career Opportunities



American Cancer Society Community Manager, Relay for Life

Fundraising Territory Location: Peoria, IL
Office location: Peoria, IL Office

Job Summary:

Executes a portfolio of Relay for Life events, with accountability for significant income targets, as well as event-related mission and advocacy activities. Ensures goal achievement through the effective leadership, engagement, empowerment, and mobilization of event volunteers.

- Accountable for the achievement of income performance targets for a portfolio of Relay For Life events, including community feeder events.
- Responsible for effectively and efficiently completing activities and meeting target deadlines in order to execute successful events.
- Implements best practices for leadership development, increased participation and event revenue growth; drives and encourages creativity and innovation at the community level.
- Develops and demonstrates skills in community organization, relationship building and talent identification and leadership development.
- Engages, trains and manages relationships with community volunteers to ensure successful events execution, with a focus on event volunteer leadership positions.
- Engages the community in Relay For Life to drive increased event participation – event committee, teams, team members, sponsors and survivor/caregiver – including youth engagement through teams in community events, Relay Recess and Field Day, high school Coaches vs. Cancer.
- Works in partnership with Health Systems staff for achievement of identified event-related mission goals, including enterprise-wide initiatives. Integrates mission/cancer control activities messaging and within Relay For Life events.

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Career Opportunities

American Cancer Society Community Manager, Relay for Life

(continued)

- Facilitates volunteer retention and ensures meaningful volunteer recognition.
- Utilizes defined processes to ensure timely and accurate event data entry.
- Ensures compliance with ACS policies, including employment, risk management, event and cash handling, and financial controls.

Must have access to car or be able to transport materials to and from meetings and special events/programs. Must be able to staff evening and weekend committee meetings, events and programs. Must be able to staff Friday and Saturday overnight Relay and other events, and remain onsite for the duration of the event. Must be able to lift 30 lbs and perform set up / take down of event equipment.

Save Lives. Fulfill Yours.

ACS is an equal opportunity employer and actively seeks candidates from diverse backgrounds including women, communities of color, the LGBT community, veterans, and people with disabilities.

APPLICATION INSTRUCTIONS: Please apply at www.cancer.org/careers.

*Please search Peoria, IL

Career Opportunities



Chief Development Officer

The Hope Institute, a private, a multifaceted educational, residential, health services, research, and training provider is seeking an individual to serve as its statewide Chief Development Officer. This critical executive position will lead the Development Division, which includes all aspects of raising money, including pursuing and obtaining funds from foundations, corporations, individuals and government sources through activities such as grant writing, annual appeals, events and strategic campaigns. This position reports directly to the President & CEO and will be a key, collaborative team advisor to the President & CEO.

Qualified candidates must possess a minimum of a Master's degree in Business Administration, Health Services or a related field; five to ten years work experience in a development position, preferably working within a nonprofit environment; demonstrated success in securing major support and gifts of (\$10,000 or more) from individuals, private and or public sources for profit and or non-profit organizations. The Development Officer must also have knowledge of development/fundraising concepts and appropriate solicitation techniques. Strong interpersonal/human relations are a must, including strong verbal and professional written communication skills, project management experience and marketing and presentations skills. Candidates must carry the proven ability to successfully work with a diverse group of people, to build effective teams, to develop staff, and achieve results through others.

The Hope Institute offers a competitive salary and benefit package as well as the opportunity to encourage and enhance an environment that promotes independent living for the youth and families we serve.

Qualified candidates, please submit resume to:

The Hope Institute for Children and Families

Attn: Human Resources; CDO

15 East Hazel Dell Lane; Springfield, IL 62712

(217) 585-5437

E.O.E. m/f/h/v

Career Opportunities



Illinois CancerCare Foundation

Executive Director

The Illinois CancerCare Foundation is seeking a dynamic leader as its Executive Director. The individual will collaborate with Illinois CancerCare physicians, community leaders and the public to raise funds and awareness for cutting edge cancer research, education and advocacy, and support programs for cancer patients and their families served by Illinois CancerCare, PC throughout 12 clinics in central and western Illinois.

The position provides strategic leadership to the Foundation's Executive, Advisory and Young Leader's Boards and provides oversight and coordination of all fundraising activities and patient programs held throughout each year. In addition to fundraising and development efforts, this individual oversees the financial and compliance areas of the Foundation, facilitates the grant request process, and participates as a member of Illinois CancerCare's marketing and management teams.

The ideal candidate will hold a Bachelor's degree, Master's preferred, in business or a medical related field, and 5-7 years of development experience in the not-for-profit arena, specifically in the healthcare industry.

Please submit resume to:

Emily Hampton, Director of Human Resources
ehampton@illinoiscancercare.com

For more information on Central IL AFP membership, please contact Beth Reusch,
VP Membership at breus@peoriaartguild.org.

Area Served by Chapter

Peoria, Bloomington-Normal, Galesburg, Princeton, Lincoln, and Pontiac

Membership Benefits Offered by Chapter

- Monthly professional development and networking opportunities
- Monthly newsletter
- Job postings
- Chapter Membership directory
- Scholarship for the AFP International conference
- Scholarships for the first course, survey course, and certification process
- Membership scholarships for smaller organizations
- Reduced cost for members at monthly meetings and programs
- National Philanthropy Day recognition

Each year, the Central IL Chapter sponsors an introductory course in fundraising titled Basics 101.

AFP Scholarship for International Conference

Up to three scholarships will be awarded each calendar year for the following spring's AFP International Conference on Fundraising, usually held in March or April.

Deadline: September 30

AFP Membership Scholarships

Up to four membership scholarships will be awarded each calendar year.

Deadline: April 15, October 15

Bradley University's Fundraising for Nonprofits Scholarship

One scholarship of \$1,100 will be awarded each year the course is offered.

Deadline: TBD (2015)

Certified Fundraising Executive (CFRE) Scholarship

Up to two scholarships of \$450 each will be awarded each calendar year.

Deadline: On-going, reviewed monthly

For more information, please visit www.afpcentralillinois.org

