

AFP Aloha Chapter 2020 Annual Report
as presented at the 2020 Annual Membership Meeting



**AFP Aloha Chapter
2020 Annual Membership Meeting Agenda (Virtual) & Panel Discussion
December 4, 2020**

12:00pm - Welcome - Angela Britten, CFRE, AFP Aloha Chapter President

12:05pm – 2020 AFP Aloha Chapter Annual Membership Meeting - Angela Britten, CFRE

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|------|---|---------------------------------|
| I. | Call to Order | Angela Britten, CFRE, President |
| II. | Approval of 2019 Annual Meeting Minutes | Laura Kay Rand, Secretary |
| III. | Review of 2020 Financials | Angela Britten, CFRE |
| IV. | Recap of 2020 | Angela Britten, CFRE |
| V. | Acknowledgment of 2020 Board Members | Angela Britten, CFRE |

2020 Board Members

Officers

President

Angela Britten, CFRE

Past President

Cathy Alsup, CFRE

President-Elect

Michelle Morihara, CFRE

Treasurer

Eric La'a, CFRE*

Secretary

Laura Kay Rand*

Directors

Mariko Chang*

Hugh R. Jones, JD*

Pi'ilani Kai, MSW*

Janice Knapp, CFRE

Cynthia Lallo, CFRE

Cara Mazzei, CFRE

Jennifer Oyer, CFRE*

Lissa Schiff*

Pomai Toledo

Inger Tully, CFRE

Keoni Vaughn

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|-----|------------------------------|----------------------|
| VI. | Approval of 2021 Board Slate | Angela Britten, CFRE |
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Officers

President: Angela Britten, CFRE, Hawaiian Islands Land Trust

Past-President: Cathy Alsup, CFRE, Hope Partners Hawaii

President-Elect: Michelle Morihara, CFRE, Honolulu Museum of Art

Secretary: Janice Knapp, CFRE, Navian Hawaii

Treasurer: Keith Greer, CFRE, Hawaii Care Choices

Directors

Ryan Catalani, Hawaii Children’s Action Network
Colette Forcier, CFRE, Hawaii Pacific Health
Ellise Fujii, Boy Scouts of America, Aloha Council
Cynthia Lallo, CFRE, CLC Consulting
Cara Mazzei, CFRE, YWCA Oahu
Bran-Dee Torres, Ke Alii Pauahi Foundation
Pomai Toledo, The Friends of Iolani Palace
Inger Tully, CFRE, Hawai’i Community Foundation
Keoni Vaughn, Pacific Animal Initiatives

VII. Acknowledge New Board Members Angela Britten, CFRE

VIII. Meeting Adjournment Angela Britten, CFRE

**Board members who have completed their current term.*

12:15pm - Panel Discussion: “Reframing Philanthropy -- the Conversation Continued...”

Mariko Chang, AFP Aloha Chapter Membership Committee Chair

Featuring Our Panelists:



Ophelia Bitanga-Isreal is the Principal and Owner of Integridad Consulting, LLC, which she established to help organizations think through their ideas about race and social justice, and to help them to imagine their possibilities. Ophelia has been working in the public and nonprofit space for almost 20 years. She has a BS in Social Psychology and her MBA, and is interested in exploring the inequities that can exist in philanthropy.



Brant Hi’ikua Chillingworth, M.B.A. is a Senior Program Officer at Hau’oli Mau Loa Foundation. A member of the program staff since 2009, Brant Chillingworth has assisted in the creation and formation of the Foundation's youth and environmental programs. A firm believer in true partnerships, the Foundation attempts to provide our partners with service and support over and above the financial support. Brant has spearheaded the Foundation's impact investing pilot program. Prior to joining the Foundation, Brant served for over five years in various capacities at Bank of Hawai’i. Currently, Brant serves on the investment advisory for the Office of Hawaiian Affairs and is part of the Hawai’i Environmental Funders Group's leadership team.



Dawn Mahi grew up in Kailua and Kāne’ohe, O’ahu. She is the Senior Program Officer for Consuelo Foundation’s Hawai’i Programs and is grateful to support their program partners across the pae ‘āina. Her current work focuses on the liminal intersection of keiki and ‘ohana wellbeing, resilience and culture, and her background is in community development.

12:45pm – Prize Drawings - Mariko Chang

Thank you to the following board members who donated prizes: Angela Britten, CFRE, Susan Oshiro, Laura Kay Rand, Lissa Schiff, and Pomai Toledo.

12:55pm – Closing/Mahalo - Mariko Chang



Message from Aloha Chapter President Angela Britten, CFRE



Aloha! The Association of Fundraising Professionals Aloha Chapter faced the challenges presented by 2020 with grace and fortitude. Our incredible volunteers (and Susan Oshiro, our superstar chapter administrator) created and coordinated a variety of high quality activities including professional development seminars, networking and support activities, and collaborated with our Hawaii partners in advancing philanthropy through professional, ethical fundraising.

I am thankful this year to each of you for taking on leadership roles to advance professional fundraising within your own communities. Congratulations to our new incoming board members and a special mahalo to our hard-working departing board members, for their many years of dedication in leading our local AFP chapter.

On behalf of the AFP Aloha Chapter board, we wish all of you a wonderful holiday season best wishes for a better 2021!

 *Mahalo, Angie*

2020 Aloha Chapter Highlights

- ☆ **15 professional development sessions** including 3 in-person sessions and 4 complimentary sessions held in March & April discussing fundraising during COVID-19.
- ☆ **3 virtual networking Pau Hana events** in April, May, and June, sharing topics like how people are coping with the pandemic situation and advice for new fundraisers.
- ☆ **5 scholarships provided by Aloha Chapter** for professional development events, including 1 for neighbor island travel and 4 for NPD registration fee waivers.
- ☆ **26 members who have CFRE credentials:** an increase from our 24 CFRE's in 2019.
- ☆ **198 participants in our first virtual National Philanthropy Day Conference & Awards** held on November 12th.
- ☆ **Raised over \$5,400 for the AFP annual campaign Be The Cause**, including 100% board participation.
If you haven't done so yet, you can still make a gift by 12/31/20.

2020 Professional Development Highlights

- ☆ **Monthly sessions** in-person and virtually, with 1-2 sessions presented each month of 2020!
- ☆ **Partnered with the Hawaii Association of Independent Schools (HAIS)** for "Alumni Relations Engagement Strategies" that was attended by 47 people from the island's various independent schools.
- ☆ **Over 500 participants in complimentary sessions** held in March & April with topics like "Fundraising in the Midst of COVID-19" and "Resilient Fundraising for the Nonprofit Board."
- ☆ **Live webinar "The Donor Experience Rules" presented by Rachel Muir, CFRE**, that focused on how to improve your online giving experience to convert more gifts, with a participation of 30 attendees.
- ☆ **Complimentary recorded webinar for AFP members** entitled "Finding the Untapped Major Gift Potential in Your Donor Base" offered in July-August.
- ☆ **6 recorded sessions** offered for those interested in our virtual offerings but could not attend the live sessions.
- ☆ **September 29-30 – Fundamentals of Fundraising**, 2-day training, first time conducted virtually: 17 attendees, including participants from Maui and Hawaii Island and 4 participants from Singapore! Led by 7 Aloha Chapter CFRE-accredited members serving as faculty.



**AFP Aloha Chapter Annual Membership Meeting
December 4, 2019
The Pacific Club - Card Room**

The meeting was called to order at 11:58 a.m. by Cathy Alsup, CFRE, President.

Member Attendance: Cathy Alsup, CFRE; Robert Armstrong; Angie Britten, CFRE; KC Collins, CFRE; Angie Golis-Yamamoto; Chris Haig; Christina Hunt; Hugh Jones; Pi'ilani Kai; Janice Knapp, CFRE; Eric La'a, CFRE; Michael Marsh, CFRE; Mariko Miho; Julie Malloy; Michelle Morihara, CFRE; Lisa Nakano; Jennifer Oyer, CFRE; Diane Peters-Nguyen; Laura Kay Rand; Rüdiger Rückman; Kevin Takamori; Sanae Tokumura, ACFRE, APR; Keoni Vaughn; Susan Oshiro, Administrator.

Guest Attendance: Lisa Brewer; Barbara Ching; Shelley Cramer; Aris Doike; LJ Duenas; Leela Bilmes Goldstein; Lara Grimm; Monica Hahn; Rebecca Halloran; Karen Huffman; Laurie Kawasaki; Mi Kosasa; Lisa Maruyama; Charlyn Masini; Elizabeth Mastrantonio; Lauren Nahme; Trina Nakamura; Ray Okada; Gotaro Oshitari; Ginny Tiu; Annie Valentin; Jill Wright; Kathleen Yoshinaga; Dr. Sylvia Yuen.

Approval of Minutes: The meeting minutes of the 2018 Annual Meeting minutes was circulated in the annual meeting program for review. The motion to approve the minutes was made by KC Collins and seconded by Rüdiger Rückman, and approved.

Finance/Treasurer's Report: Angie reviewed the November financials, which were included in the annual meeting program. The motion to approve the Finance/Treasurer's Report was made by Diane Peters-Nguyen, seconded by Janice Knapp, and approved.

Recap of 2019 Chapter: Cathy directed attention to the inside front cover of the annual meeting program, which contained her Chapter President's message and the Chapter's highlights from 2019. Highlights included:

- 6 professional development sessions (5 on Oahu and 1 on Maui)
- 3 networking pau hana events
- 30 scholarships provide for professional development events
- 4 members obtaining CFRE credentials (Eric La'a, Cara Mazzei, Michelle Morihara, and Inger Tully), with others planning to take their exams in 2020.
- Raised over \$4,200 for the AFP Be the Cause campaign, including 100% board participation.

2019 Professional Development was also recapped in the report and included:

- March 31 – April 2 AFP International Conference in San Antonio, Texas
- May 29 Webinar "Showcasing the Best of Digital Fundraising"
- June 19 Donor Communications Conference (Oahu) presented by Lynne Wester
- June 21 Donor Communications Workshop (Maui) presented by Lynne Wester
- August 13 Webinar "Behavior Based Donor Relations for Annual Giving Donors"
- September 16 -17 Fundamentals of Fundraising
- October 3 – 5 AFP Leadership Academy in Phoenix, Arizona
- October 15 "The Art of Digital Storytelling"
- November 13 National Philanthropy Day

Acknowledgement of 2019 Board Members:

Cathy expressed gratitude to the members who have served on the 2019 board. Officers: Cathy Alsup, CFRE (President); Sanae Tokumura, ACFRE, APR (Past President); Angela Britten, CFRE (President-Elect); Patti Look (Treasurer); Laura Kay Rand (Secretary). Directors: Chelsie Castillo; Jennifer Dotson; Pi'ilani Kai; Janice Knapp, CFRE; Eric La'a, CFRE; Cynthia Lallo, CFRE; Cara Mazzei, CFRE; Michelle Morihara, CFRE; Jennifer Oyer, CFRE; Pomai Toledo; Inger Tully, CFRE.

Approval of 2020 Board Slate: Cathy directed attention to the 2020 Board of Directors slate, which was on the front cover of the annual meeting program:

- President: Angela Britten, CFRE
- Past President: Cathy Alsup, CFRE
- President-Elect: Michelle Morihara, CFRE
- Secretary: Laura Kay Rand
- Treasurer: Eric La'a, CFRE

Directors:

- Mariko Chang
- Hugh R. Jones, JD
- Pi'ilani Kai
- Janice Knapp, CFRE
- Cynthia Lallo, CFRE
- Cara Mazzei, CFRE
- Jennifer Oyer, CFRE
- Lissa Schiff
- Pomai Toledo
- Inger Tully, CFRE
- Keoni Vaughn

The motion to approve the 2020 Board of Directors Slate was made by Sanae Tokumura, seconded by Diane Peters-Nguyen, and approved.

Acknowledge New Board Members: Cathy recognized the new board members who are joining the board in 2020.

There being no further business, the meeting was adjourned at 12:17 p.m.

Respectfully Submitted,
Laura Kay Rand
Secretary
AFP Aloha Chapter



**AFP Aloha Chapter
Balance Sheet
As of November 30, 2020**

Current Assets

Checking/Savings

First Hawaiian Checking \$14,250.88

Savings-Capital One \$17,114.21

Total Checking/Savings \$31,365.09

Total Current Assets \$31,365.09

Equity

Opening Balance Equity \$40,171.58

Retained Earnings -\$1,050.51

Net Income -\$7,755.98

Total Equity \$31,365.09

Total Liabilities & Equity \$31,365.09