

March 2020



Please join us for our first membership event of 2020...

**AFP Aloha Chapter Member
Listening Pau Hana**

Wednesday, April 8, 2020

5:30pm-7:00pm

**The Tchin Tchin Bar | 39 North Hotel
Street Honolulu**

At this "listening" pau hana, we invite you to share their thoughts and suggestions for future programming with your AFP Aloha Chapter board.

Aloha Chapter members are invited to attend, and we encourage anyone interested in joining AFP as a new member to drop by as well!

Light pupu will be provided. No host drinks. Online registration is requested by Wednesday, April 1st.

[Register now...](#)



Unable to attend the Member Listening Pau Hana? We'd still love to hear from you! Submit your membership feedback in our **SURVEY!** Please complete the survey by April 10th. Thank you.



AFP
Association of
Fundraising Professionals
Aloha Chapter

"AFP's professional advancement workshops have been an invaluable resource to me. It has even helped me develop my expertise beyond fundraising that helps me flourish in today's working environment."

Billie Lueder,
Director of Institutional Advancement
Hawaii Baptist Academy

Professional Advancement is for Every Stage of Your Career!

The success of every charitable cause rests upon the ability of the fundraiser to generate support for critical programs and services. From webinars to articles to in-person training - all to help fundraisers learn and grow at every stage of their careers.

Join us for these upcoming sessions to help YOU grow as a professional fundraiser, leader, or mentor!

The Art of the Ask: Presented by Bruce Berglund, CFRE, President of Donor by Design Group, LLC

Tuesday, March 10, 2020, 11:30am-1:00pm,
The Plaza Club, Honolulu



Participants will learn how to solicit major gifts effectively through interviews with major donors, and we leave them with a handy guide to help them prepare for and complete an ask.

If you have any questions about membership or would like to join the Membership Committee, please contact Mariko Chang, our Membership Chair at membership@afphawaii.org or Chapter Administrator Susan Oshiro at admin@afphawaii.org.

Member Spotlight:

Lissa Schiff

**Director of Advancement
Operations
Punahou School**



Second in our series of three profiles, we would like to introduce our new Aloha Chapter Board of Director Lissa Schiff. We were pleased that Lissa agreed to join the board this year. We appreciate her for taking the time to share a little about herself with us.

How long have you been at your current organization?

I have been at Punahou School for 15 years.

Is there anything you'd like to share about what's going on at Punahou School?

These are exciting times at Punahou. Michael Latham is well into his first year as Punahou School president and the Advancement group, under new leadership with Noelehua Archambault, is buzzing with change, opportunities and challenges. We successfully completed our largest campaign ever as of June 30, 2019 and are now focusing on stewarding our many generous doors.

What encouraged you to join AFP? What encouraged you to join the board?

The benefit of AFP supporting local fundraisers is so important. Resources

Attendance to this session could also be beneficial to your staff and volunteers.

***Reaistration due by TODAY,
Wednesday March 4. 2020, 5pm!
Register Now***

Ask the Expert! Roundtable Conversation with Advancement Professionals & Consultants

Thursday, April 23, 2020, 8:30am-12:00pm
HawaiiUSA FCU, Honolulu

Is your organization in need of a pair of "fresh eyes" or innovative solutions? Do you require specific, deep expertise that your staff or board members lack? Perhaps you need to develop a customized training for your Board or need advice for a social media campaign. Or, maybe your nonprofit is seeking a new executive director or thinking of launching a capital campaign.

Consultants can work with your organization to help you bring focus to the issues your organization is struggling with and help you generate a clear path forward! Take advantage of this exclusive opportunity to hear from your fellow advancement colleagues and talk with seasoned professionals.

***Registration due by April 16, 2020
Register Now***

AFP Aloha Chapter Government Relations/Advocacy Committee Update

AFP Aloha Chapter, the Hawai'i Alliance of Nonprofit Organizations (HANO), and many nonprofit organizations are joining forces to support **Senate Bill 2112**, which would repeal Hawaii's general excise tax on the fundraising income of nonprofit charitable organizations. If the bill passes out of the Senate Ways and Means

Committee on February 27th, the bill will cross over to the House. We urge all affected organizations to submit testimony supporting the passage of this bill which can be done electronically on the Capitol Website. Click [here](#) to view the current status of Senate Bill 2112.

We will keep you updated on important legislative issues related to the nonprofit industry. And if you would like to join the Government Relations/ Advocacy Committee, please contact Hugh Jones, Chair, at Hugh.Jones@uhfoundation.org or Susan Oshiro at admin@afphawaii.org.

that build organizations' capacity to succeed in their mission serving our community are vital. I have been an AFP member on and off for over a decade and happily support AFP with a recurring monthly gift. I'm looking forward to being part of such an important effort.

What is your one best advice for someone new to fundraising/non-profit field?

Be a sponge, there is so much to learn and consider to enhance and hone your art.

Are you involved or a member of other organizations?

Primarily in my childrens' schools and occasional projects with various organizations. My experience with the Hawaii Community Foundation working with private foundation grantmaking and the benefit of being my husband's date to his volunteer gigs as an auctioneer have provided me a glimpse into the a broad range of our non-profits and an appreciation for the dedicated work they do to support us all.

Can you share a little about your family?

I am fortunate to have an amazing husband, Eric. For over 25 years, he has given back as a volunteer auctioneer for local non-profits. We have two adult daughters, one here in Hawai'i and the other in Boston, both are married and off the payroll.

What is your favorite pastime/hobby or what do you like to do when you have some free time?

I like to walk, hike, travel and light fun reading.

If you could go anywhere on vacation, where would you go?

We have bucket list going, up next we are looking forward to hiking in Japan.

Do you have a favorite saying you'd like to share?

I have learned to appreciate that everyone's work has its own challenges and complexities, so a favorite is "if it looks simple, you don't know enough."

Join Your Hawaii Colleagues, Angie, Michelle, Jennifer, Pomai, Mary, Ryan, and Emily at ICON 2020!

AFP ICON 2020 is the world's largest conference for professional fundraisers. This year's conference will be from March 29-31, 2020, at the Baltimore Convention Center and will feature more than 100 education sessions, thousands of fellow fundraisers, a massive marketplace, and is sure to be an unforgettable experience! This year's keynote speaker is the internationally-recognized culinary innovator and humanitarian Chef José Andrés.

Are you going to ICON 2020? If you are planning to attend, please contact Aloha Chapter President Angie Britten, CFRE, at angela.britten@hilt.org, as the Hawaii attendees usually get together for a group dinner.

If you're interested in attending, registration at regular conference rates ends on March 27, 2020. You can view more info about AFP ICON 2020 at www.afpicon.com.

Get Involved--Join an Aloha Chapter Committee in 2020!



Please consider getting more involved in the Aloha Chapter this year by joining a committee! Here are some things to consider:

7 Reasons to Join an AFP Aloha Chapter Committee

1) **Experience:** You will get to experience how things work inside the Aloha Chapter and see what all goes into making the chapter tick.

2) **Relationships/Networking:** Joining a committee helps you build stronger relationships and connections with colleagues in your field.

HELLO!

New Members!

Nelia Fujikane

*Director of Marketing & Development
Navian Hawaii*

Nola Miyasaki

*Chief Development Officer
REHAB Foundation*

Allison Tong

*Associate Director of Development
Hawaii Agricultural Foundation*

Luana Whitford-Mitchell

*Executive Director
Maui Community Theater dba Maui Onstage*

3) **Development:** The things that you will learn while participating in a committee can translate positively into your professional and personal development.

4) **Leadership Opportunities:** Through active participation on a committee, you may decide to expand your role in the chapter or consider becoming a future board member.

5) **Share Your Expertise:** You can join a committee where you can share and contribute in an area that complements your strong suit.

6) **Service:** Joining a committee gives you the opportunity to serve AFP at a greater level and contribute to the growth and future success of the organization.

7) **Community:** The Aloha Chapter is made up of a wonderful community of knowledgeable and helpful industry professionals. And you'll be able to give back to the community that AFP serves by making a difference through committee involvement.

View the list of [2020 Aloha Chapter Committees](#). You may contact the committee chair directly or if you have any questions, please contact Chapter Administrator Susan Oshiro at admin@afphawaii.org for assistance.

Member Benefit: Hot Topics!

Hot Topics provide brief overviews of all the important topics and concepts in fundraising, including new trends and the tried and true.

Some Hot Topics overviews include:

- Boards and Volunteers
- Fundraising Costs
- Prospect Research

And many, many more! Go to: <https://afpglobal.org/hot-topics> (AFP member login required to access).

Understanding Our Host Culture

by Pomai Toledo,

*The Friends of Iolani Palace
and Aloha Chapter Board Member*



The next CFRE application deadline is coming up!

Becoming a Certified Fund Raising Executive (CFRE) demonstrates your mastery of fundraising best practices to your colleagues, board, donors, and beyond. It shows your steadfast commitment to ethical fundraising and the profession.

April 15th is the next CFRE application deadline! Submit your application now to take a major step forward towards earning the only accredited and globally-recognized credential for fundraising professionals.

AFP members enjoy a **special 20% off discount** on the CFRE initial application.

Learn more at: <https://www.cfre.org/certification/initial>



'A 'ohe pau ka 'ike I ka hālau ho'okāhi

All knowledge is not taught in the same school
One can learn from many sources

Source: 'Olelo No'eau - Hawaiian Proverbs & Poetical Sayings (No. 203) by Mary Kawena Pukui

(Hawaiian vowels are pronounced similarly to Spanish vowels: "ah-eh-ee-oh-u" or the like).

SOCIAL MEDIA

by Cara Mazzei, CFRE
Chair, Aloha Chapter
Communications Committee



Claws da world iz not rdy 4 da
mastermind bhnd me faboulus tweets!
~Molly2016

Check out our chapter's [AFP FaceBook page](#)-it's packed with posts on the most current and relevant topics. My desire is to post something for everyone. From "13 Ways to Waste Less Time at Work" to latest about our chapter's educational programs, and new grant opportunities.

Save the Date

NPD 2020 is on November 12th at the Sheraton Waikiki



Mark your calendars for our 2020 National Philanthropy Day Conference and Awards Luncheon! NPD 2020 will be held on Thursday, November 12, 2020 at the Sheraton Waikiki Hotel. More details to come!

Post your job with AFP

The Aloha Chapter has an easy-to-use online process to post job announcements for Hawaii's nonprofit organizations! Post a job now and ensure your post is seen by nearly 1000 of our contacts, friends and associates.

*We also offer a "Featured Job" designation for an additional fee. If you select this option, your job will be noted as a featured job and will be listed at the top of each weekly job notice email AND at the top of the jobs listings on our website for the duration of your posting (maximum 60 days).

[Post now...](#)

On the job hunt?

Check out the latest fundraising jobs available in Hawaii such as this:

FEATURED JOB

[Capital Campaign Director](#)

Assets School

[Development Manager](#)

Pearl Harbor Aviation Museum

[Executive Director of Development](#)

The Salvation Army - Hawaiian and Pacific Islands Division

[REHAB Foundation Development Assistant](#)

REHAB Hospital of the Pacific

[Director of Philanthropy](#)

REHAB Hospital of the Pacific

[View more jobs...](#)


As fundraisers, we have a wide variety of donors to work with, and I feel it is important to look at sources far beyond the standard fundraising platforms. You might have noticed that I post from sources like Forbes, Fast Company, Success and Town and Country. They offer content on leadership, innovation, impact, creativity, society and culture. All interesting topics for individuals who work in the nonprofit world. I encourage you to follow our FaceBook page. Give us a "like"



and a comment so I can keep our page interesting for all your fundraising "cats".

If you would like to join the Communications Committee, please contact Cara Mazzei, CFRE, Chair, at caramazzei@yahoo.com or Susan Oshiro at admin@afphawaii.org.

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