



December 2022



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A Message from Chapter President Michelle Morihara, CFRE



Aloha! The Association of Fundraising Professionals Aloha Chapter moved forward in support of Hawaii's Professional Fundraisers including monthly virtual Coffee Talks and Fundamentals of Fundraising sessions as well as an entirely in-person National Philanthropy Day Conference & Awards Luncheon this year. *View our 2022 honoree video and Hawaii Business Magazine insert [here](#).*

I am thankful for the Aloha Chapter's Board of Directors, Chapter Administrator, NPD Co-Chairs, Chapter Committee Members, Chapter Members, and collaboration with Hawaii and partners beyond in advancing philanthropy through professional and ethical fundraising.

Congratulations to our incoming board members and mahalo piha to our departing board members for their dedication of their time, talent and treasure leading our local AFP chapter. *View our 2022 Annual Report including chapter highlights from this year [here](#).*

On behalf of the AFP Aloha Chapter board, we wish all of you a wonderful holiday season and look forward to seeing and hearing from you in 2023!

Mahalo, Michelle

Chapter News



We are proud to present AFP Aloha Chapter's Board of Directors for 2023! We look forward to working together to provide excellent resources, networking events, and professional advancement opportunities for our members throughout the year.

Officers

President: Michelle M. Morihara, CFRE, The Friends of Iolani Palace

Past-President: Angela M. Britten, CFRE, Hawai'i Land Trust

President-Elect: Janice Knapp, CFRE, Shriners Hospitals for Children-Honolulu

Secretary: Rüdiger Rückmann, Honolulu Waldorf School

Treasurer: Budd Lauer, Maryknoll School

Directors

Dr. Celina Barrios, Honolulu Waldorf School

Ryan Catalani, Family Promise of Hawai'i

Connie Choy, Hawai'i Appleseed Center

Colette Forcier, CFRE, Hawai'i Pacific Health

Harmony Hallas, Hawai'i Community Foundation
Cynthia Lallo, CFRE, CLC Consulting Group
Edward Nishioka, Boy Scouts of America, Aloha Council
Jennifer Onishi, Hawai'i Foodbank
Kendra Sia, Chaminade University of Honolulu
Jaqui Sovde, Kamehameha Schools/Ke Alii Pauahi Foundation
Kerri Van Duyne, YMCA of Honolulu

And a big Mahalo to our outgoing board members for their hard work and service to our chapter: Malu Debus, Ellise Fujii, Robin Pratt, and Bran-Dee Torres!



Current and new board members gather for a group photo. We introduced our 2023 board and thanked our 2022 for their yearlong service to the chapter and the local fundraising community.

The Aloha Chapter held its Annual Membership Meeting on December 1, 2022 at the Boy Scouts Aloha Council's President's Hall. The lunch gathering also included a presentation on Corporate Engagement by Amanda Price from Hawaii Pacific Health. The Hawaiian lunch was accompanied by door prizes for all, and the meeting of old and new friends.

Apply for a 2023
Chamberlain
Scholarship to ICON
2023 in New Orleans!



The Chamberlain Scholarship program honors Ralph E. Chamberlain, CFRE. Mr. Chamberlain had a long and distinguished career of service to the Association of Fundraising Professionals (AFP), beginning in the 1960s until his death in 1999. Because of his long-time support of the Foundation's annual fund and generous planned gift, the AFP Board of Directors renamed their Conference Scholar Program in 2000 to honor Mr. Chamberlain's memory and commitment to the Association. Read more about Ralph E. Chamberlain [here](#).

Each year, the AFP Foundation offers AFP chapters a Chamberlain Scholarship, which covers the recipient's conference registration to the annual AFP ICON. **ICON 2023** will be held on April 16-18 in New Orleans, LA. The scholarship is available to individuals (AFP members and non-members) who have never attended AFP ICON and covers registration fee only. **Applications are due by January 13, 2023**. Click on the below for more info and application form:

[LEARN MORE](#)

Get a Jump on 2023 & Become a Part of Our Community...
Join a Committee Today!

Thank you for being a part of the AFP Aloha Chapter community as professional and volunteer fundraisers, and philanthropists. Please consider getting involved and join a Chapter Committee to:

- Build stronger relationships and networking with local fundraising colleagues.
- Learn more about leadership opportunities within the Aloha Chapter.
- Share your expertise, contributing to the growth of the Chapter.



Committee members are needed for the Professional Development, National Philanthropy Day Conference, IDEA (Inclusion, Diversity, Equity and Access), Membership, Be the Cause, and Scholarship committees.

[LEARN MORE](#)

Your Support Will Go a Long Way!

How has the AFP Aloha Chapter impacted You? Have you learned new fundraising techniques, made new connections, or experienced/celebrated fundraising successes in your community?



As a volunteer-driven organization, the Aloha Chapter relies on local community support to provide affordable professional development and networking opportunities like monthly Coffee Talks, webinars, workshops, and conference sessions.

Your tax-deductible gift helps continue these invaluable opportunities for you and your fundraising colleagues –and now it’s even easier to [Donate Today](#) with the option to make a recurring gift. Mahalo for supporting the Aloha Chapter!

For Sale

Polycom SoundStation2 Expandable Conference Phone

The Aloha Chapter is offering up its conference call phone unit. It's a few years old but was never used. We're asking for a \$50 donation or best offer. Here are the phone's features:

- Acoustic clarity full duplex for natural, simultaneous 2-way conversation
- 3 cardioid microphones with intelligent mic mixing and 10-ft pickup range
- Adjustable volume with dynamic noise reduction
- Caller ID, graphical backlit LCD, user selectable ring tones
- 12-Key telephone keypad with mute, volume up/down keys
- Includes 25 ft. black phone extension cord cable line wire with standard RJ-11 plugs



If interested or have questions, please email admin@afphawaii.org

Ideas on IDEA

2022 NPD Scholarship Recipient Reflections

The Aloha Chapter was pleased to be able to award seven scholarships to this year’s National Philanthropy Day Conference and Awards Luncheon. We asked our scholarship recipients to share about their NPD experience and what session they found most helpful or inspiring. We would like to thank our Jacquelyn, Alex, and Anna for sharing their reflections with us!

Attending NPD 2022 was an honor, and I truly appreciate being selected as a scholar. I enjoyed meeting local colleagues and participating in break out sessions, to learn from each other and



network. Trust based philanthropy was the most helpful and inspiring workshop, hearing what is working for others, sharing our experiences, and building accountable relationships. Hearing a small group of passionate women speak was perfect motivation for the start of the giving season!

Jacquelyn Ingram, LM, CPM, IBCLC
Program Director, Midwifery Model of Care
Healthy Mothers Healthy Babies Coalition of Hawaii

I felt that the NPD conference was overall very inspiring to not only learn new ideas and techniques, but helped me feel that within our own organization that we are on track and aligned with how other organizations are going about with their implementations.

Since we are in the midst of planning our own gala, the session on how to have a successful gala felt most beneficial to me. It gave me a lot of insight and learned a lot of how galas are trending currently.

Alex Wereszczynskyj



Development Director
HUGS

I did a little pivot in my career this year, I now focus on business development which includes fundraising. Where else would I find resources but the AFP? The conference was empowering. The speakers are passionate about their causes. The delegates, too, have taught me so much. I saw people I have worked with during my program development days; I was welcomed with warmth and many smiles!

The session by Allison Ohanian of the Office of Estate & Gift Planning of UH Foundation was superb. Allison knows her craft. The presentation was chock-full of information, it made me hungry to learn more.

Anna Streegan Stone, MPH
Sr. Director, Business Development
Easterseals Hawaii

Membership News

Member Spotlight

Michael P. Marsh, CFRE
President & CEO
Responsive Caregivers of Hawaii



For our last profile of 2022, we are featuring member Michael P. Marsh, CFRE, President and CEO of Responsive Caregivers of Hawaii. Michael is one of Aloha Chapter's current 19 members with their CFRE credentials and has been an AFP member since 1998. We thank Michael for taking the time to share a little about himself.

How long have you been at your current organization?

I became the CEO at Responsive Caregivers of Hawaii on August 1, 2018. After a national search, a consultant narrowed the options to three candidates out of 110 applicants. After flying to Hawaii for an interview, the Board of Directors offered me the position. Today, I have the privilege of serving as the CEO at Responsive Caregivers of Hawaii, where our mission is to increase independence, productivity, and integration of adults with developmental disabilities.

What encouraged you to join AFP?

I joined AFP when I first began my career in fundraising in 1998. My former boss encouraged me to join AFP and to pursue my CFRE credential, which I earned in 2002.

What led you to choose the field you work in?

My life has been devoted to issues of equity, opportunity, and diversity. Prior to moving to Hawaii to work with adults with developmental disabilities, I worked in fair housing for two decades to expand housing opportunities. I also taught ethnic studies at Bowling Green State University for five years.

What interests you most about the work your organization does?

At Responsive Caregivers of Hawaii, we understand the joys and challenges of having a loved one with disabilities and that's why we exist—to serve individuals with intellectual and developmental disabilities and their loved ones. Our generous-spirited, dedicated, and caring staff deliver high quality, person-centered services for each of our program participants. Since I began with the organization, we have introduced learning activity stations as part of our day care program so that participants can choose from a variety of activities on-site, including arts and crafts, music and dance, physical exercise, technology, and culinary arts. They also have

opportunities for integration in the community through learning service activities at Honolulu Zoo, Waikiki Aquarium, Sea Life Park and Centennial Park.

[READ MORE](#)



Join AFP! Now, more than ever, you must invest in yourself! And it's your professional community, the Association of Fundraising Professionals, that can offer you the best resources—at the best value for your membership dollar—to help you and your organization succeed.

[LEARN MORE](#)

Caitlyn Dale

Director of Strategic Giving
Hawai'i Foodbank

Harmony Hallas

Donor Relations Officer, Maui County
Hawai'i Community Foundation

Sherry May Ravago

Stewardship Coordinator
Shriner's Hospitals for Children

Jacqueline Sovde

Alumni Relations Specialist
Kamehameha Schools

Lucy Thoms

Director of Foundation Relations
Hawai'i Foodbank



Congratulations to Our Newest Hawaii CFRE!

Congratulations to **Malu Debus, CFRE**, for passing her recent CFRE exam! Malu is a Philanthropy Advisor in the Hawai'i Community Foundation's Hawai'i Island office. Malu is also a 2022 Aloha Chapter board member. She joins a group of special individuals in the islands who have their Certified Fund Raising Executive credential. See more about the CFRE in our "CFRE News" section below.

Still Time to Take Advantage of the \$100 Professional Development Credit Before the End of the Year!

Effective January 1, 2022, new and renewing Professional, Young Professional, and Small NPO members will receive a \$100 Appreciation credit to be used on any professional development product in BlueSky Path, our Learning Management System. These products include webinars, e-courses and conference recordings but DOES NOT include ICON and LEAD. **The credit will expire on December 31, 2022.**

LEARN MORE

Professional & Associate Membership Dues to Increase by 2% in 2023

The AFP Global Board announced a minimal automatic dues increase for next year. The Professional and Associate categories (roughly 60% of AFP total membership) will see just a two (2) percent increase beginning in January 2023. However, the Retired, Business, Collegiate, and e-Global categories will see no increase.

READ MORE

BE the CAUSE Campaign



afpfoundation.org/bethecause

Donate Today to the 2022 Be The Cause Campaign: A Win for Both You and AFP Aloha Chapter

Consider a Be the Cause (BTC) gift today! When you make a gift to the 2022 BTC Campaign, your name will not only be entered into a **drawing for a chance to win a complimentary registration to the 2023 AFP Aloha Chapter NPD Conference & Awards Luncheon**, you are also helping to move our AFP chapter a step closer to being considered for an additional \$100 grant back plus a complimentary registration to 2023 AFP LEAD in Philadelphia, PA on October 19-21, 2023. All gifts must be in by 12/31/22.

The Foundation for Philanthropy announced that it will provide an additional \$100 grant back to one chapter in each like size group that has the highest percentage of giving in 2022. In addition, the Foundation Development Chair from the five winning chapters will receive a complimentary registration to 2023 AFP LEAD in Philadelphia, PA on October 19-21, 2023. The winners will be announced in February 2023 after the year-end analysis takes place.

There is no cost to participate in the drawing and the prize is non-transferable. We will be announcing the 2023 NPD winner in our January e-newsletter issue.

For questions or more information, please contact AFP Aloha Chapter Administrator,

DONATE ONLINE

Or text to give: text AFP to 1-571-749-2699

Mahalo to all AFP Aloha Chapter donors for their contributions!

A special Mahalo to the donors who gave via last month's promotion at NPDI

(Gifts/pledges as of 11/30/2022, bold indicates recent donor)

President's Club: \$1,000-\$2,499

Jennifer Oyer, CFRE*

Ambassador's Club - Emerald Level: \$500-\$999

Michelle Morihara, CFRE*

Ambassador's Club - Ruby Level: \$250-\$499

Cathy Alsup, CFRE

Ellise Fujii

Angie Golis-Yamamoto*

Janice N. Knapp, CFRE

Sanae Tokumura, ACFRE

Ambassador's Club - Sapphire Level: \$100-\$249

Angela Britten, CFRE*

Ryan Catalani

Hoku Ching

Colette Forcier, CFRE

Cynthia Lallo, CFRE

Robin Pratt

Anne Marie Rizzo, CFRE

Rüdiger Rückmann

Suzanne Sato

Kendra Sia*

Bran-Dee Torres*

Friends of the Foundation (Gifts under \$100)

Connie Choy

Caroline Bond Davis

Malu Debus

Linda Dela Cruz

Jocelyn Romero Demirbag

Michelle Dolan

Danielle DuCre

Heather George

Amy Johnson

James Kia

Jen-L Lyman

Leah Lee
Mary Beth Lohman
Susan Oshiro
Linh Hoang Poe
The Makana Aloha Foundation
Alex Wereszczynskyj
Randy Wong, CFRE
Jill Wright
Stephanie Wuest

**Alpha Society member-recurring monthly giving program.*

Understanding Our Host Culture

By Malu Debus, Hawai'i Community Foundation and Aloha Chapter Board Member



Mary Kawena Pūku'i

Hawaiian proverbs and sayings are a critical source of perspective that guide our community's actions and our shared heartbeat of aloha throughout Hawai'i.

These pieces of historical knowledge set the tone for what it means to be a good ancestor and help guide us through our daily choices. They allow us to look to the past as a guide to the future.

We were called upon in this year's National Philanthropy Day to be a good fundraising ancestor, whether that be through sharing our community's needs with donors or through our own philanthropic acts. Understanding the impact that we have today and its ripple carried forward provides us the opportunity to shape the world we want to live in.

So I urge you as we close this year to rediscover what drives the impressions you leave on the world, then eat that drive for breakfast and allow it to fuel your daily actions in order to sustain you on your journey as a good philanthropic ancestor.

I leave you with the words of two incredible women:

People are often unreasonable and self-centered. Forgive them anyway.
If you are kind, people may accuse you of ulterior motives. Be kind anyway.
If you are honest, people may cheat you. Be honest anyway.
If you find happiness, people may be jealous. Be happy anyway.
The good you do today may be forgotten tomorrow. Do good anyway.
Give the world the best you have, and it may never be enough. Give your best anyway.
- Mother Teresa

I ulu no ka lālā i ke kumu.
The branches grow because of the trunk.
Without our ancestors we would not be here.
- Mary Kawena Pūku'i

And to tie it together, my favorite quote of all:
Even if I knew that tomorrow the world would go to pieces,
I would still plant my apple tree.
- Martin Luther

Mahalo nui for the opportunity to share pieces of Hawaiian culture with you throughout this year and the deepest mahalo to Mary Kawena Pūku'i for her immeasurable contributions to ensuring Hawaiian language and culture lives on for future generations.

No'u ka hau'oli (the pleasure is all mine),
Malu

CFRE News



Have questions or
need help getting started
on your
CFRE journey?
Contact CFRE International
at succeed@cfre.org

Submit Your Application by December 15 & Receive a Complimentary 2023 CFRE Exam Compass Study Guide: Set yourself up now to reach your goal of becoming a CFRE in 2023. Submit your CFRE initial certification application from 12 a.m. ET November 30 through 11:59 p.m. ET December 15, 2022, and you'll automatically receive a complimentary hard copy of the 2023 CFRE Exam Compass Study Guide (value US\$49.99) once your application is approved. [Read more...](#)

Tick, Tick, Tick! That's the Sound of Your 2017 Points Expiring on January 1, 2023: Have Education, Professional Practice, or Professional Performance points earned in 2017 that you wish to have count on your CFRE initial application? Those points expire (with the exception of academic

[Visit CFRE website](#)

degrees, which never expire) on January 1, 2023. Keep the points you worked hard to earn by completing and submitting your application before the stroke of midnight ET on [December 31, 2022](#). [Log into your CFRE account...](#)

Speak to Your Boss Today About Allocating 2023 Budget Towards Your CFRE Goals:

When your organization makes it's 2023 budget, ask your employer if they can contribute towards the cost of your CFRE application fee. More than 50% of CFREs say their employer covered part or all of the application cost. If the professional development budget is small, ask if they will purchase your CFRE study materials instead. With a possible recession on the horizon, now is the time to ensure you have the knowledge and skill set to confidently go forward. [See tips for having this talk...](#)

Staying In-Step With Ethical Best-Practice Fundraising: CFRE International

Announces Several Updates to Test Content Outline: As part of a regular review cycle, CFRE International made several updates to its Test Content Outline to ensure the CFRE credential remains in-step with current ethical best-practice fundraising. The updates give the nonprofit community and donors alike assurance the CFRE process continues to ready fundraising professionals with relevant information needed to perform their jobs to the highest ethical standards. [Read more...](#)

AFP Job Listings

[Assistant VP, Sponsored Projects](#) - Hawai'i Pacific University

[Fund Development Coordinator](#) - Hawai'i Nature Center

[Chief Advancement Officer](#) - Honolulu Museum of Art

[Development Program Manager](#) - Historic Hawai'i Foundation

POST A JOB TODAY

Connect With Us on Social Media



Member Spotlight



Michael P. Marsh, CFRE
President & CEO
Responsive Caregivers of Hawaii

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Can you share a little about your family?

I am an only child, born and raised in Ohio. My parents divide their time between Ohio and Florida and they also come to visit us in Hawaii for the month of January annually. My partner, Sam and I have been together for six years and we have two teacup Yorkies, LuLu and Spike. We live in Mililani and also have property in Ohio.

Do you volunteer for other organizations/groups?

I am a member of the Rotary Club of Honolulu. I serve on the Hawaii Department of Health Waiver Policy Advisory Committee and I am the President of the Hawaii Waiver Providers Association.

What is your favorite pastime/hobby?

My favorite activity is travel. I have been blessed to have visited all 50 of the United States as well as 56 countries. I combine my love of travel with my gift of writing and record my adventures in a travel blog: <https://worldtravelerpro.wordpress.com/>

Do you have a fun fact about yourself you'd like to share?

In March 2023, for my 50th birthday, I will be on an expedition to Antarctica, the Great White Continent. Once I make this sojourn, I will have been to all seven of the Earth's continents.

Share a tip on what gets you through your day.

Living in the Aloha State is such a blessing. Waking up to sunshine makes it easy to start the day with an attitude of gratitude. I enjoy walking around my neighborhood in the evenings and taking in the beauty of our island home, including the mountains, flora and fauna.

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

Dolly Parton is one of my she-roses, whom I had the thrill of meeting in person in 2016. Dolly says, "Find out who you are and do it on purpose."

Links for December Newsletter

- Chamberlain Scholarship info/application: [7ff4f05c-6056-45a0-b68f-5acf96ee24fe.pdf \(constantcontact.com\)](https://constantcontact.com/7ff4f05c-6056-45a0-b68f-5acf96ee24fe.pdf)
- Join a Committee: [2023 Chapter Committees \(constantcontact.com\)](https://constantcontact.com/2023-Chapter-Committees)
- Join AFP: [Join AFP | Association of Fundraising Professionals \(afpglobal.org\)](https://afpglobal.org/join-afp)
- Learning Credit: [AFP Member Exclusive: \\$100 Credit for Online Learning Opportunities in 2022! | Association of Fundraising Professionals \(afpglobal.org\)](https://afpglobal.org/afp-member-exclusive-100-credit)
- Dues Increase: [Member Dues for 2023 | Association of Fundraising Professionals \(afpglobal.org\)](https://afpglobal.org/member-dues-2023)
- Post a Job: [Chapter Job Center - AFPHIAlohaChapter \(afpglobal.org\)](https://afpglobal.org/chapter-job-center-afphiahloha)