



**October 2022**

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**National Philanthropy Day: Friday, November 4th!**

2022 National  
Philanthropy Day

Kū i ka Māna



*Visionary*

*Like the one from whom he received what he learned.  
The haumāna (pupil) receives knowledge from the mouth of his teacher.*

## Welcome Kūhiō Lewis, This Year's NPD Awards Luncheon Keynote Speaker!



Our AFP Aloha Chapter is pleased to announce our 31st Annual NPD Conference and Awards Luncheon **Keynote speaker J. Kūhiō Lewis**, Chief Executive Officer of the Council for Native Hawaiian Advancement (CNHA). As a leader in the Native Hawaiian community, Kūhiō serves on national advisory boards, numerous non-profit, community, governmental, and Native Hawaiian boards and organizations. He is a graduate of the University of Hawai'i with an Associate Degree in Applied Science and a Bachelor's Degree in Public and Justice Administration.

“Our theme, Visionary - “Kū i ka Māna, is so fitting - as both honorees and keynote speaker Kūhiō demonstrate daily their commitment to providing visionary leadership through their philanthropy while strengthening the diverse communities we serve throughout Hawai'i allowing them to thrive every day,” says Pomai Toledo, multi-year NPD Event Co-Chair.

Established in 2001, CNHA is a non-profit organization whose mission is to enhance the cultural, economic, political, and community development for Native Hawaiians. Under Kūhiō's leadership, CNHA expanded its services to the Native Hawaiian community and the broader public through the establishment and administration of the Hawaiian Trades Academy, the online marketplace Pop-Up Mākeke, the KūHana Business Program, and nationally-recognized emergency rental and mortgage assistance programs. [Read more](#) about Kūhiō and CNHA's recognitions for professional achievements and community contributions.

Come listen to how Kūhiō and his hui continues to help strengthen our kaiāulu (communities) here in Hawai'i nei. Conference sessions aligned with our “Visionary”

theme include leading change, turning donors and volunteers in to powerful advocates and trust based philanthropy. Plan to celebrate at our in-person awards luncheon honoring the community that we live in, strive to support and those that give of themselves to uplift others.

## Mahalo to our Sponsors!

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## NPD Conference--Back in Person!

After a few years exclusively online, the AFP Aloha Chapter's annual leadership and professional fundraising conference returns bigger and better than ever!

Your registration includes:

- FULL DAY, 7:30AM-4:30PM, of learning and connecting, all about professional fundraising and leadership with most sessions eligible for CFRE education points
- Choice of over a dozen conference sessions
- There will be several choices of workshops presented in the areas of Leadership & Management; Relationship Building; Securing the Gift; Corporate & Foundation Relations; and Digital & Fundraising Communications
- Ideal for emerging young professionals, those new to fundraising, and leaders and seasoned professional fundraisers
- Inspirational and visionary keynote speakers
- Lunch and refreshments
- Networking

Whether you're an ascending fundraising leader, or you want to brush up on the latest trends in nonprofit leadership, NPD is a must-attend event to become a better leader in Hawaii's fundraising and nonprofit sector. *We will be posting our full workshop schedule soon.*

## 2022 National Philanthropy Day Awardees

Celebrate our distinguished group of community leaders! [View our list of honorees...](#)

## Join Our New Marketplace Network Hub at NPD!

New for this year is a central networking hub for Conference and Luncheon attendees through the Marketplace representing both Hawai'i small businesses and nonprofit organizations. Attendees will be congregating in the Marketplace during registration and networking in the morning and prior to the luncheon. Sign up to be a Marketplace participant [here](#); [deadline is October 14, 2022](#) for inclusion in event collateral.

Register Today for the NPD Conference or Purchase a Luncheon Table/Seat!

REGISTER 

## 2022 National Philanthropy Day Scholarships Available!

The Association of Fundraising Professionals Aloha Chapter is offering a limited number of scholarships to our 2022 National Philanthropy Day event—a \$250 value! [Click here to apply](#). These scholarships are designed to advance our chapter goal to increase inclusion, diversity, equity, and access (IDEA) across our programs and professional development opportunities.

If you have any questions, contact IDEA Chair Ryan Catalani at [idea@afphawaii.org](mailto:idea@afphawaii.org).

Eligible applicants must work or volunteer for a nonprofit organization in Hawai'i. Current members of the AFP Aloha Chapter will be prioritized for this scholarship, though membership is not a requirement to apply.



This application form will close on [Wednesday, October 19, 2022 at 11:59 pm](#).

We will inform all applicants about our award decisions on or before Tuesday, October 25, 2022.

If your participation in this conference is contingent upon receiving a scholarship, we recommend that you do not register until you have received an award notification. There will be no refunds issued for registrations.



## LEARN MORE

### Professional Development

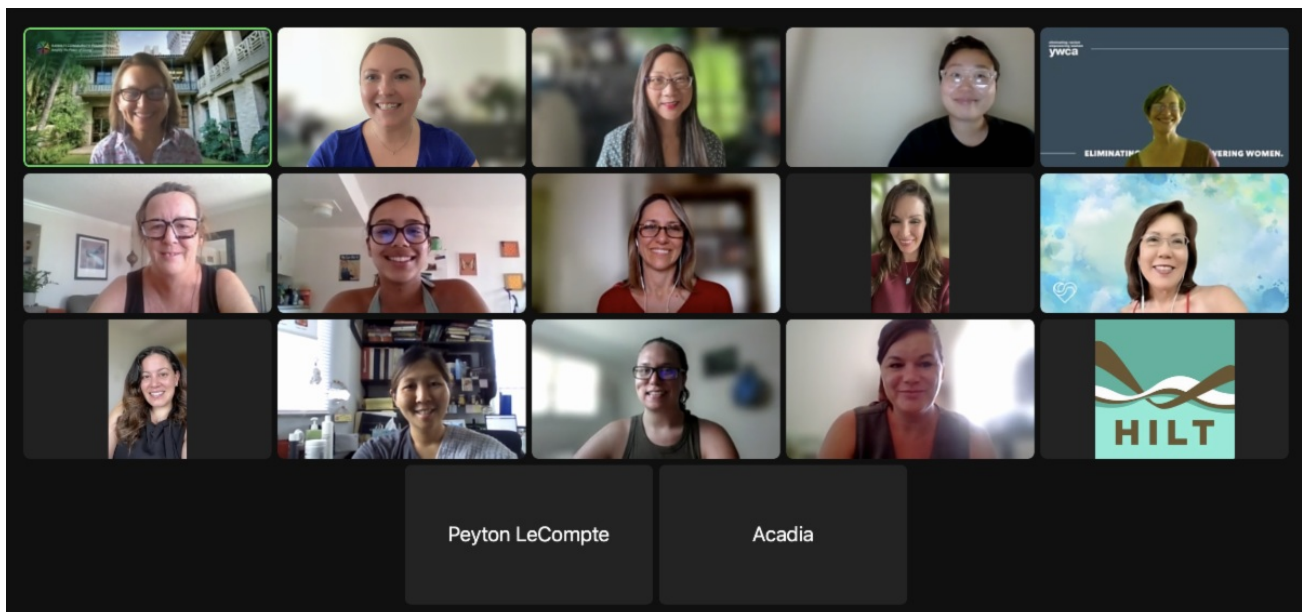
**Save the Date: October 27th for our October Coffee Talk!**



Mark your calendars for our monthly Coffee Talk presentation. The October Coffee Talk will be on Thursday, October 27, 2022 at 8:30am!

October's topic will be "Advanced Conversation on Career Advancement." Be on the lookout for more info coming soon. We hope to see you on October 27th!

### Fundamentals of Fundraising: Class of 2022!



Our annual Fundamentals in Fundraising course was held recently on September 28-29, 2022. This year's class consisted of 14 participants from Oahu, Hawaii Island, and Kauai. The course was again done virtually (maybe it will be in-person next year?). Thank you to our fabulous faculty/members--Angela Britten, CFRE; John Ciambrone, CFRE; Colette Forcier, CFRE; Cynthia Lallo, CFRE; Jennifer Oyer, CFRE; and Inger Tully, CFRE. A special mahalo to Colette and Cynthia who also served as course planners and facilitators. Congratulations to this year's participants who received their certificate of completion for enthusiastically attending Fundamentals from 8am-5:30pm for 2 days!

### Chapter News

# Be a Part of Our Community...Join a Committee!

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.

**LEARN MORE**

Committee members are needed most for the **Professional Development, National Philanthropy Day Conference, IDEA (Inclusion, Diversity, Equity and Access) and Membership** committees. Please send an email of your interest to Chapter Administrator Susan Oshiro at [admin@afphawaii.org](mailto:admin@afphawaii.org).



Connect with our **2022 Aloha Chapter Board of Directors** [here](#). Join a committee they chair or just share your thoughts about AFP with them!

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## 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!

**Membership News**

**Member Spotlight**



**Ed Nishioka**  
**Director of Development**  
**Boy Scouts of America,**  
**Aloha Council**

*For our October profile, we are featuring member Ed Nishioka, Director of Development for the Boy Scouts of America, Aloha Council. Ed is a new member, having joined AFP at the end of August and is enthusiastic about contributing to the Aloha Chapter. We thank Ed for taking the time to share a little about himself.*

**How long have you been at your current organization?**

I joined the Aloha Council Boy Scouts in June of 2022 after spending the past six years running Marcus Mariota's Motiv8 Foundation. I have always enjoyed working with non-profit organizations and serving on non-profit boards. You are truly blessed when you can work to benefit youth and underserved communities.

**What encouraged you to join AFP?**

When I got this job, I told myself I wanted to do everything possible to get heavily involved in the field. I researched the best organizations for people in the development and fundraising fields both nationally and locally. AFP looked to cover both of those bases nationally and locally so with the support of my organization I joined. I am also very interested in going through the certification process for fundraising executives. I am looking forward to taking the classes to get certified. Additionally, I am signing up for on-line classes to learn more about best practices in the field from organizations who offer training, seminars, classes, and programs.

**What led you to choose the field you work in?**

I have worked in corporate sponsorship and sales which was great, but I truly believe it is a higher purpose when you can raise funds that go directly to helping youth and shaping the leaders of tomorrow. For all the years I have worked with non-profit organizations I knew that it would be my (higher) calling and something I wanted to do the rest of my working life. As they say, no one gets rich working in the non-profit world, but they are wealthy in so many other ways. Throughout my career I have been lucky to have been able to mentor several young leaders. I really enjoyed the experience of helping young people reach their goals and if I can now be a small part of that I am happy. Therefore, I am truly lucky that every day I wake up and know what I do will make a difference in some kid's life and that these kids will be our leaders of

**READ MORE**

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**Ellis Gonzalez**  
*Major Gifts Officer*  
Honolulu Museum of Art

**Sally Nguyen**  
*Senior Manager, Operations & Donor Relations*  
U.S. Chamber of Commerce Foundation

**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**

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## **Just Opened--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 (covers registration fee only). Applications are due by January 13, 2023. Click on the below for more info and application form:

**LEARN MORE**

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## **\$100 Professional Development Credit for Select Members**

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**

## BE the CAUSE Campaign



[afpfoundation.org/bethecause](http://afpfoundation.org/bethecause)

## WIN-WIN for you and AFP!

Make a personal donation of \$20 or more TODAY and your name will be automatically entered into a prize drawing for a **chance to win a free registration to the 2023 AFP Aloha Chapter NPD Conference & Awards Luncheon!**

Your contribution will go towards our local chapter efforts to support the AFP Foundation for Philanthropy 2022 BE the CAUSE Campaign. We're close to reaching our stretch goal and we need your help!

Already contributed to the campaign this year? Make an additional gift by December 31st and increase your chances of being selected as a lucky winner.

A portion of every donation comes back to our chapter to support local professional development, including conference scholarships.

There is no cost to participate in the drawing and the prize is non-transferable.

For questions or more information, please contact AFP Aloha Chapter Administrator, Susan Oshiro at [admin@afphawaii.org](mailto:admin@afphawaii.org).

***DONATE TODAY!***

## Mahalo to all AFP Aloha Chapter donors for their contributions!

*(Gifts/pledges as of 9/28/2022, 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  
Janice N. Knapp, CFRE  
Sanae Tokumura, ACFRE

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

Angela Britten, CFRE\*  
Ryan Catalani  
Colette Forcier, CFRE  
Angie Golis-Yamamoto\*  
Cynthia Lallo, CFRE  
Robin Pratt  
**Anne Marie Rizzo, CFRE**  
Rüdiger Rückmann  
Kendra Sia\*  
Bran-Dee Torres\*

**Friends of the Foundation (Gifts under \$100)**

Connie Choy  
Malu Debus  
Mary Beth Lohman  
Susan Oshiro  
Suzanne Sato  
Jill Wright

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

## Understanding Our Host Culture

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



I kū mau mau, i kū wā  
*Stand up together, stand and shout*

October ushers us into the time of 'Ikuwā, loud voice, where thunder claps can be

heard up mauka and blustering winds rip through our lowlands, while the sounds of roaring, crashing surf build along our shorelines. This is a time of action and energy. It is the beginning of ho'oilō, storm, season. This also signals the beginning of Makahiki where the community calls upon one another to uphold peace among the chaotic weather, thereby finding balance and harmony in nature.

In the spirit of joining of our communities across Hawai'i for a greater good, I share with you David Malo's chant I kū mau mau, which calls us together for a single purpose: to stand up for what is right. That is what we are charged with every day as we work with prospects and donors to advocate for the needs of our community. We are each stewards of peace for Hawai'i who stand strong through the rough waters we navigate each day, working together to amplify the impact of generosity that serves the greater good. Now that is something to shout about.

## CFRE News



Have questions or  
need help getting  
started on your  
CFRE journey?  
Contact CFRE  
International at  
[succeed@cfre.org](mailto:succeed@cfre.org)

Visit [CFRE website](https://www.cfre.org)

**Recording Available for The CFRE Application Process: Step-by-Step Webinar:** Get the scoop on all aspects of the CFRE application. View our one-hour webinar. Watching the full webinar counts for 1 point of non-fundraising education in the Education section of your CFRE application. [Watch video...](#)

**CFRE Application Tip I: Calculating Your Time at a Conference or Training:** When entering a conference, master class, or other training into the Education section of your application, double check the number of attendance hours. Remember, you need to subtract out all non-instruction time, including: lunch breaks, morning/afternoon coffee, exhibit hall time, receptions, networking, and awards galas. Use the event's agenda to calculate the points earned. Don't have the agenda? Don't be shy. Contact the event organizer for a PDF agenda and ensure you don't miss out on those points you worked hard to earn. Application questions? Contact [succeed@cfre.org](mailto:succeed@cfre.org).

**CFRE Application Tip II: Counting Relevant Non-Fundraising Education:** Earn up to 10 Education points for attending relevant non-fundraising education within the most recent five years in your initial certification application. Remember, non-fundraising education must tie back to your job, such as business writing and leadership webinars. While attending relevant non-fundraising education qualifies, presenting non-fundraising education is ineligible for points. Application questions? Contact [succeed@cfre.org](mailto:succeed@cfre.org).

[Director of Major Gifts & Donor Engagement](#) - YMCA of Honolulu

[Vice President of Philanthropy](#) - Hawai'i Community Foundation

[Donor Relations Director](#) - The Salvation Army  
Hawaiian & Pacific Division

[Development Officer](#) - Hawaii Youth Symphony

[Director of Development & Workplace Campaigns](#) - Aloha United Way

[Philanthropy Coordinator](#) - The Nature Conservancy

[Impact Giving Officer](#) - Hawaii Baptist Academy

[Executive Director](#) - HUGS (Help, Understanding & Group Support)

[Manager, Major Gifts](#) - Kamehameha Schools

[General Manager](#) - Chamber Music Hawai'i

[Associate Director of Philanthropy](#) - The Nature Conservancy

[Philanthropy Grant Writer](#) - The Nature Conservancy

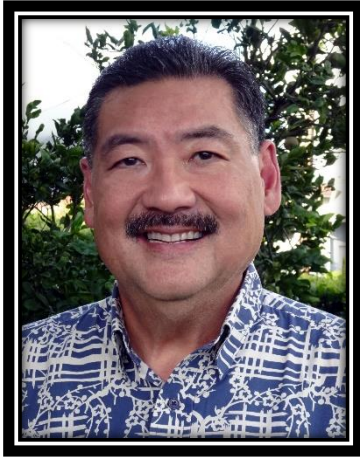
**POST A JOB TODAY**

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## Member Spotlight



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**What interests you the most about the work your organization does?**

The Aloha Council Boy Scouts does so many things that I am really interested in doing. First and foremost, they help build up young people. Many people don't know this, but the Boy Scouts are a family scouting program meaning we have both boys and girls participate and in fact this past year we had 17 girls earn Eagle Scout rank. I truly believe the best way to invest in our future is to invest in lives of young people.

A second aspect that really interested me about the Aloha Council is I love producing big events. Our Distinguished Citizen Award Dinner is one of the most prestigious awards in our community. I recall attending the event back in 1993 when I worked for Mayor Fasi and that event impressed me so much. The Distinguished Citizen is just one of several events, golf tournaments, Hike-A-Thon, Sportsman Challenges that keeps this job super interesting. A third thing that just made this job something I really wanted to do is the fact that the Aloha Council not only is statewide, but also serves Guam and American Samoa. I wanted to be part of larger vision organization serving an entire state and two countries. You put all those things together and this makes for a very busy, active, and fulfilling opportunity to make a difference.

**Can you share a little about your family?**

I was very fortunate to grow up in a very supportive family. My sister, brother and I were born in Detroit, Michigan as my parents were attending graduate school at Wayne State University. We moved back to Hawaii when I was 10 and I spent the first year in Hawaii along with my older sister living with my grandparents until my parents could move back home a year later. Once my parents returned home, we grew up in Hawaii Kai with all of us attending Kaiser High School. My family is highly educated. My father had a doctorate, masters, and bachelor's degrees while my mother has bachelor and master's degrees. My late sister had law degree, masters and bachelor's degrees and my brother has MBA and bachelor's degrees. I hold bachelor's degree in Communication and Marketing from Southern Oregon University and master's degree in Instructional Technology and Information and Communication Studies from California State University at Chico.

My wife Rae and I have lived in Nuuanu for past 20+ years and I have a daughter Sarah and 6-year-old grandson JJ who live in Utah (His father is Master Sergeant in the Air Force serving at base in Ogden, Utah). Sarah is a proud graduate of La Pietra School and University of Nevada Las Vegas. We currently have two dogs, Duke, and Duchess and one turtle, Tuppy.

**Do you volunteer for other organizations/groups?**

I have always felt it was important to give back as much as possible. I currently serve on the Board of Directors for Straub Medical Center, Boys and Girls Club of Hawaii, Southern Oregon University Alumni Foundation and Kidz for a Cause. I also started an organization to help people experiencing homelessness find jobs. The organization is called HIRED Hawaii ([www.hiredhawaii.com](http://www.hiredhawaii.com)) which stands for Homeless Integrated Redirected Employment Development. In one year, we were able to find 24 people who were experiencing homelessness jobs.

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

I like to cook. I like to try and copy dishes I like to eat in restaurants. I recently bought a Ooni Pizza oven so I can make real Neapolitan pizza at home. My wife and I used to own Great Harvest Bread Co. and since then I have always enjoyed making bread products.

## **Links for October Newsletter**

- NPD info/registration: [Summary - 2022 National Philanthropy Day Conference & Awards Luncheon \(cvent.com\)](#)
- NPD Scholarship application: [2022 National Philanthropy Day Scholarships \(cognitoforms.com\)](#)
- Join a Committee: [More info](#)
- Join AFP: [Join AFP | Association of Fundraising Professionals \(afpglobal.org\)](#)
- Chamberlain Scholarship info/application: [7ff4f05c-6056-45a0-b68f-5acf96ee24fe.pdf \(constantcontact.com\)](#)
- Learning Credit: [AFP Member Exclusive: \\$100 Credit for Online Learning Opportunities in 2022! | Association of Fundraising Professionals \(afpglobal.org\)](#)
- Post a Job: [Chapter Job Center - AFPHIAlohaChapter \(afpglobal.org\)](#)