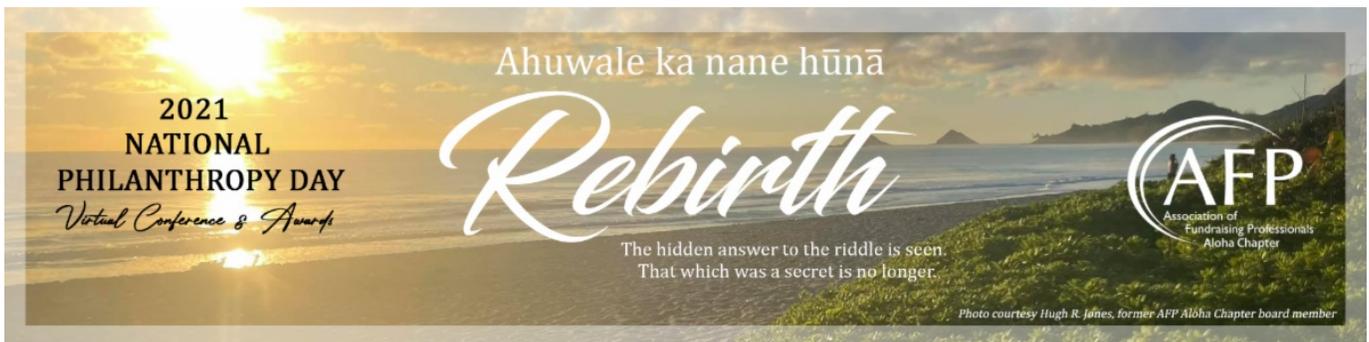




September 2021

## Chapter News



## Registration Open for NPD 2021!

**National Philanthropy Day** is the largest annual gathering in which nationally, we bring together nonprofit fundraising professionals—as well as sector allies, supporters, and advocates—to network, learn, share ideas, collaborate, and partner.

**Hawaii's celebration of NPD is again going VIRTUAL!** Although government restrictions and safety concerns determine how we gather, we are planning our second annual virtual conference on Tuesday, November 16th. This is the day that we bring together leaders in our fundraising community to share their mana'o and 'ike (thoughts and knowledge).

We are hoping that government restrictions will allow us to celebrate this year's honorees on Monday, November 15th, in-person and there will be MORE TO COME ON THAT SOON!

We have gathered storytellers and leaders in our fundraising community to share how they have been successful with powerful educational sessions by an elite group of presenters. We will equip you with the resources you need to grow as professional fundraisers leaving you feeling refreshed to effectively serve and advance your organization's mission. Stay tuned, our list of sessions will be released very soon!

We are also recognizing and celebrating the many contributions that philanthropists, board members, volunteers, corporate leaders, and nonprofit champions have made in our community. [View this year's honorees...](#)

### Join us for a day of Rebirth!

Pricing is **\$150 for Non-Members and \$125 for AFP Members** and the NPD Virtual Conference content will be available for up to 90 days after the event.

**We also have NPD Scholarships available!** Apply for a registration fee waiver (limited to AFP Aloha Chapter members only). Applications must be received via email on or before Wednesday, October 20, 2021, 5:00 pm (HST). [Download scholarship info-app here.](#)

NPD registration closes: Wednesday, November 10, 2021, 5:00pm (HST).

**REGISTER** 

## SEPTEMBER 2021 COFFEE TALK

### “SIMPLY ENGAGING YOUR BOARD IN FUNDRAISING”



WITH **JENNIFER OYER, CFRE, CFRM**  
PRINCIPAL & CHIEF JOY OFFICER  
COMMUNITY IMPACT ADVISORS



**September 2021 Coffee Talk**  
**Thursday, September 23, 2021 – 8:30-9:15am**

Calling all fundraising professionals! Grab your morning coffee and join us virtually on the fourth Thursday of every month for networking and topic discussions. Each month experts in the field will be on call to lead the topic discussion and answer your questions.

The talk for September is entitled, “Simply Engaging Your Board in Fundraising.” Leading our talk this month is Jennifer Oyer, CFRE, CFRM.

Jennifer serves as Principal and Chief Joy Officer of Community Impact Advisors. With nearly 20 years of fund development, organizational and strategic management, and special event management experience in the social services, healthcare, and higher education sectors, Jennifer provides strategic expertise that impacts the growth and sustainability of organizations, empowering them to make meaningful decisions which increase their capacity to positively impact the community.

Jennifer formerly served on the AFP Aloha Chapter board, currently serves on the board of the AFP Foundation for Philanthropy, and has also been a presenter at AFP ICON.

We hope you will join this session to learn more about the board engagement and fundraising! The

session will also include time for any of your board-related questions.

Coffee Talk attendees will also get a chance to win a \$10 Starbucks gift card...because what's a Coffee Talk without a little free coffee?

Registration is required, so don't delay! There is no charge for this event but you must register in order to participate and receive the Zoom meeting link.

**REGISTER** 

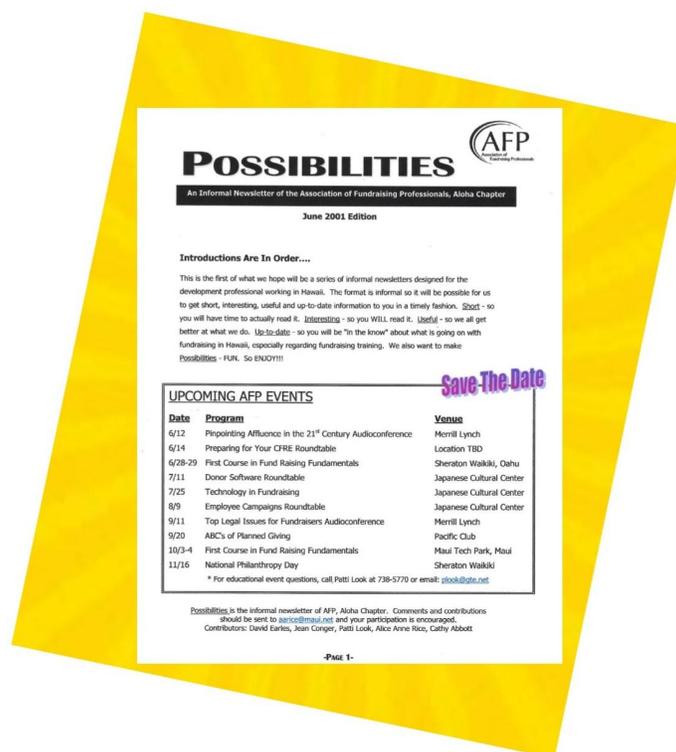
## AFP Aloha Chapter: Your Support Will Go a Long Way!



Our online donation platform that makes it effortless to support the AFP Aloha Chapter! As a volunteer-driven organization, we rely on community support to organize our trainings, conferences, and other events. From speakers to scholarships, putting together high-quality programming that advances the fundraising profession takes time, energy, and financial resources.

Think about how the AFP Aloha Chapter has impacted your own career. Have you learned new fundraising techniques, made new connections, or even just taken the time to celebrate the role of philanthropy in our community? Your tax-deductible gift will help to continue these invaluable opportunities—and now it's even easier to donate. Just visit this [link](#) from your computer or smartphone. Mahalo for your generous support!

## Blast From The Past!



**POSSIBILITIES**   
An Informal Newsletter of the Association of Fundraising Professionals, Aloha Chapter  
June 2001 Edition

**Introductions Are In Order...**

This is the first of what we hope will be a series of informal newsletters designed for the development professional working in Hawaii. The format is informal so it will be possible for us to get short, interesting, useful and up-to-date information to you in a timely fashion. **Short** - so you will have time to actually read it. **Interesting** - so you WILL read it. **Useful** - so we all get better at what we do. **Up-to-date** - so you will be "in the know" about what is going on with fundraising in Hawaii, especially regarding fundraising training. We also want to make **Possibilities** - FUN. So ENJOY!!!

**UPCOMING AFP EVENTS** *Save The Date*

Date	Program	Venue
6/12	Prepointing Affluence in the 21 <sup>st</sup> Century Audioconference	Merrill Lynch
6/14	Preparing for Your CFRE Roundtable	Location TBD
6/28-29	First Course in Fund Raising Fundamentals	Sheraton Waikiki, Oahu
7/11	Donor Software Roundtable	Japanese Cultural Center
7/25	Technology in Fundraising	Japanese Cultural Center
8/9	Employee Campaigns Roundtable	Japanese Cultural Center
9/11	Top Legal Issues for Fundraisers Audioconference	Merrill Lynch
9/20	ABC's of Planned Giving	Pacific Club
10/3-4	First Course in Fund Raising Fundamentals	Mau Tech Park, Maui
11/16	National Philanthropy Day	Sheraton Waikiki

\* For educational event questions, call Patti Look at 738-5770 or email: [pllook@afpa.net](mailto:pllook@afpa.net)

Possibilities is the informal newsletter of AFP, Aloha Chapter. Comments and contributions should be sent to [ajac@afpa.net](mailto:ajac@afpa.net) and your participation is encouraged.  
Contributors: David Earles, Jean Conger, Patti Look, Alice Anne Nico, Cathy Abbott

-PAGE 1-

Did you know that our Aloha Chapter member newsletter turned 20 years old this year? The newsletter was called “Possibilities” when the inaugural issue was distributed in June 2001. Back then it was only four *printed* pages long, released quarterly, and mailed to all chapter members! Maybe some of you reading this actually received a copy in the mail.

The first edition included an event schedule for the second half of 2001 with a variety of in-person events (remember those?), a welcome letter from then Chapter President David Earles, a note about the printed membership directory (remember those too?), and short articles entitled, “Ten Ideas for Managing the Professional Fundraiser”, and “A Fundraising Refresher Memo.”

Our current “The Mentor” newsletter is more robust now, but we are thankful for the vision of the 2001 board to lay the groundwork for sharing and communicating with you now on a monthly basis.

[View “Possibilities” June 2001...](#)

## Membership News

### Member Spotlight

**Jo Bautista**  
**Executive Director**  
**Habitat for Humanity Leeward O'ahu**

*Our profile this month is the second in a series of three profiling our newest chapter members! This month we chat with Jo Bautista, Executive Director of the Habitat For Humanity Leeward Oahu. And this month we were also happy to welcome Jo's Hawaii Habitat for Humanity Association, Inc. colleague Shauna Falgout from the Hawai'i Island affiliate. We appreciate Jo taking the time to share a little about herself.*



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

I have been with the Habitat For Humanity Leeward O'ahu for 10 years.

**What encouraged you to join AFP?**

I was interested in the organization and it was also suggested that I join from other peers in the industry.

**During the pandemic situation, please share how your organization has adapted?**

As an organization, we stayed the course while carefully watching our expenses.

**How is your 2021 going so far for your organization?**

This year has been a challenge for us, especially financially.

**What has been the most challenging, professionally and/or personally during the last year plus?**

Fortunately, life has been comfortable, both professionally and personally.

**What is your favorite pastime/hobby?**

When time avails itself, I like to golf.

**If you were given a free vacation, where would you go?**

Anini Beach on Kauai Island.

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

“God is my buddy.”

Correction: In our August member profile, we inadvertently listed the “Honolulu County Medical Association” in the intro copy for Kaimana Brummel, who is with Seabury Hall only. Our apologies for the error and any confusion it may have caused.

**Do you want to volunteer for a future AFP Aloha Chapter member profile?** We'd love to share your story in an upcoming e-newsletter! If you are interested, please email Susan Oshiro, Chapter Admin at [admin@afphawaii.org](mailto:admin@afphawaii.org).



**Shauna Falgout**  
*Resource Development Specialist*  
Habitat for Humanity Hawai'i Island

**Pauline Guillermo**  
*Chief Strategist*  
Fundraising Network for Communities of Color

**Andrew Morgan**  
*General Director*  
Hawai'i Opera Theatre

## \$40 Off Your Next Learning Opportunity Offer Extended to September 30th!

AFP wouldn't be what it is today without YOU—our AFP members! To show our appreciation, all AFP members have access to a one-time code that provides \$40 off online materials in BlueSky—AFP's learning management system—now through September 30!

You can use the \$40 credit on any one of our many premium webinars—like the upcoming **September 15<sup>th</sup> webinar, “Fundraising For Us, Not Them”** or archived webinars, past conference recordings, or anything else in our online learning platform. THANK YOU for your commitment to the fundraising community. Let's get learning! (AFP member login required) [Learn More...](#)

## AFP Foundation for Philanthropy

**BE**  **CAUSE**  
Empower. Strengthen. Transform.

Mahalo to all AFP Aloha Chapter donors for their contributions!

Mahalo to all AFP Aloha Chapter donors for their contributions. A portion of every donation made to BE the CAUSE comes back to our chapter to support important local education programs and scholarships. Please join your fellow chapter members and click [here](#) to make your gift today!

**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  
Ryan Catalani  
Colette Forcier, CFRE  
Angie Golis-Yamamoto\*  
Janice N. Knapp, CFRE  
Michelle Morihara, CFRE\*  
Sanae Tokumura, ACFRE, APR

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

Angela Britten, CFRE\*  
Ellise Fujii  
Cynthia Lallo, CFRE  
**Cara Mazzei, CFRE**  
Suzanne Sato  
Mariette Lissa Schiff\*  
Pomai Toledo\*  
Bran-Dee Torres\*  
Inger Tully, CFRE  
Keoni Vaughn

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

Elizabeth Aulsebrook  
Heather George  
Keith Greer, CFRE  
Patti M. Look  
Lisa Nakano  
Susan Oshiro

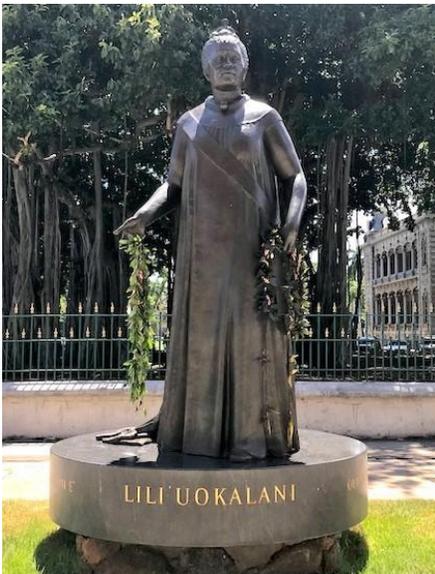
(Gifts/pledges as of 8/31/21)

**Bolded name(s) were added since the last listing**

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

## Understanding Our Host Culture

*By Pomai Toledo, The Friends of Iolani Palace and Aloha Chapter Board Member*



**'Onipa'a**

*Stand firm*

The motto of Queen Lili'uokalani, Eighth Ruling Sovereign of the  
Hawaiian Kingdom

September 2, 1838 – November 11, 1917

– *Mary Kawena Pukui, 'Ōlelo No'eau No. 2521*

## CFRE News

The CFRE application process: Step-by-step webinar: Join in on



September 22 at 5 p.m. GMT/1 p.m. ET for a free one-hour webinar. CFRE International staff will walk you through the ins and outs of the application plus share tips so you can feel confident when you hit the "Submit" button. [Register Now...](#)

**Your volunteer activities count towards your CFRE Education points requirement:** Whether you're working on your initial certification or recertification application, you can earn points for the volunteering you've done (over the past five years for initial certification and past three years for recertification). You'll earn one point per year per organization you volunteer with and two points per year per organization where you serve on the board or a committee. Please note: Volunteering is not required for CFRE applications. Questions? Contact [succeed@cfre.org](mailto:succeed@cfre.org).

**Handy tips for filling out the Education section of your CFRE application:** Does completing the Education section of the CFRE application feel daunting? Don't sweat it! Check out our advice to help make for smooth sailing. [Read more...](#)

**Studying for the CFRE exam? Don't forget the Glossary of Fundraising Terms:** The Glossary is the language of the CFRE exam. We recommend you read it at the start of your studying and again as part of your final preparation. This will give you peace of mind that you know exactly what the questions are asking you. Candidates do not need to memorize the definitions. [View the Glossary of Fundraising Terms PDF.](#)

**What advice would you give a first- or second-year fundraiser?** Fundraising isn't a cakewalk. It takes determination, self-belief, and patience to persevere. Here, CFREs from around the world share with us their advice for someone just starting out in their fundraising career. [Read more...](#)

> Go to [CFRE website...](#)

## Other News



*This section is to share grant opportunities with our non-profit community. Please feel free to share or if you know of opportunities you would like to share in our monthly e-newsletter, you can email it to [admin@afphawaii.org](mailto:admin@afphawaii.org).*

### Laura Jane Musser Fund

Through the [Rural Initiative](#), the Laura Jane Musser Fund encourages collaborative and participatory efforts among residents in rural communities that will help to strengthen their towns and regions. The applicant community must have a population of 10,000 or fewer. Program planning grants up to \$5,000 and program implementation grants up to \$25,000 will be considered. Applications will be accepted online through the Fund's website from **September 1–October 1, 2021**.

Through the [Intercultural Harmony Initiative](#), the Laura Jane Musser Fund supports projects that

promote mutual understanding and cooperation between groups of community members of different cultural backgrounds. Project planning grants up to \$5,000 or implementation grants up to \$25,000 will be considered. New programs or projects in their first three years are eligible. Applications will be accepted online through the Fund's website from **September 15–October 15, 2021**.

The geographic areas for these initiatives are Colorado, **Hawaii**, Minnesota, Wyoming, and limited counties in New York and Texas. The complete guidelines are available at <http://www.musserfund.org>.

## AFP Job Listing and Policy

### \*\*FEATURED JOBS\*\*

[Director of Development](#) - Hawai'i Opera Theatre

[Director of Development](#) - Helping Hands Hawai'i

#### Other Available Jobs:

[Coordinator for Planned Giving, Stewardship & Athletics](#) - Chaminade University of Hawai'i

[Director of Development](#) - PBS Hawai'i

[Membership & Events Specialist](#) - Pacific Whale Foundation

[See More Jobs...](#)

### Listing Requirement Effective November 1st

As of November 1, 2020 AFP Global requires that all job postings include a [salary range](#). AFP advises that the reasoning for the policy change is that by not including the salary range in a job posting/description, it can allow the hiring organization to offer different salaries depending on who the candidate is, thereby possibly reinforcing the gender and/or racial salary differences.

**POST A JOB TODAY**

Connect With Us on Social Media:

