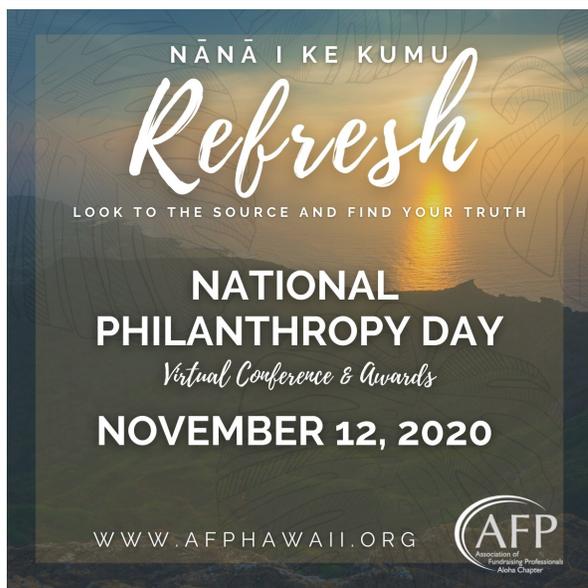


October 2020



Registration Open for NPD 2020!

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

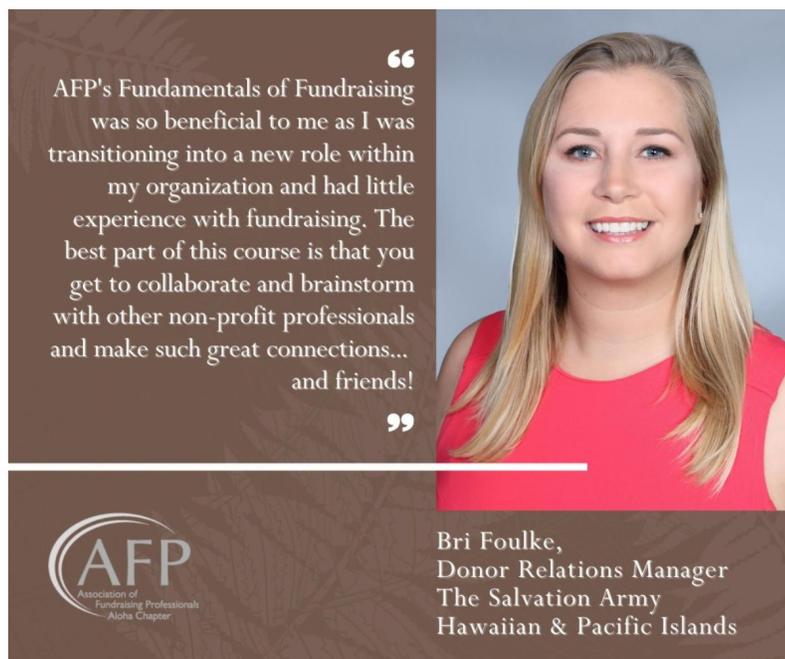
NPD is Going Virtual! Although safety concerns around large gatherings during the COVID-19 pandemic prevents us from holding an in-person conference this year, we know that as Hawai'i nonprofit fundraisers, we still need to connect, talk story and learn together.

We are presenting powerful educational sessions by an elite group of presenters, who 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. [View our 2020 NPD Conference & Awards Schedule.](#)

We are also recognizing and celebrating the many contributions that philanthropists, board members, volunteers, corporate leaders, and nonprofit champions have made in our community. The announcement of this year's honorees will be coming out later this month.

Times are challenging and YOU deserve a break. Pricing is lowered offering one-inclusive rate of **\$100**

Advance Your Professional Development With These Upcoming Opportunities



“
 AFP's Fundamentals of Fundraising was so beneficial to me as I was transitioning into a new role within my organization and had little experience with fundraising. The best part of this course is that you get to collaborate and brainstorm with other non-profit professionals and make such great connections... and friends!
 ”

Bri Foulke,
 Donor Relations Manager
 The Salvation Army
 Hawaiian & Pacific Islands

Fundamentals of Fundraising 2020 (Virtual) Thursday-Friday, October 29-30, 2020, 9:00am-5:30pm

We know the value that this course brings to your professional development, but are also aware that organization budgets are leaner. The Aloha Chapter is pleased to provide an extremely discounted rate that will allow you to attend **BOTH** the Fundamentals of Fundraising Course AND the 2020 National Philanthropy Day (NPD) Virtual Conference and Awards for only \$275 Member / \$350 Non-Member! This reflects a **30% savings** on this course and a bonus **FULL ACCESS / REGISTRATION** to our 2020 NPD Conference!

This course is essential for all fundraising professionals, whether you are a new to the industry or a seasoned pro. In addition to receiving 16 CFRE credits for this course, you'll also learn the following:

- Essential components of an integrated development plan.
- Explain the elements of a marketing and communication plan that shares the organizations message, informs constituents, and engages donors.
- Develop and sustain relationships with prospective donors, current donors, and volunteers.
- Plan individual and group solicitation strategies to secure annual and major gifts.
- Execute management policies and procedures to ensure

for both AFP Members and Non-Members that provides NPD access to your staff, board members, and volunteers. And the NPD Virtual Conference & Awards content will be available for up to 30 days after the event.

We also have NPD Scholarships available! Apply for a registration fee waiver (limited to AFP Aloha Chapter members only). [Download scholarship info-app here](#). Applications must be received via email on or before Wednesday, October 28, 2020, 5:00 pm (HST).

[Register for NPD Today!](#)

NPD only registration closes: Wednesday, November 11, 2020, 5:00pm (HST).

[Bookmark Our NPD Homepage!](#)



Ryan Catalani
Director of Advancement
Hawaii Children's Action Network



Our October profile features Aloha Chapter member, Ryan Catalani. Ryan has been a member for about two years and is a member of our IDEA (Inclusion, Diversity, Equity and Access) committee. We thank Ryan for taking the time to share a little about himself.

How long have you been at your current organization?

I started at Hawai'i Children's Action Network (HCAN) in June 2019.

What encouraged you to join AFP?

When I started my first full-time fundraising job, which was in Delaware, I quickly learned about the local AFP chapter and found it was a great way to meet and learn from fellow fundraisers. I

fundraising activities are conducted with proper records management and stewardship.

- Demonstrate key ethics and accountability principles and practices in fundraising activities.

Advance your fundraising skills and take advantage of this amazing offer and access to industry leaders! **Registration closes on October 22, 2020, 5:00pm (HST).**

[REGISTER NOW](#)

BE  the CAUSE
Empower. Strengthen. Transform.

Mahalo to all AFP Aloha Chapter donors for their contributions and to our board for attaining 100% participation in the 2020 BE the CAUSE Campaign.

A portion of every donation made to BE the CAUSE comes back to our chapter to support important local education programs and scholarships - including our annual National Philanthropy Day (NPD) Conference. In 2019, we were able to offer 21 NPD scholarships including fee waivers and travel stipends! Here's what one of our scholarship recipients shared about their NPD conference attendance:



The conference also provides the opportunity for networking with people from all six islands. I discovered ideas from other non-profits that could be used at my own agency, even though the two have very little in common.

*-- Richard Carr, Deputy Director,
Hawaii Animal Rescue Foundation (Maui)*

Please join your fellow chapter members and make a gift today!

You can go online to the BE the CAUSE page at <https://afpglobal.org/donate> and click the "Make a Gift" button.

Understanding Our Host Culture

by Pomai Toledo,

The Friends of Iolani Palace

and Aloha Chapter Board Member



ater joined the board committee and had the opportunity to rekindle its IDEA initiatives.

With the current virus situation, please share how your organization has adapted?

In an unfortunate coincidence, HCAN had a fundraising dinner planned for March 12-just as COVID-19 reached global pandemic status. We canceled the event and immediately shifted to remote work and community response efforts, launching a [comprehensive resource directory](#) that's still updated regularly, information about [emergency paid leave](#), and [other initiatives](#).

What has been the most challenging, professionally and/or personally during this time?

We have an amazing team that quickly pivoted to these emerging priorities, but as a small organization, it's been challenging to stay on top of all the new developments while still trying to advance our long-term goals. Also, many of our plans for the year had centered around in-person events; fortunately, for the most part, we've found ways to adapt.

Coming out of this situation, what are your hopes for the future?

Before the pandemic, meetings traditionally advantaged those who could participate in person, even if a video/teleconference option was offered. In meetings today, everyone is participating virtually, which allows everyone to participate equally, regardless of physical location. I hope we find a way to retain this important shift, even after we're allowed to gather in person again.

What's a good place to have a lunch meeting?

One of my favorite places was Artizen, at the State Art Museum, which unfortunately shut down permanently recently. Moku Kitchen in Kaka'ako is another favorite, or if you're in Mānoa, The Nook is also great.



He ola na ka 'ōiwi, lawe a'e no a 'ai ha'aheo

When one has earned his own livelihood he can take his food and eat it with pride

Abundance, knowledge and sustenance are important to our community. The more we interact with each other, learn from each other and grow together, we can be successful and satisfied.

Source: 'Olelo No'eau - Hawaiian Proverbs & Poetical Sayings (No. 2875) by Mary Kawena Pukui

New Member Discount Coupon



\$50 Professional or Associate New Member Discount!
In honor of National Philanthropy Day® AFP is offering a \$50 discount to new members joining in the Professional or Associate member categories by November 30, 2020!

Fill out the membership invitation as usual, but deduct \$50.00 from the total and include this coupon with your payment.*
Complete your application and send it in via mail or fax by November 30, 2020
*Coupon must be included with payment. One coupon per new member. Can also be redeemed online by using discount code NPD2020.

Questions, call the AFP Membership Department at (800)666-3863.
AFP, 4300 Wilson Blvd. Ste. 300, Arlington, VA 22203 /Fax: 703-684-1950

CHANGE THE WORLD
WITH A GIVING HEART
National Philanthropy Day®

Each year AFP celebrates National Philanthropy Day by offering a \$50 off promotion for new members to join the Professional or Associate category only. This promotion runs from October 1st through November 30th. You may use the [discount coupon](#) if you apply online or if you would like to review a hard copy membership packet, please email your request to admin@afphawaii.org.

HELLO!

New Members!

Bri Foulke

Donor Relations Manager

The Salvation Army-Hawaiian and Pacific Islands

Susan Rhee

Director of Development

Pacific Whale Foundation

Aiko Yamashiro

Executive Director



CFRE News

Mari Yogi

Partnership Development Director

The Salvation Army-Hawaiian and Pacific Islands

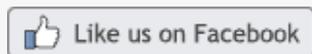
AFP Member Updates

\$5--2% Dues Increase for 2021: In 2019, the AFP Dues Task Force recommended, and the AFP Board agreed to, an automatic biennial (every other year) dues increase of 2% starting 2021. This change will result in a \$5 increase-effectively 42 cents a month-in member dues beginning January 2021 for Professional and Associate categories. The increase will allow AFP to continue to provide relevant programs for members in the areas of leadership, ethics and continuing education. Members who renew in January 2021 will receive renewal materials about the increase starting in October 2020.

Membership Payment Plan: AFP understands the economic situation that many members (and soon-to-be members) are currently facing these days. That is why we are now making available online an "Installment Plan" option that breaks your annual membership fee into manageable monthly payments over the course of the year.

The Installment Plan option will appear alongside the option to pay in full when you go through the AFP Join/Renew process. Simply select your preferred option, and your payment(s) will be calculated accordingly. [More info...](#)

AFP Hawaii
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The CFRE exam: Setting yourself up for success webinar . Join in on **October 20th** at 1 p.m. ET (7am HST) for this free one-hour webinar. You will get the scoops on everything you must know, including how to study, free and low-cost study aids, what to expect at the testing center, how the test is formatted, and more. [Learn more...](#)

Volunteering? Remember it counts for CFRE education points . Service Learning, otherwise known as volunteering, is a handy way to secure points. Volunteer work must be separate from one's employment. You can earn one point per year per organization for general volunteer service. You can receive two points per year per organization where you have a volunteer leadership role (such as a board or committee).

There is a trove of ways to earn education points towards your CFRE initial certification or recertification requirements.

New Listing Requirement Effective

You can count up to a maximum of 10 points in Service Learning towards the education requirement. [Learn more...](#)

November 1st

Please be advised that AFP Global is requiring all job postings to 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. This requirement will apply for all job postings beginning November 1, 2020.

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...](#)

Available Fundraising Jobs:

****FEATURED JOB****

[Development and Community Engagement Officer](#) - Hawaii Council for the Humanities

[Director of Advancement & Alumnae Relations](#) - La Pietra - Hawai'i School for Girls

**Check out the COVID-19 Resource Guide on the
AFP Global website:**

<https://afpglobal.org/covid19resourceguide>

