

## December 2018



From our AFP Aloha Chapter Ohana,  
Happy Holidays!

***"Better Together, it's what makes  
Hawaii work!"***



This was the theme for the 2018 National Philanthropy Day conference when over 150 attendees gathered at 'Alohilani Resort on November 15 to join the AFP Aloha Chapter for a full day of focus on our local community. We laughed, we hugged, we cheered and we all agreed on the importance of supporting each other and working towards

### Message & 2018 Highlights from Aloha Chapter President Cathy Alsup, CFRE



Aloha! 2018 was amazing year for the Aloha Chapter! My thanks to our volunteer board who put together quality activities including professional advancement sessions, networking events, and collaboration with our Hawaii partners in advancing philanthropy through professional, ethical fundraising.

I am most thankful this year for all of you for taking on the leadership role to advance professional fundraising within our communities. My congratulations to our new incoming board members and a special mahalo to our hard working departing board members—KC Collins, CFRE, Martha Hanson, Maile Kawamura, Mike Robinson, and Rozetta Williams, for their many years of dedication to our board. On behalf of the Aloha Chapter Board, we wish all of you a wonderful holiday season and hope to see you in 2019!

*Mahalo, Cathy*

#### **2018 Aloha Chapter Highlights**

¶ **10 professional development sessions** held in Hawaii, 3 on the neighbor islands.

¶ **3 networking Pau Hana events:** July 12 at the Honolulu Museum of Art; November 15 at the 'Alohilani Resort (NPD); December 3 at The Pacific Club.

¶ **18 scholarships provided by Aloha Chapter** for professional development events, \$3,000 for neighbor island travel and \$1,450 for Oahu NPD conference fees.

¶ **CFRE Study Group convened**, 10 attendees, 1 new CFRE in 2018 (Angie Britten) with 5 others

making Hawaii a better place because community is the heart and soul of Hawaii and it is something that we celebrate and embrace with gusto.

Keynote speaker Sam Swaim delighted us with her inspirational remarks about "The Impact of Collaboration." We explored what could be possible if we all actually collaborated and examined the current landscape of giving and then took a look at how our nonprofit sector could combat divides by coming together. When nonprofits put our strengths and resources together, we have the ability to achieve a bigger picture than just with individual slices alone. During the workshops, attendees had difficult choices between 12 different learning options ranging from "Prospect Research" to "The Secret to Maximizing Your Benefit Fundraising Event" or Negotiating with Confidence" and "Panel Discussion About Leadership & Mentorship."

This was combined with a highly anticipated and amazing awards luncheon to recognize outstanding local philanthropists. While we all know that leaders in philanthropy typically prefer to shy away from the limelight, AFP Aloha Chapter takes special care to thoughtfully acknowledge the generosity of individuals and organizations who are making positive changes in Hawaii and help make our island home a better place to live.

Congratulations again to Outstanding Fundraising Professional: KC Collins, CFRE; Outstanding Youth: Megan Kobayashi; Outstanding Corporation: Servco Pacific; Outstanding Foundation: Harold K.L. Castle Foundation; Outstanding Philanthropists: Jim Lally and Bob & Frances Bean; Outstanding Philanthropists-In Memoriam: Leonard & Rebecca Kamp; Outstanding Volunteer Fundraiser: Rich Wacker; and President's Award: Eric Schiff.

Thank you to every one of you for being part of this wonderful celebration of philanthropy. We truly love connecting with you in person! If you missed any part of 2018 NPD Annual Conference and Awards Luncheon, please check our website for photos and presentations [NPD 2018](#). We already can't wait until next year for it to happen again!



**Donna Blanchard**  
*Managing Director*  
Kumu Kahua Theatre

**Carlin Geremias**  
*Associate Director of Annual Giving*  
Hawaii Pacific University

**Abby Paredes**  
*CEO*  
Po'ailani Inc.

planning on taking the test in 2019.

📣 **Raised over \$5,000 for the AFP annual campaign Be the Cause**, including 100% board participation. If you haven't done so yet, please make your gift TODAY!

### 2018 Professional Development Recap

- **February 15 - "Sustaining Your Major Gifts Program"**: 50 attendees, presented by Tom Kelly of the Hawaii Community Foundation.
- **March 2-3 - "How Do I Get Money in the Door?" in Hilo/Kona/Maui** with Kim Klein: 111 total attendees.
- **April 4-5 - HAIS "Create Your Fund Development Plan"**: 16 attendees with presenter Sanae Tokumura, ACFRE and facilitators Cathy Alsup, CFRE and Jennifer Oyer, CFRE. **HAIS "Everyone's A Fundraiser"**: 25 attendees, presented by Brooke Carroll and Martha Hanson.
- **April 15-17 - AFP International Conference in New Orleans**: 5 Aloha Chapter members attended.
- **August 3 - "Why Do Donors Give?" Major Donor Panel**: 58 attendees listened as panelists Larry Rodriguez, Bob Bean, Elisabeth Grossman, with moderator Kelvin Taketa shared trends and best practices for working with Major Gift donors.
- **September 11 - "Donor Experience, DX Unlocks the Future of Your Fundraising Relationships"** Workshop by Lynne Wester: 88 attendees.
- **October 29-30 - Fundamentals of Fundraising** 2-day training: 16 attendees, including 5 from Maui/Kauai/Hawaii Island with 5 Aloha Chapter CFRE-accredited members serving as faculty.
- **November 15 - National Philanthropy Day**: 156 conference attendees with 12 breakout sessions and 22 local and mainland presenters.



## **To the 2019 Aloha Chapter Board of Directors**

### Officers

*President: Cathy Alsup, CFRE, Executive Director, American Cancer Society*

*Past-President: S. Sanae Tokumura, ACFRE, APR, President, Solid Concepts, Inc.*

*President-Elect: Angela Britten, CFRE, Development Director, Hawaii Islands Land Trust*

*Secretary: Laura Kay Rand, Vice President/Chief Impact Officer, Hawaii Foodbank*

## Ten Participants Attend This Year's Conference & Luncheon with NPD Scholarship



One of the chapter's goal this year was to extend our outreach to attend our professional advancement sessions to the neighbor islands and other organizations by offering scholarships and travel stipends. We had a total of ten NPD scholars this year, 6 from Oahu and 4 from Hawaii Island. Here's what some of our scholars shared:

*The scholarship made it possible for me to attend this year, and see that it is a good investment for future years! One awesome thing about receiving the scholarship was meeting the other recipients and getting to know the great things they are doing in the community. I was able to learn a lot through the various speakers and seminars and get a better feel for the similar challenges nonprofits face in fundraising here in Hawaii.*

- Niki Shishido, Pacific & Asian Affairs Council (PAAC)

*We're so grateful for the opportunity to convene with nonprofits across the state at NPD 2018, and appreciate receiving a scholarship to offset travel costs.*

- Sarah Figueroa, HOPE Services Hawaii, Inc.

*AFP's National Philanthropy Day was a fantastic opportunity to meet with others in Hawaii's nonprofit sector, learn from collective expertise, and share stories from our experiences. I look forward to attending again!*

- Jessica Stenz

## 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.

[Post now...](#)

### On the job hunt?

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

Treasurer: **Patti Look**, Principal, The FundDevelopment Group

### Directors

**Brooke Carroll\***, Associate Vice President & Chief Development Officer, Hawai'i Pacific University

**Chelsie Castillo**, Development Director, Blue Planet Foundation

**Jennifer Dotson**, Vice President of Philanthropy, National Kidney Foundation of Hawaii

**Pi'ilani Kai\***, Development Director, Waimanalo Health Center

**Janice Knapp, CFRE**, Philanthropy Manager, Hospice Hawaii

**Eric La'a**, Senior Development Officer, Hawai'i Community Foundation

**Cynthia Lallo, CFRE**, President, CLC-Consulting Group

**Cara Mazzei\***, Senior Associate Director of Philanthropy, The Nature Conservancy Hawai'i

**Michelle Morihara\***, Grants Manager, Honolulu Museum of Art

**Pomai Toledo\***, Director of Development and Communications, Iolani Palace

**Inger Tully\***, Senior Philanthropy Officer - Maui County, Hawai'i Community Foundation

*\*New to board service next year*

Mahalo nui to these people who have accepted responsibility to lead the Association of Fundraising Professionals, Aloha Chapter. The chapter is only as good as our members' willingness to "step up to the plate" for our profession on this board. These leaders ensure that the professional code of ethical standards of AFP are advanced not only in our association but also understood by the wider community. As a result of AFP's work locally and internationally, more and more organizations large and small are realizing the need for trained, qualified development professionals. Congratulations to our 2019 board and we look forward to another great year!

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

JOIN THE CAMPAIGN | Benefiting your chapter and the AFP Foundation for Philanthropy

## Be the Cause Prize Drawing Incentive Deadline Extended to December 15th!

It's not too late to participate. We're approaching the end of the campaign and are counting on your support to help us cross the finish line before December 15, 2018.

WIN-WIN for you and AFP!

[Director of Donor Compliance and Gift Administration](#)  
University of Hawaii Foundation

[President and Chief Executive Officer](#)  
Make-A-Wish Hawaii

[Director of Development](#)  
Shiners Hospital for Children

[Search more jobs...](#)

## **Partner with AFP on Professional Advancement**

Do you plan to bring a fundraising consultant or trainer to your organization in 2019? Let the AFP Professional Advancement committee know if you would be willing to partner with us in bringing that expert to Hawai'i. By working together, we can reach more people with your expert's knowledge and experience and share the expense. For example, this worked well with Lynne Wester who presented for AFP last year and also consulted with three other organizations when she was in the islands. As a result, AFP and each of the organizations only paid her fee for her work with them individually and no air, hotel, or other travel expenses. Bundling clients also made the trek to Hawai'i more cost effective and appealing to Lynne who otherwise would have declined had we only offered her work for one day or less.

Let us know and let's work together! Contact Brooke Carroll ([bcarroll@hpu.edu](mailto:bcarroll@hpu.edu)) or Martha Hanson ([mhanson@hcf-hawaii.org](mailto:mhanson@hcf-hawaii.org)) to discuss 2019 opportunities.

## **A Successful Annual Meeting Featuring Guest Speaker Dr. Maya Soetoro-Ng**



Sixty AFP members and non-members converged at The Pacific Club for our AFP-Aloha Chapter Annual Meeting and holiday networking party on December 3rd. Our special guest keynote speaker, Dr. Maya Soetoro-Ng, spoke on the meaning of peace and leadership. As she said, 'look at peace with fresh eyes' and see what role you might play as we malama each other and the world. Her talk was very uplifting and looked at positive ways we can all participate together in building peace.

Make a personal donation of \$20 or more before the 15th and your name will be entered into a prize drawing for a chance to win a free registration to the 2019 AFP Aloha Chapter National Philanthropy Day Conference & Awards Luncheon. The lucky recipient for the prize drawing will be selected before year-end.

Your contribution will go towards our local chapter efforts to support the AFP Foundation for Philanthropy 2018 BE the CAUSE Campaign. A portion of every donation comes back to our chapter to support local professional development, including conference scholarships. We're close to reaching our goal and we need your help! Already contributed to the campaign this year? Make an additional gift and increase your chances of being selected as a lucky winner!

Go to [afpfoundation.org/BeTheCause](http://afpfoundation.org/BeTheCause) and click "DONATE NOW"

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

### **AFP Foundation for Philanthropy**

**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 2018 BE the CAUSE Campaign.*

*Please join these chapter members and make your gift today! Go online to [afpfoundation.org/bethecause](http://afpfoundation.org/bethecause) and click the DONATE NOW button. (gifts as of 11/26/18)*

**President's Club: \$1,000-\$2,499**  
Sanae Tokumura, ACFRE, APR

**Ambassador's Club-Ruby Level: \$250-\$499**  
Cathy Alsup, CFRE  
Angie Golis-Yamamoto\*  
Janice N. Knapp, CFRE  
Patti M. Look  
Laura Kay Rand\*  
Myles Shibata

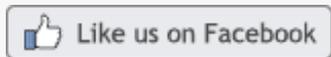
**Ambassador's Club-Sapphire Level: \$100-\$249**  
Angela Britten, CFRE  
Chelsie Castillo  
KC Collins, CFRE  
Martha Hanson  
Pi'ilani Kai  
Eric La'a  
Cynthia Lallo, CFRE  
Maile Kawamura  
Yvonne Morris  
Anne Marie Rizzo, CFRE  
Michael Robinson  
Rüdiger Rückmann  
Marette Lissa Schiff\*

She spoke briefly about her new role in the [Obama Foundation](#). Maya is also the Founder of [Ceeds of Peace](#), a nonprofit that provides peace building education (including many useful resources on its website). We are so grateful to have had the opportunity to listen, learn, and share from Maya, who also shared her email with everyone and encouraged those interested to contact her ([msoetorong.consultant@obama.org](mailto:msoetorong.consultant@obama.org)).

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AFP Hawaii  
P.O. Box 11899  
Honolulu, Hawaii 96828-0899  
808-527-2426  
[office@afphawaii.org](mailto:office@afphawaii.org)

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Norma Spierings  
Rozetta Williams, MA

**Friends of the Foundation: \$50 to \$99**

Lori Admiral  
**Bob Armstrong**  
Kristi L. Bates, CFRE  
Brooke Carroll  
**Wendy Chang**  
**Shannon Cleary**  
Jennifer Dotson  
**Celeste Imamura**  
**Kyle Karioka**  
John Keene, CFRE  
**Susan Lampe**  
**Nikos Leverenz**  
**Emily Mendez-Bryant**  
**Michelle L. Morihara**  
**Lisa Nakano**  
Susan Oshiro  
Suzanne M. Sato  
Aileen Shin  
**Mea Spady**  
Kerri Van Duyne  
**Keoni Vaughn**

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

*\*Alpha Society member - recurring monthly giving program, amounts will increase on a monthly basis.*