

## February 2020

### Get Involved--Join an Aloha Chapter Committee in 2020!



Please consider getting more involved in the Aloha Chapter this year by joining a committee! Here are some things to consider:

#### 7 Reasons to Join an AFP Aloha Chapter Committee

- 1) **Experience:** You will get to experience how things work inside the Aloha Chapter and see what all goes into making the chapter tick.
- 2) **Relationships/Networking:** Joining a committee helps you build stronger relationships and connections with colleagues in your field.
- 3) **Development:** The things that you will learn while participating in a committee can translate positively into your professional and personal development.
- 4) **Leadership Opportunities:** Through active participation on a committee, you may decide to expand your role in the chapter or consider becoming a future board member.
- 5) **Share Your Expertise:** You can join a committee where you can share and contribute in an area that complements your strong suit.



### Unlock Your True Potential!

Our Professional Advancement Committee has been hard at work preparing a robust calendar for you!

This year, we are offering fantastic workshops to help you unlock your true potential and make a career breakthrough in 2020.

From Fundamentals of Fundraising to Get the Visit, Nail the Ask, to a CFRE preview, we have a full year of sessions allowing you to dive deep into timely and essential topics from some of the brightest minds in fundraising!

Register *Today* for these upcoming sessions:

#### The Path to Your CFRE

Thursday, February 27, 2020, 11:30am-1:00pm, American Cancer Society Conference Room, Honolulu

Thinking of obtaining your Certified Fund Raising Executive designation? Roundtable with local fundraising professionals to learn tips, strategy, and how a CFRE demonstrates commitment to the fundraising profession. Join us as our featured hosts--Cathy Alsup, CFRE; Angela Britten, CFRE; Eric La'a, CFRE; and Jennifer Oyer, CFRE, CFRM, give you guidance on preparing for and taking the CFRE exam and answer any of your related questions.

**6) Service:** Joining a committee gives you the opportunity to serve AFP at a greater level and contribute to the growth and future success of the organization

**7) Community:** The Aloha Chapter is made up of a wonderful community of knowledgeable and helpful industry professionals. And you'll be able to give back to the community that AFP serves by making a difference through committee involvement.

View the list of [2020 Aloha Chapter Committees](#). You may contact the committee chair directly or if you have any questions, please contact Chapter Administrator Susan Oshiro at [admin@afphawaii.org](mailto:admin@afphawaii.org) for assistance.



**Congratulations to our  
Newest CFRE!**



*Michelle L. Morihara, CFRE, MBA,  
Grants Manager at the Honolulu  
Museum of Art*

Michelle Morihara, CFRE, MBA, joins a current [Hawaii list](#) of 24 who are designated as Certified Fund Raising Professional (CFRE) and one Advanced Certified Fund Raising Professional (ACFRE). A voluntary credential that is recognized worldwide, the CFRE signifies a confident, ethical fundraising professional. If you would like get more information about the CFRE program, be sure to join our free "The Path to Your CFRE" on February 27th. See additional details in this newsletter. For more info on the CFRE, visit: <https://www.cfre.org>.

**Registration due by February 24, 2020**  
[Register Now](#)

**The Art of the Ask: Presented by Bruce Berglund, CFRE, President of Donor by Design Group, LLC**

Tuesday, March 10, 2020, 11:30am-1:00pm, The Plaza Club, Honolulu (*note revised venue*)



Participants will learn how to solicit major gifts effectively through interviews with major donors, and we leave them with a handy guide to help them prepare for and complete an ask. Attendance to this session could also be beneficial to your staff and volunteers.

**Registration due by March 3, 2020**  
[Register Now](#)

**Scholarships Available!**

Apply for a neighbor island travel stipend or registration fee waiver (fee waiver for current AFP Aloha Chapter members only). Applications must be received via email or mail (postmarked) no later than 5:00 pm (HST) on or before **Tuesday, February 19, 2020.**

View: [Scholarship details-application](#)

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

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

**Congratulations to Shari Williams, Our  
Be the Cause Lucky NPD Recipient!**

Thank you everyone who gave a gift to our AFP Foundation's 2019 Be the Cause annual campaign!

As noted in our December e-newsletter, we held an Opportunity Drawing for a lucky recipient to receive a complimentary registration to the 2020 National Philanthropy Day (NPD) Annual Conference and Awards Luncheon. This year's event will be held on Thursday, November 12, 2020 at the Sheraton Waikiki Hotel. Congratulations to recipient Shari Williams, Independent Grants Professional at Forword Writing!

### **How did you land in fundraising as a career?**

It was happenstance with a summer temp agency job assignment. I was focused on pursuing my business degree in marketing but grew entranced with working at a nonprofit organization.

### **What was your first job in fundraising?**

I was the Statewide Residential Campaign Coordinator for the American Heart Association Hawaii Affiliate. I managed a call-center to recruit volunteers to canvas their neighborhoods door-to-door to raise money.

### **How long have you been in the fundraising field?**

I've been in the industry since 1987.

### **Why did you decide to obtain CFRE?**

It was something I've wanted to do for years--receive a personal and professional validation of my professional practice, performance and education in fundraising.

### **What has your fundraising career done for you?**

I've had the privilege of working with a variety of volunteers and co-workers who are passionate about making a difference in their communities. Their 'can-do' attitude has shown me that ALL things are possible. The work that I do feeds both my creative and analytical processes.

### **Where did you attend high school and college and what was degree and major?**

I attended Hawaii Baptist Academy then the University of Hawaii at Manoa. I received a Bachelor's degree in Art and Master's degree in Business Administration.

### **What are your favorite pastimes or hobbies?**

Travel, food, and photography. On a day-to-day basis, I enjoy spending quality time with family and friends. I have a passion to try/experience new things--for example, archery, glass blowing and welding are some of my most recent activities.

*Mahalo to Sanae Tokumura, ACFRE, APR, for contributing this article to our newsletter.*

Please consider making a personal contribution to this year's 2020 campaign. Part of the funds raised by our chapter's donors come back to the chapter from the AFP foundation, which we use for scholarships to help people attend our various education sessions. Look for more info about this year's campaign to be published in incoming newsletters.

## **AFP Aloha Chapter Government Relations/Advocacy Committee Update**

Although it is early in the legislative session, a few bills have already emerged of interest to AFP members. Senate Bill No. 2112 and its House companion bill (H.B. No. 1801) would amend Hawaii's general excise tax law to repeal the general excise tax (GET) on the fundraising income of nonprofit charitable organizations. The Hawaii Alliance of Nonprofit Organization's is the proponent of this bill and HANO is building a coalition of nonprofit organizations to seek its passage. SB No. 2112 has been assigned to the Ways & Means Committee and HB No. 1801 to Senate Bill 2398 amends the statutes applicable to the Legislature's "grants in aid" process. It would require in the grants in aid law statutes that applicants for a grant provide a copy of their IRS exemption ruling, a state tax clearance, a copy of their Form 990, provide a certificate of good standing, and provide proof of registration with the Attorney General under charitable solicitation laws.

Stay tuned for updates on how you can show your support for these bills. And if you would like to join the Government Relations/Advocacy Committee, please contact Hugh Jones, Chair, at [Hugh.Jones@uhfoundation.org](mailto:Hugh.Jones@uhfoundation.org) or Susan Oshiro at [admin@afphawaii.org](mailto:admin@afphawaii.org).



### **Are you going to AFP ICON 2020?**

AFP ICON 2020 is the world's largest conference for professional fundraisers. This year's conference will be from March 29-31, 2020, at the Baltimore Convention Center and will feature more than 100 education sessions, thousands of fellow fundraisers, a massive marketplace, and is sure to be an unforgettable experience! This year's keynote speaker is the internationally-recognized culinary innovator and humanitarian Chef José Andrés.

If you are planning to attend, please contact Aloha Chapter

## Member Benefit: Tools & Templates

Are you looking for a Board Fundraising Assessment form or maybe a Development Committee job description? Did you know that AFP has an incredible array of tools and templates that members can use on a variety of topics and interest areas? These include:

- Forms & Spreadsheets
- Job Descriptions
- Sample Documents

Get a jump start on new projects and missions with an incredible array of tools and templates on a variety of topics! Go to: <https://afpglobal.org/tools-templates> (AFP member login required to access).

## Understanding Our Host Culture

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



### He luelue ka 'upena e ku'u ai

The fine-meshed net is the one to let down into the sea.  
A fine-meshed net misses nothing, big or small.  
In seeking wealth, the small things are just as important as the big ones.

*Source: 'Olelo No'eau - Hawaiian Proverbs & Poetical Sayings by Mary Kawena Pukui*

*(Hawaiian vowels are pronounced similarly to Spanish vowels: "ah-eh-*

President Angie Britten, CFRE, at [angela.britten@hilt.org](mailto:angela.britten@hilt.org) as the Hawaii attendees usually get together for a group dinner.

If you're interested in attending, registration at regular conference rates ends on March 27, 2020. You can view more info about AFP ICON 2020 at [www.afpicon.com](http://www.afpicon.com).

## Save the Date NPD 2020 is on November 12th at the Sheraton Waikiki



Mark your calendars for our 2020 National Philanthropy Day Conference and Awards Luncheon! NPD 2020 will be held on Thursday, November 12, 2020 at the Sheraton Waikiki Hotel. More details to come!



## Laura Jane Musser Fund

Through the [Rural Arts Initiative](#), the Laura Jane Musser Fund hopes to assist nonprofit arts organizations to develop, implement or sustain exceptional artistic opportunities for adults and children in the areas of literary, visual, music and performing arts. In recognition of Laura Jane Musser's life-long commitment to excellence in the arts, and with awareness that pivotal and life-changing experience can occur for individuals through introduction to and participation in the arts, the Fund hopes to encourage and excite a wider population to appreciate, learn, and participate in the arts. General operating grants of up to \$10,000 will be considered for this initiative. Applications will be accepted online through the Fund's website from February 11 - March 11, 2020.

[More details...](#)

Through the [Environmental Initiative](#), the Laura Jane Musser Fund assists public or not-for-profit entities to initiate or implement projects that enhance the ecological integrity of

ee-oh-u" or the like).

## Partnership News



**Hawaii Gift Planning Council  
2020 Annual Conference**  
Thursday, March 12, 2020  
Waialae Country Club  
9:00 a.m.-5:00 p.m.

### Featured Presenters:

**Russell James, J.D., Ph.D., CFP**  
Professor, Department of Personal  
Financial Planning, Texas Tech  
University

**Lani Starkey, J.D., LL.M.**, Founder,  
Fifty Rock Consulting

### Who Should Attend:

Gift Officers, Advancement  
Professionals and Staff, Executive  
Directors, Board Members, Trustees,  
Volunteers

### Register online:

[hawaiigiftplanning.org](http://hawaiigiftplanning.org)

**Early Bird Special! (Register by  
February 21, 2020)**

Member: \$125/person / Non-member:  
\$175/person

Non-Member Group rate: (3 or more)  
\$140/person

**After February 21, 2020**

Member: \$150/person / Non-Member:  
\$200/person

### Co-hosted by:

Hawai'i Community Foundation  
University of Hawai'i Foundation

[More info...](#)

publically owned open spaces, while encouraging compatible human activities. The Fund's goal is to promote public use of open space that improves a community's quality of life and public health, while also ensuring the protection of healthy, viable and sustainable ecosystems by protecting or restoring habitat for a diversity of plant and animal species. Planning grants up to \$8,000 and implementation grants up to \$35,000 will be considered for this initiative. Applications will be accepted online through the Fund's website from February 18 - March 18, 2020. [More details...](#)

The complete guidelines for all of the initiatives are available at <http://www.musserfund.org>.

## 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...](#)

### On the job hunt?

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

#### \*FEATURED JOB\*

[Capital Campaign Director](#)  
Assets School

[Database Coordinator](#)  
Maui Humane Society

[Donor Relations Officer](#)  
Hawaii Baptist Academy

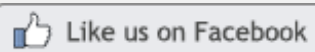
[Administrative Assistant to the Director of Development](#)  
Sacred Hearts Academy

[Annual Giving Officer](#)  
Punahou School

[View more jobs...](#)

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