

March 2018



"Do your little bit of good where you are; it's those little bits of good put together that overwhelm the world."
-Desmond Tutu



Dear Colleagues,

The AFP Foundation is pleased to launch its 2018 BE the CAUSE Campaign!

Each and every day, the important work you do makes an impact on philanthropy in Hawaii and around the world. Together, we can **empower** fundraisers, **strengthen** communities, and **transform** the way donors give.

Please join me today and make your gift to the 2018 BE the CAUSE Campaign. Our chapter has the opportunity to receive a grant back between 25 to 35 percent. So the more you give, the more our chapter gets back to support our local education programs, including mentoring and scholarships. Download the pledge form or make your gift online today.

Please feel free to visit

2018 AFP Opportunities to Become Better Fundraisers



The AFP Aloha Chapter Professional Advancement Committee has provided a free Oahu session on "Communicating your Impact" with Tom Kelly of Hawai'i Community Foundation in February and 3 sessions with Kim Klein about "How to Get Money in the Door" on Maui and Hawai'i Island in early March. More than 130 people attended these four sessions. If you were unable to attend, the materials distributed at these education sessions can be found on the [AFP Aloha Chapter website](#).

Looking ahead we have four exciting opportunities to help members hone their skills before the annual National Philanthropy Day conference in November:

Create Your Fund Development Plan, a day-long workshop on April 4, 2018

Come prepared to learn from Certified Fundraising Executives in the morning and then apply what you've learned as you work on your fund development plan in the afternoon. Experienced fundraising professionals will be there to guide you and answer your questions. Each participant will have drafted their fund development plan by the end of the day. This is a pre-conference Workshop for the Hawai'i Association of Independent Schools. It will be held at the Ala Moana Hotel and is open to AFP members as well as HAIS Conference Attendees. Fees are \$350 for HAIS attendees; \$400 for AFP members not attending the conference. Register at: http://www.hais.us/p/42432_Leading_Schools_of_the_Future_Conference.asp

June Breakfast with Donors. This breakfast education event will feature a panel of local philanthropists who share why they have made major gifts and why they keep giving. What do they look for in the organizations they support? More details to follow.

Driving Participation and Transforming Donor Relationships on September 11th, 9:00- 11:00 a.m. Get ready to be inspired to devise new and better ways to increase donor participation and engagement with your organization. **Learn from Lynne Wester** of www.DonorRelationsGuru.com, considered the Olivia Pope of donor relations. Stay tuned for more details.

www.afpfoundation.org/bethecause

to make your gift or to learn more about this important fundraising initiative.

Mahalo in advance for your support. And, thank you even more for the countless ways in which you are making a positive difference every day! We are blessed to count you among our membership and profession.

With gratitude and aloha,
Janice N. Knapp, CFRE
Chair, 2018 AFP Annual Campaign



Clara Barnes
Assistant Vice President
CCS

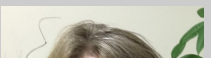
Billie KT Lueder
Director of Institutional Advancement
Hawaii Baptist Academy

Karwin Sui
National Kidney Foundation of Hawaii

Now, more than ever, you must invest in yourself! And it's your professional community and the Association of Fundraising Professionals can offer you the best resources-at the best value for your membership dollar-to help you and your organization succeed.

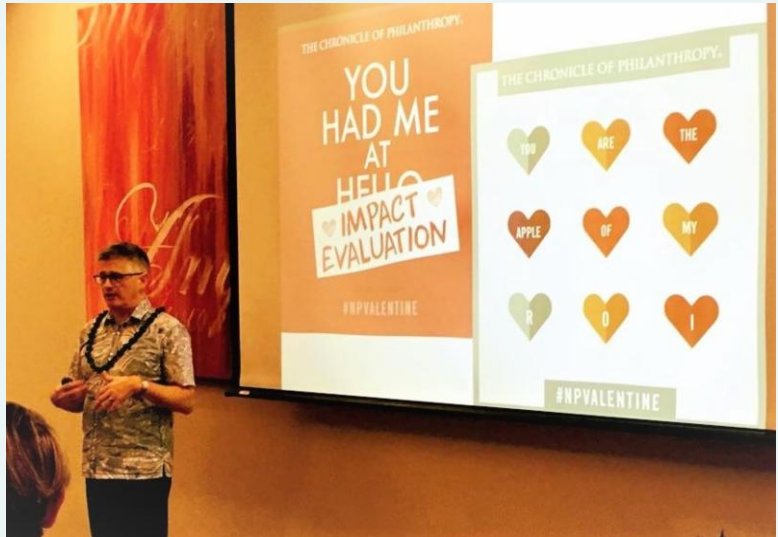
If you are interested in AFP membership, please go to [Join AFP](#), or contact our Membership Chair, KC Collins, CFRE at KC.Collins@uhfoundation.org for more information.

Finding Purpose at Waikiki Health



AFP Fundamentals of Fundraising Course will be offered in September for those who wish to build their fundraising knowledge and skills. More details to follow.

We encourage you to take full advantage of these opportunities that are benefits of your AFP membership.



Tom Kelly, Hawai'i Community Foundation's Vice President of Knowledge, Evaluation and Learning presented "IMPACT: Demonstrating Your Organization's Value to Donors and Prospects".



Kim Klein shares her workshop, "How to Get Money in the Door" with attendees in Hilo on March 2nd.





When you've been working in news for more than 25 years that spanned two states and included a high-profile publishing gig for the State's only business newspaper, charting a new course wasn't easy. Yet for **Mary Beth Lohman**, re-inventing herself 4-years ago as Waikiki Health's Chief Marketing & Development Officer was a sensible leap of faith.

"I felt called to a mission rather than a profit margin," she says. "While I realized that news organizations do provide a public service, I wanted to do something that was more hands-on, moving a mission forward to advance a cause." Waikiki Health is a community health center that provides quality medical and social services that are accessible and affordable for everyone, regardless of ability to pay.

"She's a new member of AFP-Hawaii... (and) now on the Membership Committee and the Public Relations/Marketing Committee."

The simplicity of her statement reminds us as to why so many AFP-Hawaii members set out on the journey to be change makers for nonprofits. It's a journey she continues to travel without any regret and with great joy.

"I tell my 18-year old son to find his passion and the rest will come easy," she says. Sage wisdom and brave advice that has come with the gift of hard-earned experience.

Lohman also served as a board member for St John's Montessori Pre-School, Assistant League of Hawaii, Hawaii Catholic Charities and Sand Island BMX. She's a new member of AFP-Hawaii, deciding after 4 years of attending the National Philanthropy Day conferences as a nonmember to finally commit to membership in December of 2017. She's now on the Membership Committee and the Public Relations/Marketing Committee.



After the morning session in Hilo, Kim Klein and Aloha Chapter Professional Advancement Chair Martha Hanson were off to Kona for their afternoon session there.



On Maui 3rd, Kim Klein flew to Maui to hold the last session in her neighbor island tour at the Historic Lao Theatre.

AFP Networking Results in Beautiful Partnership

By: Rüdiger Rückmann, Aloha Chapter member

A reunion of friends at the Association of Fundraising Professionals (AFP) Aloha Chapter Annual Meeting last December at The Willows Restaurant led to an opportunity that changed young people's lives.

Pacific Buddhist Academy Director of Advancement Rüdiger Rückmann asked his tablemates, Historic Hawai'i Foundation's Education Program Manager Andrea Nandoskar and Director of Operations Beth Iwata for a ride back to his office. In true holiday spirit, they agreed to take Rudy, a Plain Quaker who gave up his driver's license years ago and who often walks to meetings, the four miles from the restaurant to PBA, a small, inclusive college preparatory private high school that welcomes students and staff of all faith traditions.

A lot of ground was covered during those four miles!

Andrea and Beth asked about the possibility of student participation in an upcoming event they were co-hosting: the Hawai'i Forum 2018 at the at the University of Hawai'i-Mānoa's East-West Center. This forum on "Asian American,

Native Hawaiian and Pacific Islander Heritage in the Hawaiian Islands (AANHPI)" was organized by the Historic Hawai'i Foundation in partnership with the Japanese Cultural Center of Hawai'i, the Bishop Museum, and other organizations committed





Save the Date!

Save The Date
2018 National Philanthropy
Day (NPD) Annual
Conference & Awards
Luncheon
Thursday, November 15, 2018
Alohilani Resort Waikiki
Beach (formerly the Pacific
Beach Hotel)

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:

[Grants and Development Manager](#)
Life Foundation/CHOW Project

[Development Coordinator](#)
East-West Center

[Grants Development Specialist](#)
East-West Center

[Apply for a job...](#)

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to preserving narratives and historic sites connected with these communities.

As they entered the driveway of PBA behind the Honpa Hongwanji Hawaii Betsuin temple on Pali Highway, Rudy mentioned the person with whom Andrea and Beth would most likely want to make contact, Dr. Benjamin Bruch, a Humanities teacher at PBA (and Rudy's husband). At that very moment, "Dr. Ben," as he is known to the PBA community, was walking to his car in the driveway. The rest, as they say, is history.

On January 27, three PBA students presented their final projects from Dr. Ben's Grade 12 course "Made in America/Made in Hawai'i" at the conference at the East-West Center. Dr. Ben's Hawaiian studies course provides students with an opportunity to reflect on their experiences living in Hawai'i and their own cultural identities before many of them leave to attend college on the mainland.

"We received tremendous positive feedback about all three of PBA's projects. We were delighted how this all came about," said Andrea. Sometimes, just asking for a ride at AFP events can lead to a journey of great teamwork between AFP members and the organizations they represent! **[Read more and view student projects along with a link to the AANHPI Forum website here...](#)**



Rüdiger (Rudy) Rückmann has led Pacific Buddhist Academy's Advancement Office since he moved to Hawaii with his family in 2014. A former speechwriter for a Japanese Embassy, Rudy has worked as a Director of Development or Advancement in small, independent schools for nearly 20 years. Of interest: Rudy has finished 21 marathons with a personal best of 3:40.

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Historic Hawai'i Foundation Education Program Manager Andrea Nandoskar joined PBA seniors Shala McKee, Lisa Foo, Andrew Mori and their teacher Dr. Benjamin Bruch to open the Hawai'i Forum 2018 at the East-West Center.





Membership Committee: A recent fun meeting at the Pacific Club with committee members Jacque Vaughn with (Transcendence Pacific), Andrea Nandoskar (Historic Hawaii), KC Collins UH Foundation and 2018 Committee Chair), Susan Oshiro (AFP Administrator) and Mary Beth Lohman (Waikiki Health). The committee is planning a fun/educational pau hana in July or August, and the stellar Annual Luncheon in early December.

Get involved--Join an Aloha Chapter Committee!

View the list of [2018 Aloha Chapter Committees](#). You may contact the chair directly or if you have any questions, please contact Chapter Administrator Susan Oshiro at admin@afphawaii.org for assistance.

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