

June 2018



"We are responsible for the world in which we find ourselves, if only because we are the only sentient force which can change it."
~ James Baldwin

Aloha Chapter Events Calendar

June:

CFRE Study Group Meeting #1
June 7, 5:00pm
Pacific Buddhist Academy

July:

Aloha Chapter's Members Only Pau Hana Reception
July 12, 5:30-7:30pm
Honolulu Museum of Art

August:

Major Gifts Donor Panel-Talking About Their Philanthropy
August 3, 7:30-9:30am
The Pacific Club

AFP Fundamentals of Fundraising Course

August 23 & 24, 8:00am-5:30pm
The Salvation Army-Manoa

September:

Donor Relations Workshop
September 11, 9:00-11:00am
Presenter: Lynne Wester, Partner, Donor Relations Guru Group
Ala Moana Hotel, Garden Lāna'i

November:

Annual National Philanthropy Day (NPD) Conference & Awards

Nominate an Outstanding Community Member!



Our 2017 Outstanding Philanthropist, Ms. Ginny Tiu (red dress), nominated by the Hawaiian Humane Society along with Angie Britten (2017 NPD Co-Chair), Sanae Tokumura (2017 Chapter President), and Michelle Morihara (2017 NPD Co-Chair)

Have you submitted your NPD nomination yet?

Nominations for the Aloha Chapter's 2018 National Philanthropy Day (NPD) Awards are due by Friday, June 15th! The annual NPD Awards Luncheon on Thursday, November 15, 2018, celebrates the spirit of philanthropy in our local community, brings forward great stories of generosity and selflessness, and recognizes unsung heroes helping to make Hawaii thrive.

We welcome you to nominate local visionaries, an individual or an organization, for one of the 9 categories for consideration. The awardees will be recognized on November 15, 2018 at the Aloha Chapter's NPD Awards Luncheon at the Alohilani Resort. Please click [here](#) to view categories and online nomination forms.

Nominations will be accepted from now until **Friday, June 15, 2018, 5pm (HST)**.

Are you an enthusiastic, organized and

Luncheon
Thursday, November 15
Alohilani Resort Waikiki Beach
(formerly the Pacific Beach Hotel)

December:

AFP Annual Meeting & Luncheon
December 4, 11:30am-1:00pm
Guest Speaker: Dr. Maya Soetoro-
Ng, Co-Founder, Ceeds of Peace
The Pacific Club

[View website calendar...](#)

AFP WEBINARS feature fundraising's top thought leaders discussing topics that range from fresh takes on the tried and true to what's new and trending in the world of philanthropy! Live webinars are held from 1:00-2:00pm (Eastern Time) and also available within two business days in the on-demand archive. Each webinar is worth 1.0 CFRE education points. Webinars are \$79 for AFP members and \$99 for non-members.

[View the list of 2018 scheduled webinars...](#)

[More info about AFP webinars...](#)



New Member Discount Offer Ends on June 30th!

Do you know a colleague, co-worker, or friend who would like to join AFP? AFP is offering a \$50 off Anniversary coupon special for new members only in our professional and associate categories! Don't delay, the promotion runs through **June 30, 2018** only. Applications can be completed [online](#) with the promo code **AFP2018** to receive \$50 off the membership fee.

Or if you would prefer a membership packet and \$50 off coupon via mail, please email our Chapter Administrator, Susan Oshiro at admin@afphawaii.org and provide your contact info.

passionate fundraiser? Of course, you are! The National Philanthropy Day Co-Chairs, Maile Kawamura and Chelsie Castillo are looking for a few great AFP members (and non-members!) to join their committee to help assist with planning the Aloha Chapter's annual conference. Committee Members have the opportunity to attend monthly meetings, join a NPD sub-committee, and network with fellow members to plan an unforgettable and inspiring conference. If you are interested in joining the NPD committee, please email Susan Oshiro at admin@afphawaii.org.

Member Spotlight:
Kristi Bates, CFRE
Director of Individual Giving,
'Iolani School



Kristi Bates, CFRE, has been an active member in the Aloha Chapter for many years. Kristi has assisted with the National Philanthropy Day (NPD) Conference and also served as past NPD Education Committee Member. Since receiving her CFRE designation in 2015, Kristi has been part of the Fundamentals in Fundraising faculty (also serving again this year!) and participated in last year's CFRE panel presentation.

We are appreciative of Kristi's continuing support of the Aloha Chapter's activities and thought we would spend time getting to know her a little more:

How long have you been at your current organization?

I've been at 'Iolani School for five years.

Is there anything you'd like to share about what's going on at 'Iolani School?

This fall, 'Iolani School will be welcoming boarding students in a new residential building on campus, providing an opportunity for 112 local, international and mainland students to attend a top college preparatory school. We look forward to the diversity and backgrounds they bring that will enrich the learning experience of all 'Iolani students. Most people also don't realize that 'Iolani School was a boarding school longer than it wasn't, housing students from around the world from 1862-1959. Its most famous boarding student was Dr. Sun Yat-sen.

The school is also building a new Kindergarten and First Grade Community, Lower School Labs and Studios, Lower

The Aloha Chapter welcomes all who would benefit from membership in the largest professional fundraising association in the world. If you have any questions about AFP membership, feel free to contact our Membership Chair, KC Collins, CFRE at KC.Collins@uhfoundation.org for more information.

Member Moment

Did you know that AFP members receive [free downloads](#) of the [AFP Ready Reference Series](#)? The nine part series includes many how-to tips, step by step instructions and insights into specific aspects of the fundraising and philanthropy. Login to your account at afpnet.org to download your free copy of the [AFP Ready Reference Series](#).

Exclusive Pau Hana for AFP Members on July 12th



Have you been thinking you need to get to know more of your peers in the wild, wonderful world of philanthropy? Maybe pick up a contact or two, or career tips? Have we got the event for you! How does wine, pupu, meeting your philanthropy peers and checking out Honolulu Museum of Art sound to you? Oh, did we mention it's free? Join us:

Thursday, July 12, 5:30-7:30pm
Honolulu Museum of Art
900 S. Beretania Street, Honolulu

Your evening will include:

- Speed "Meet & Greet" with AFP board members
- Meet Dr. Sean O'Harrow, PhD, and hear why he feels HMA is the best museum west of the Mississippi (we don't know if he really feels that way, but we will find out!)

School Performing Arts Studios and a Performance Courtyard as part of its Campus Expansion. These are exciting times for the school and these projects will keep me busy for a while!

How long have you been an AFP member?

I have been a member for 11 years, since June 2007.

Are you involved or a member of other organizations?

I'm currently on the boards of the Hawaii Gift Planning Council and the Organization of Women Leaders serving as Education Chair and Co-Chair in both organizations.

Can you share a little about your family?

My daughter graduates from 'Iolani School this year and will be attending Cal Poly San Luis Obispo in the fall. My son will be in the tenth grade at 'Iolani School. I have the best of both worlds getting to do the work I do for their school and sharing their school experience. They've gotten used to having me around, which is convenient, especially when they want money. At other times, I'm sure they probably hide behind their friends when they see me around campus!

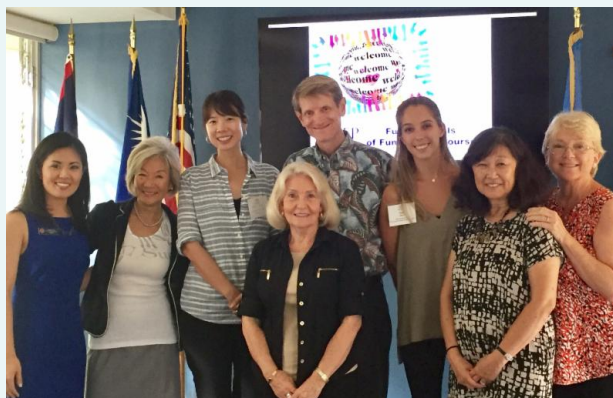
What do you like to do during your free time?

These last few years my free time has been spent at my daughter's beach volleyball events or my son's tennis tournaments. I really don't mind and will miss these times, especially when my daughter leaves for college.

Do you have a recommendation for a great summer vacation destination?

Hmm...in light of all that is happening in our islands with the flooding in Kauai and the volcano erupting on the Big Island, maybe we should think about staying close to home and supporting our neighbor island economies in their time of need. Does that sound too much like what a fundraising professional would say?!

Register For August 23-24 Fundamentals in Fundraising Course



2017 Fundamentals Participants and Faculty

If you want to improve your commitment to ethical fundraising, strengthen your marketing strategy or learn how to work with volunteers as partners in fundraising, taking the **Fundamentals of Fundraising** course will help you accomplish this and more. This fundraising certification curriculum course, developed and presented by the Association of Fundraising Professionals, is taught by Aloha Chapter members who have achieved their ACFRE/CFRE certification. If you are new to the



Dr. Sean O'Harrow, PhD,
Director,
Honolulu
Museum of Art

- Wine, light pupu and time to browse the museum
- Prize giveaways

Look for your email invitation to sign up for this FREE event coming soon.

Brought to you by the always-looking-for-fun-ways-for-members-to-meet AFP Membership Committee: KC Collins, Mary Beth Lohman, Andrea Nandoskar, and Jacque Vaughn.



Donor Relations Guru Lynne Wester Coming to O'ahu September 11th

Lynne Wester strongly believes that donor relations is the key to unlocking fundraising success and that organizations must be as dedicated to the donor experience, or DX, as they are to the ask itself. Sometimes referred to as the Olivia Pope of fundraising, Lynne helps organizations when they need it the most - when crisis or opportunity arrive.

Lynne and her teammates at the Donor Relations Guru Group (www.donorrelationsguru.com) partner with nonprofits large and small on a variety of initiatives from developing sound strategy and vision to utilizing technology and creating meaningful donor engagement - all designed to positively affect the

fundraising field or know of co-workers or colleagues who would benefit from this course, please pass along the info:

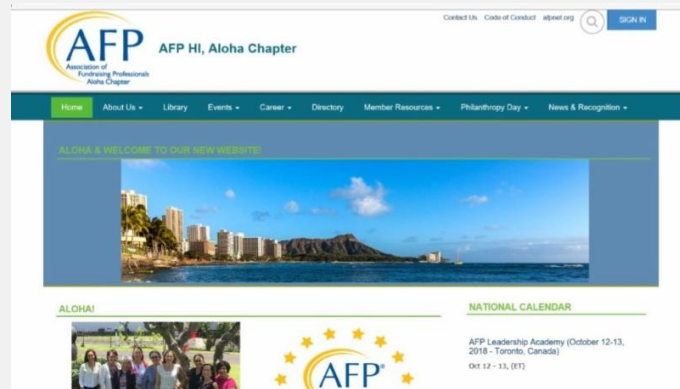
Fundamentals of Fundraising Thursday, August 23 & Friday, August 24 8:00 a.m. to 5:30 p.m. The Salvation Army - Manoa 2950 Manoa Road, Honolulu

Fees are \$390 for AFP Members and \$490 for Non-members and also includes course manual and continental breakfast & lunch for both days.

We only hold this class once annually, so don't miss this opportunity! **Registration closes on Thursday, August 16, 2018, 5pm (HST).**

LEARN MORE & REGISTER NOW

Our New Website Is Here!



Our new, updated Aloha Chapter website is now live, and we couldn't be more excited to share the news with you! Be sure to bookmark the new site address: www.afphawaii.org

What does this new website offer? Plenty! Over the years, we have heard your call for a more interactive site where you can network and work communally to build your knowledge base and share experiences. And the new website aims to do just that!

Here are some of the features you can enjoy on the new site:

- A secure private online community platform - integrated with your existing AFP member login and optimized across all devices (desktop, laptop, tablets and phone) - allowing you to engage in our chapter discussions forum on any topic you choose.
- A resource library allowing us to build (and you to contribute to) a private knowledge base of best practices, with sample documents, spreadsheets, meeting minutes, pictures, videos, podcasts and more.
- A chapter member directory where you can manage your community profile and connect with friends, colleagues and mentors through private messaging.
- New event calendars where you can register for

fundraising bottom line. Her guidance has led her clients to be recognized on the national stage for fundraising innovation, creative communication, and groundbreaking donor relations work.

Returning from a New Zealand conference, Lynne Wester has agreed to stop in Hawai'i to give a presentation entitled "Donor Experience, DX unlocks the future of your fundraising relationships." In her presentation she'll ask us to put ourselves in our donors' shoes. They don't want another lapel pin or bumper sticker. They want to know they make a difference to our institutions and they are valued. Donor appreciation is not expensive, but neglecting it can be. Research shows that it is seven times more expensive to acquire a new donor than to keep the one you have. The solution is simple: put the donor first, consume ourselves with the DX, their experience, not ours.

Don't miss this creative, dynamic speaker who knows from experience what works and what doesn't. She'll be presenting at the Ala Moana Hotel Garden Lāna'i from 9:00 to 11:00 a.m. on Tuesday, September 11th. Fees for members will be \$50 and for non-members \$60. Registration to open soon.

Step up and become a Certified Fund Raising Executive: Apply before July 15th



If you've been considering submitting a Certified Fund Raising Executive (CFRE) application, now is the time to put yours together! Submit your application by the July 15 deadline for the July 15 to September 15, 2018 testing window. The fall deadline is October 1st for the October 1 to November 30, 2018 testing window. Once your application is approved, you'll be

upcoming events.

- Advanced Search capability across the site and online community.

And more! Be sure to visit, log in with your existing AFP username and password, and take a look around! Please feel free to contact admin@afphawaii.org if you have any questions or suggestions on how we can continue to improve and enhance your online experience!

Aloha Chapter Board Members Lead by Giving



Our chapter can take pride in the fact that each board member has made a personal contribution to the 2018 BE the CAUSE Campaign. The 15-member board is comprised of a team of dedicated local professionals involved in development, non-profit-management and fundraising consulting throughout the state. "Their financial commitment and investment in AFP and this annual fund campaign are vital to the success of our Chapter," said Cathy Alsup, CFRE, president of the AFP Aloha Chapter.

A portion of every donation made to BE the CAUSE comes back to our chapter to support important local education programs, including scholarships to attend the National Philanthropy Day Conference & Awards Luncheon. "We are extremely grateful to have the full support of our chapter board and especially want to thank past president, Sanae Tokumura, ACFRE, APR for her lead gift to kick off the campaign," added Janice Knapp, CFRE, campaign chair.

Please join your fellow board along with other chapter members and make a gift today. You can go online to afpfoundation.org/bethecause and click the DONATE NOW button on the top - It's that easy!! The AFP Foundation for Philanthropy has a unique role in educating us, investing in developing a greater understanding of our sector and creating a more inclusive future for our profession.

Mahalo for your support. Together, we can make a difference!

AFP Foundation for Philanthropy

BE the CAUSE
Empower. Strengthen. Transform.

Mahalo to all AFP Aloha Chapter donors for their

eligible to sit for the CFRE exam (you have one year from the date application is approved to sit for the exam). Learn more at www.cfre.org/apply.

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:

[Director of Advancement](#)

Island Pacific Academy

[Director of Philanthropy](#)

National Tropical Botanical Garden

[Director of Development](#)

Manoa Valley Theatre

[Search more jobs...](#)

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.

 [Join Our Mailing List](#)

 [Send to a Colleague](#)

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contributions and to our board for attaining 100% participation in the 2018 BE the CAUSE Campaign

(gifts as of 5/29/2018)

President's Club: \$1,000-\$2,499

Sanae Tokumura, ACFRE, APR

Ambassador's Club - Ruby Level: \$250-\$499

Cathy Alsup, CFRE

Janice N. Knapp, CFRE

Patti M. Look

Myles Shibata

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

Angela Britten

Chelsie Castillo

KC Collins, CFRE

Angie Golis-Yamamoto*

Martha Hanson

Eric La'a

Cynthia Lallo, CFRE

Maile Kawamura

Laura Kay Rand*

Michael Robinson

Mariette Lissa Schiff*

Rozetta Williams, MA

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

Kristi L. Bates, CFRE

Jennifer Dotson

Susan Oshiro

Suzanne M. Sato

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

Don't Miss the Major Donor Panel Discussion at the Pacific Club August 3!

There's no better way to learn about major gift fundraising than to hear from the donors themselves. Former Hawai'i Community Foundation CEO Kelvin Taketa, who is an exceptional major gifts fundraiser, has agreed to moderate a panel of major donors discussing why they give. A complete list of panelists will be in the July newsletter. This event will be at the Pacific Club on Friday, August 3, from 7:30 to 9:30 a.m. and will include breakfast. Fees are \$30 for members and \$35 for non-members. Registration to open soon.

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