



AUGUST Newsletter

Connect, Educate, and Inspire



October 22 - Day One Highlights:

Kick off the AFP Montana Annual Education Summit with a day of practical learning designed to help fundraising professionals strengthen donor relationships and build pathways to major and planned gifts. Day One also features special educational sessions led by AFP Global experts, including a presentation on donor-advised funds made possible through the AFP Foundation for Philanthropy.

Featured Day 1 Sessions

Donor Advised Fund Essentials: Maximizing the Power of DAFs

- A featured session presented by two AFP Global experts.
- Gain insights from national leaders on one of philanthropy's fastest-growing charitable giving vehicles.
- Understand how donor-advised funds work and why they matter to today's fundraising professionals.
- Learn how to identify DAF opportunities within your donor base and engage DAF donors more effectively.
- Explore current trends shaping DAF philanthropy and their impact on nonprofit fundraising strategies.
- Discover practical approaches for building stronger relationships with DAF donors and advisors.
- Learn how to position your organization to successfully receive, steward, and grow DAF giving.
- Review common misconceptions about donor-advised funds and how to address them confidently.
- Leave with actionable strategies you can immediately apply to strengthen your fundraising program.

Simple Conversations, Significant Gifts: Wills Beneficiary Designations & QCD's

- Explore how meaningful donor conversations lead to transformational gifts.
- Gain practical tools for building trust and understanding donor motivations.
- Learn how to discuss common planned giving options with confidence.
- Help donors align their charitable goals with financial and estate planning strategies.

Mining Your Database: Prospect Research

- Discover untapped opportunities within your donor base.

- Learn strategies for identifying major and planned gift prospects.
- Use data to guide fundraising efforts and strengthen donor engagement.

What You'll Gain

- Actionable fundraising strategies
- Practical planned giving knowledge
- Enhanced donor engagement techniques
- Insights from AFP Global thought leaders
- Tools to strengthen your organization's fundraising program

Join fundraising professionals from across Montana for a day of learning, connection, and inspiration as we explore new pathways to philanthropic impact.

Be sure to check out Day Two highlights in next month's newsletter.

Reserve Your Room Today!



Attendees can take advantage of our room block at the Best Western Clocktower Inn for \$129 per night. The hotel is conveniently located at 2511 First Ave. N., Billings, MT 59101. Book [online](#) or call (406) 259-5511 to make your reservation.

**AFP Montana Education Summit
October 22–23, 2026
First Interstate Bank Operations Center
Billings, Montana**

Register today!

Engagement Survey Winner!

Congratulations to Our 2026 Summit Registration Winner!

Thank you to everyone who took the time to complete the recent AFP-Montana Chapter Engagement Survey. Your feedback is incredibly valuable and helps guide chapter planning, programming, and member engagement efforts.

We're pleased to announce that **Nick Schmidt**, Director of Annual Giving & Athletic Advancement at Montana State University Billings Foundation and Alumni has been randomly selected to receive a complimentary registration to the 2026 Summit, a savings of \$200.

Congratulations, Nick, and thank you for contributing your feedback and ideas.

We also extend our sincere appreciation to all survey participants. Whether you're a member or a nonmember, your input helps us better understand the needs of Montana's fundraising community and shape the future of our chapter.

Thank you again for your participation, and we look forward to connecting with many of you at the 2026 AFP Montana Summit!

Faces of AFP Montana

Getting to know the people strengthening philanthropy across Montana

Member Spotlight is a monthly feature highlighting a member of the AFP Montana community. Each month, we'll introduce a member so readers can learn more about the people behind the important work happening in nonprofits across Big Sky Country.

These conversations celebrate the diverse experiences of our members while showcasing how connection, learning, and collaboration through AFP support their work in strengthening philanthropy across Montana.



Name:	Kira Huck
Organization:	Community Health Alliance
Title/Role:	Executive Director
Years in the Profession:	16 in nonprofits, including 13 years in fundraising
AFP Member Since:	2024

Tell us about the organization you represent. What mission drives your work?

Community Health Alliance is focused on promoting the health, education, and safety of Western Montanans by connecting them to resources when and where they need them most. Whether it's equipping families with car seats as lead agency of Safe Kids Missoula, or offering financial assistance to patients facing medical bills, or providing scholarships to aspiring health professionals, our goal is to ensure people have the knowledge, tools, and resources that empower them to live healthier, safer lives.

How did you first find your way into the nonprofit or fundraising profession?

I found my way into the nonprofit sector slightly on purpose and also slightly on accident. I knew I wanted to help people and originally planned to go into child and family therapy. I did an internship at a local family-focused nonprofit during college and then found a job/internship at another that allowed me to explore grant writing and some event work. I was offered a job at that second nonprofit post-college and then shortly after, applied for their Development Manager position.

What keeps you passionate about this work after all these years?

The role nonprofits play in society and the various missions we are all working towards keep me passionate about this work. Nonprofits do the work that other sectors can't or won't, but it is often the most important kinds of work -- work that helps people, our communities, the environments, and our animal friends. That can make it heavy at times, but what a privilege it is to help make our world a little better!

What inspired you to join AFP, and what do you value most about being part of the chapter?

When I joined, I had been experiencing challenges and had allowed some outside voices to make me believe I wasn't a good fundraiser. I was looking for connection and inspiration — and learning opportunities, of course! Being part of the fundraising community and connecting with other fundraisers through this chapter reminded me that we all face the types of challenges I was facing, and I appreciate knowing more people I can connect with when those challenges arise.

Is there a fundraising success or meaningful moment in your career that stands out?

After working with a fundraising coach to develop a major gifts program last year, we exceeded our budgeted revenue by nearly 30% and our year-over-year fundraising by nearly 40%, including a major planned gift and a multi-year grant. This was meaningful because it was

following that challenging point in my career (see above answer!). It reminded me that I can do this work and I'm at least a little bit okay at it!

What advice would you offer someone just beginning a career in fundraising?

I think the most helpful thing I have had in my career are people -- mentors, friends, supporters. Find your people and if you can, find a mentor you can learn from and go to when encountering something new or experiencing challenges. And always keep learning!

What you're not working, what do you enjoy doing, or what's something people might be surprised to learn about you?

Outside of work, I'm mostly chasing around my adorable (no bias there!) and energetic 2-year-old! I also enjoy crochet, reading, and running.



Chamberlain Scholarship Applications Now Open!

Applications for the **2027 Chamberlain Scholarship** are now being accepted!

Offered in partnership with AFP Global, this scholarship helps an emerging fundraising professional attend the **AFP International Conference on Fundraising - ICON** (April 11–13, 2027, in Baltimore, Maryland). The recipient will receive complimentary conference registration from AFP Global (a value of over \$1,200), plus \$500 from AFP Montana to help cover travel expenses.

The scholarship recognizes individuals who have demonstrated service to AFP Montana and the philanthropic sector while showing strong leadership potential. Applicants must not have previously attended the AFP International Conference on Fundraising.

To apply, submit a completed online application. The winning recipient will be announced at the AFP Montana Annual Meeting & Educational Summit in Billings, October 22–23.

Invest in your future and take your fundraising career to the next level.
Apply today!

Learn More & Apply

AFP Foundation Releases 2026 Compensation and Benefits Report

The AFP Foundation for Philanthropy, with support from DRiWaterstone Human Capital, has released its 2026 Compensation and Benefits Study, offering valuable insights into compensation, benefits, and workforce trends among fundraising professionals in the United States and Canada. Based on responses from nearly 2,700 AFP members, the

report highlights modest salary growth in the U.S., stronger compensation gains in Canada, ongoing attention to pay equity, and the increasing financial impact of employee benefits on nonprofit organizations.

Key findings show average fundraising salaries in the United States increased slightly to \$97,280, while Canadian salaries rose more significantly to \$104,442. The study also underscores a growing challenge for nonprofit employers: rising healthcare and employee benefit costs, which continue to place pressure on organizational budgets. At the same time, the report reinforces the importance of a comprehensive approach to compensation that includes benefits, workplace flexibility, professional development, and long-term sustainability to attract and retain top fundraising talent.

AFP members can access the report through the Association of Fundraising Professionals website to explore detailed benchmarking data and trends shaping the fundraising profession. The report can be purchased by nonmembers for \$399

[Learn More](#)

AFP Global Approves Membership Dues Changes for Select Categories

At its July meeting, the AFP Global Board of Directors approved membership dues increases for Young Professional, Small Nonprofit, Large Nonprofit, and E-Global membership categories. Professional and Associate membership dues will not increase.

The new dues rates will take effect October 1, 2026. Members in the affected categories who join or renew on or after that date will pay the updated rates.

New Membership Rates Effective October 1, 2026

Young Professional (Age 26 & Under)

Current: \$95 (\$65 Global + \$30 Chapter)

New: \$105 (\$70 Global + \$35 Chapter)

Young Professional (Ages 27-30)

Current: \$175 (\$120 Global + \$55 Chapter)

New: \$185 (\$125 Global + \$60 Chapter)

Small Nonprofit Organization (1 member only)

Current: \$185 (\$125 Global + \$60 Chapter)

New: \$215 (\$145 Global + \$70 Chapter)

Large Nonprofit Organization (5-member minimum)

Current: \$285 per member (\$230 Global + \$55 Chapter)

New: \$325 per member (\$260 Global + \$65 Chapter)

E-Global Membership (Members outside the U.S. and Canada)

Current: \$50 (plus chapter dues, if applicable)

New: \$55 (plus chapter dues, if applicable)

Members considering renewal may wish to do so before October 1, 2026, to take advantage of current rates.

The new dues rates will take effect October 1, 2026. Members in the affected categories who join or renew their membership on or after that date will be charged the updated rates.

AFP Global will provide additional details on the new dues structure as the implementation date approaches. Members are encouraged to review their renewal timelines and watch for future communications.

Member Benefit Spotlight

AFP Members Save 20% on CFRE Certification and Recertification

Did you know that AFP members receive a 20% discount on both initial CFRE certification and recertification fees? As a proud CFRE Participating Organization, AFP helps make this globally recognized credential more accessible while also providing educational opportunities that can count toward CFRE continuing education requirements.

The Certified Fund Raising Executive (CFRE) credential is the only accredited, globally recognized certification for fundraising professionals. Earning the CFRE demonstrates mastery of fundraising best practices, a commitment to ethical fundraising, and dedication to ongoing professional development.

[Learn more about this Benefit](#)



COMMITTEE SPOTLIGHT

Professional Development Committee

Behind every engaging AFP Montana Chapter program is the dedicated work of the Professional Development Committee. This committee plays a vital role in advancing the chapter's mission by planning and executing educational programs and special learning sessions throughout the year.

The Professional Development Committee works to identify topics, speakers, and opportunities that help fundraising professionals stay informed, build new skills, and connect with peers. From monthly chapter meetings to specialized workshops and learning events, the committee ensures members have access to high-quality professional development opportunities that support their growth and success. In collaboration with the Communications Committee, the Professional Development Committee also helps promote upcoming programs and gathers feedback from members to evaluate satisfaction and continuously improve future offerings.

Whether you're attending a chapter program, participating in a special session, or earning continuing education credits, chances are the Professional Development Committee played a key role in making it happen. Their efforts help strengthen our fundraising community by fostering lifelong learning and professional excellence across Montana.

The AFP Montana Chapter would like to recognize and thank the current members of the Professional Development Committee for their dedication, leadership, and hard work:

- **Kristi Farver Oaks, CFRE**, Chief Development Officer, Yellowstone Boys & Girls Ranch Foundation
- **Eugene Muhammad**, Director of Development, MSU Alumni Foundation
- **Abigail Uhrich**, Development Director, Yellowstone Boys & Girls Ranch Foundation
- **Sonja Bahr, CFRE**, Director of Development and Communications, Bozeman Library Friends & Foundation

We are grateful for the time, expertise, and energy these volunteers contribute to creating meaningful educational experiences for fundraising professionals across

Interested in getting involved or learning more about the Professional Development Committee? Connect with AFP Montana through the chapter website at <https://community.afpglobal.org/afpmtmontanachapter>.

Members are always welcome to participate, share ideas, and help shape future professional development opportunities for our fundraising community.



Serving with AFP Montana is an opportunity to lead, inspire, and help shape the future of our fundraising community. As a volunteer-driven organization, AFP Montana depends on the vision, expertise, and commitment of its members to strengthen the profession and advance philanthropy across the state.

Whether you're interested in serving on the Board of Directors or joining a committee, there are many ways to make a meaningful impact. Volunteers help guide chapter initiatives, support professional development opportunities, strengthen member engagement, and advance the mission of AFP Montana—all while building valuable relationships and developing leadership skills alongside fellow fundraising professionals.

In true Montana fashion, we believe leadership and participation should be accessible and inclusive. Membership scholarships may be available for those who are eager to get involved, expand their network, and contribute to the success of our chapter.

If you're ready to get involved and help shape AFP Montana's future, we'd love to connect. Email us at afpmontana@gmail.com to learn more, or submit your application today.

AFP Montana Leadership Opportunities



Some of the links below may require active AFP membership and login to AFP Global.

- 8/5/26 [Working Parents & Caregivers Affinity Group Meeting](#)
- 8/5/26 [AFP Webinar - Getting Back to Basics: How Small Shops Can Thrive During Challenging Times](#)
- 8/10/26 [AFP Deep Dive - CFRE Exam Compass Review Course \(4-day series\)](#)
- 8/12/26 [Sponsored Webinar: Beyond Impact Reports: The Operational Truth Behind Donor Trust Fundraising Virtual Course \(4-day series\)](#)
- 8/12/26 [Latinx Affinity Group Meeting](#)
- 8/12/26 [Development Operations Affinity Group Meeting](#)
- 8/13/26 [Sponsored Webinar - Crafting the Fundraising Email: Narrative Strategies for Inspiring Action](#)
- 8/19/26 [Asian Pacific Islander Affinity Group Meeting](#)
- 8/20/26 [Sponsored Webinar - Mission Retainable: Data-Backed Strategies to Keep Donors Coming Back Year After Year](#)
- 8/20/26 [New Member Orientation](#) *(member login required)*
- 8/24/26 [AFP Deep Dive - Digital, Online, & Social Media for Fundraising Success](#)
- 8/27/26 [LGBTQ+ Affinity Group Meeting](#)
- 8/28/26 [African American/Black Affinity Group Meeting](#)
- 9/14/26 [Montana Nonprofit Association Annual Conference \(Sept. 16-18\)](#)

Thanks to our 2026 Annual Sponsors:



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that your email address is current on your AFP Global account.**



Watch [our website](#) for updates and more upcoming events.



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