

01:27:41 Terrel White: There it is.

01:28:44 Michael Palmer-Association Administrator: We will make it available on the AFP GDC website

01:32:21 Alex Fruin: Would you ever consider segmenting these calls so we can have more opportunities with a smaller amount of people? It may be a great way to engage with more AFP members.

01:32:21 Susan Walters-Klenke: Our dept is being furloughed

01:32:24 Susan Walters-Klenke: for the short term

01:32:34 teahen1: Making decision about golf outing for August...

01:32:59 Holly Windram: I would like to speak, Holly Windram

01:33:45 teahen1: Agree!

01:35:11 Susan Walters-Klenke: Just to be transparent, due to closure many of our staff are being furloughed. Thank you. I will be putting a plan together

01:35:17 tswope:time to be sensitive but not timid...cultivation, cultivation, cultivation...push vision

01:35:23 Susan Walters-Klenke: Thank you

01:35:32 aduncan: Spring/Summer Appeals whether or not to do them.

01:36:24 Holly Windram: I have an item. Holly Windram thank you!

01:36:35 Jennifer Stark: Wondering how everyone is viewing the solicitation calendar for the remainder of the fiscal year? We have a June 30 year end.

01:36:48 Susan Walters-Klenke: We are looking to move our calendar

01:36:55 deborahvigliarolo: Collected donations for an event that may no happen (work with school district) how should I handle my donors?

01:39:05 Heather Elaine Rindels: Starfish Family Services just cancelled their Gala that was set for May 8.

01:39:55 Ashley Calhoun:AmeriCorps: We only have one person working with us, but we made a plan with her to still be able to accomplish some of her tasks, but it is a struggle.

01:40:23 Ida Benson: Covenant House Michigan cancelled our May 14 gala and is moving to a direct response/major gift campaign until June 30

01:41:21 Scott Trudell: Walsh is still planning on holding our Golf Outing in June, but being very cautious and sensitive in approaching the timeline moving forward. ITs Day-to-day.

01:42:29 Janna Snyder: How specifically are you maintaining contact with donors in an appropriate and compassionate way?

01:42:49 Stephanie.Maurice: Trying to figure out the same thing, Janna!

01:42:57 PaulaD: I do.

01:43:06 Jennifer Stark: Hi Melissa!

01:43:15 Trish Dewald: This is a wonderful time for orgs to engage their board and volunteers with thank you calls, personal outreach and, my all-time favorite major donor tactic - to ask for advice.

01:44:03 Tracy Utech: Great response, Trish Dewald.

01:44:11 aduncan: Thank you!

01:45:02 Cassie.Brenske@DetroitRiverFront.org: Agreed with Trish. By end of next week all of your major donors should have received communication from you updating them on your plans and needs for the future. Schedule zoom calls with them too, they're eager for contact right now.

01:45:20 Susan Walters-Klenke: The good news for us is we are working to deal with food insecurity for children right now so we are out in the communities we serve

01:45:29 Scott Trudell: Walsh College will still have our Spring appeals, but we are moving the focus to Student Emergency Needs funds to focus on mission of helping students.

01:45:58 Melissa Aupperle: Donors are waiting to hear from us!

01:46:15 Holly Windram: I did send out an update to our major funders this morning (thanks Steve for your support on that :))

01:46:49 Alison's iPhone: Great time to start trying online engagement (Facebook live, online events, etc)

01:47:07 Holly Windram: We are exploring how to re-purpose our AmeriCorps interventionists to partner with schools on tele service and/or mailing materials home to the students we were serving.

01:47:18 Candy: Oakland Community College - We are continuing to engage, inform and connect with our donors. We normally send out a mailing of our Reports to Investors, but we are going to send them electronically instead. Along with this electronical report we will update them on what is happening at the College and how this will impact their funds.  
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01:47:24 Trish Dewald: Many orgs are ADDING appeals and communication to their calendar right now. Smart, sensitive, timely.

For member based organizations, we are not sending many member acquisition requests right now, but instead reinforcing how we are delivering on our mission (though online learnings). As we are delivering member renewal communication, we are letting members know how important they are and how critical their support is, but also

letting them know that their membership period will be extended to make up for crisis shut downs.

- 01:47:45 Candy: We have cancelled our Scholarship Luncheon, which was difficult, but donors understood and appreciated that we did it.
- 01:48:18 aduncan: At the Michigan Theater we have reached out to all donors/members and are continuing to do it on a regular basis. We are working on an internet program that will keep our donors engaged with the Theater. Amber Duncan
- 01:49:18 Carolyn: Downtown Boxing Gym!
- 01:49:47 Stephanie.Maurice: Grateful to see so many companies & orgs stepping up during this time - it's been inspiring
- 01:50:46 Emily Rathod: See if your mentors can write hand written notes to the students!
- 01:50:52 Susan Walters-Klenke: If you have their phone numbers, how about texts? That's how they communicate
- 01:50:56 Emily Rathod: Pen pal type ideas!
- 01:52:17 Susan Walters-Klenke: Social media might be a good way to connect
- 01:52:27 Emily Rathod: Tik tok videos!
- 01:52:41 Holly Windram: That's right Emily :)
- 01:52:55 Susan Walters-Klenke: Phones are a great tool
- 01:53:23 deborahvigliarolo: Deborah@championsofwayne.org
- 01:53:30 Sheena Law-Killinger: I am relatively new to development (2 years) and I am just wondering how the nonprofit/fundraising community has handles any similar situations in the past. The only thing I can think of that would be financially (donors nervous about giving) comparable was the 2008 crash.
- 01:53:56 Katja Thomakos: I have a comment to add about appeals.
- 01:57:42 Susan Walters-Klenke: YMCA, but it's not just our dept...it's many
- 01:58:53 Krystal Dunlap: JDRF
- 01:58:56 Carrie McCulloch: Hemophilia Foundation of Michigan
- 01:58:57 Ida Benson: Covenant House Michigan cancelled
- 01:58:57 Kristy Mitchell: Michigan Humane Society
- 01:58:58 Tracy Utech: Wayne State University
- 01:58:58 aduncan: Michigan Theater
- 01:58:59 Priscilla Perkins:Beaumont Health Foudation

01:58:59 Dorothy Smith: Teen HYPE Youth Development Program

01:59:00 mgex: Gleaners Community Food Bank - Women's Breakfast Fundraiser cancelled

01:59:04 PaulaD: Michigan Humane. (Our Brunch event from April 26 to November 15)

01:59:06 c0380827: Schoolcraft College

01:59:08 MStachowiak: Cranbrook Educational Community

01:59:10 AmyDeWys: Detroit Public Schools Foundation

01:59:17 Krystal Dunlap: Through June 30

01:59:18 Sheena Law-Killinger: Detroit Historical Society

01:59:35 Robin Leclerc: Lawrence Technological University - Scholarship Donor Recognition event

01:59:36 Leah.Diederichs: American Lung Association

01:59:41 Ida Benson: May

01:59:44 mgex: April 14

01:59:44 Carrie McCulloch: May

01:59:44 Heather Elaine Rindels: May

01:59:45 MStachowiak: April

01:59:49 Vanessa Miller: April

01:59:50 AmyDeWys: April and May

01:59:50 Jennifer Stark: April

01:59:50 aduncan: May

01:59:50 Priscilla Perkins: April, May

01:59:51 brookeadams: Life Remodeled — May

01:59:51 Tracy Utech: April

01:59:52 Carrie McCulloch: April and Mau

01:59:53 Krystal Dunlap: Cancelled March through June

01:59:53 Katie: May

01:59:56 Robin Leclerc: April 29

01:59:56 Janna Snyder: I am with Hope Against Trafficking. We had donors sponsoring events as of May all have been cancelled or postponed

01:59:57 c0380827: April - through to June

02:00:00 Sheena Law-Killinger: Cancelled May moved to June

02:00:35 PaulaD: Speaking of events. Has anyone elected to do a virtual event?

02:00:54 Ida Benson: We are having a Virtual Sleep Out tomorrow night for our Young Professionals

02:01:57 Krystal Dunlap: We are hosting a virtual gala, but it's still in the works

02:02:03 Emily Rathod: Volunteers of America is launching Neighbors in Need. A way for the community to send food and necessary items right from Amazon.com to seniors and veterans in need.

02:02:37 aduncan: We are doing a behind the scenes tour of both the Michigan & State Theaters

02:03:23 Vanessa Miller: This project by Tufts University has had a great response to assist students with unexpected hardship <https://crowdfund.tufts.edu/project/20367>

02:03:56 Scott Trudell: We are considering cancelling a speaker series but thank you for the virtual event idea. Maybe be something to explore at Walsh.

02:06:11 Carolyn: Downtown Boxing Gym is trying to pool resources as much as possible - offering available transportation, and partnering with local restaurants.

02:08:35 Ida Benson: We may run a virtual Silent Auction with the gifts we have already secured for our gala.

02:09:01 Emily Rathod: Volunteers of America Michigan: Neighbors in Need: <https://www.voami.org/neighbors-in-need>

02:10:44 Emily Rathod: A friend from another non-profit couldn't get in because of capacity but is wondering: How can they recover from having to cancel and event?

02:11:35 Kristy Mitchell: This was enormously helpful, AFP - DET! Please host another chat soon!!

02:11:53 Heather Elaine Rindels: Have they asked sponsors to convert their sponsorship to a gift?

02:12:14 Michael Palmer-Association Administrator: A recording of this forum will be on the AFP GDC website tomorrow

02:13:27 Ida Benson: All of our corporate sponsors agreed to convert their support to unrestricted. We reached out personally to every one of them and have sent out new receipts.

02:13:30 Emily Rathod: Can't understand Heather

02:13:34 Emily Rathod: It's breaking up

02:13:37 Ashley Calhoun:me either

02:13:39 2487676151: Healthier is breaking up

02:14:02 Heather Elaine Rindels: Sorry - not sure what's going on

02:14:28 Heather Elaine Rindels: Basically they are having good conversation with sponsors about continuing to make the gift.

02:15:06 Heather Elaine Rindels: They are leading with their mission and how do those dollars help fulfill that.

02:15:47 Cassie.Brenske@DetroitRiverFront.org: More calls like this would be beneficial moving forward. Hearing how everyone is coping/recalibrating has been really helpful. At the Detroit Riverfront Conservancy we are still working through our path forward for events and how we continue to serve the community during these times. By next week we will have more concrete plans to share on our tactics moving forward.

02:15:49 aduncan: Let's keep these talks going! This was a huge help.

02:16:03 c: Continue the conversations!

02:16:06 Emily Rathod: Keep the calls going!

02:16:26 Jason Beatty: Definitely more of these calls. Will there be a recording of today available? I joined late

02:16:29 Heather Elaine Rindels: Starfish has had everyone say yes so far.

02:16:36 aduncan: we did

02:17:51 Carolyn: Like you mentioned, Steve, we did have a donor reach out to allow for March and April restricted funds to be reallocated.

02:17:59 Jason Beatty: We had a company decide against following through with a sponsorship

02:18:26 Jason Beatty: We're school related

02:18:40 Jason Beatty: So when schools canceled, they pulled back

02:18:42 Melissa Aupperle: We always talk about relationship building in our profession...we MUST continue to cultivate relationships during this time...

02:18:55 Trish Dewald: I'm always happy to have virtual coffee with folks who may want to brainstorm/troubleshoot fundraising challenges.

02:19:26 Heather Elaine Rindels: Yes, that would be great!

02:19:28 Stephanie.Maurice: Yes!

02:19:30 Carolyn: Yes!

02:19:31 Katja Thomakos: Yes

02:19:31 tswope:Yes on weekly webinars

02:19:32 Ida Benson: Yes

02:19:32 Melissa Aupperle: Yes!

02:19:32 PaulaD: Yes!

02:19:32 Kristy Mitchell: Yes

02:19:32 2487676151: Yes

02:19:35 deborahvigliarolo: yes

02:19:35 Heather Elaine Rindels: Also somewhere to share other resources.

02:19:36 c: yes

02:19:38 Dorothy Smith: Yes

02:19:39 Candy: Yes

02:19:39 lauren knill: Yes

02:19:47 Jason Beatty: Yes

02:19:50 Terrel White: Yes

02:19:50 Karen Shellie: Yes

02:19:53 Katy Willoughby: Yes

02:19:59 Holly Windram: yes

02:20:01 Emily Rathod: Yes!!!

02:20:02 Alex Fruin: Yes that would be wonderful! And perhaps small group breakout sessions as well in order to have more conversational/ brainstorming opportunities

02:20:05 Janna Snyder: yes

02:20:05 Wendy Bice: For sure! Can you expand to past 100 participants?

02:20:12 Robin Leclerc: yes but with the additional targeted topic sessions also

02:20:15 Carolyn: As this situation evolves, we're going to develop newer methods and best practices.

02:20:22 Holly Windram: I would like a smaller group breakout for those serving schools if possible. Thank you!

02:20:23 Wendy Bice: awesome!

02:21:48 Steve: [sragan@hopenetwork.org](mailto:sragan@hopenetwork.org)

02:22:45 Steve: [info@afpdet.org](mailto:info@afpdet.org)

02:23:13 Michael Palmer-Association Administrator: Here is the link to the AFP GDC website  
<https://community.afpnet.org/afpmigreaterdetroitchapter/home>

02:23:18 Holly Windram: Have to run! Thank you, AFP, for initiating and leading the conversation.

02:23:22 deborahvigliarolo: Thank you so much for coordinating this for all of us!

02:23:23 tswope:Thanks!

02:23:25 AmyDeWys: This was so wonderful. Thank you, Steve!

02:23:34 Kristy Mitchell: Thank you!

02:24:01 Karen Shellie: Great call. Thanks Steve & Mike.

02:24:26 Ida Benson: Thank you so much!

02:24:27 Jason Beatty: We're looking at doing some live-streaming through a company called Good Sense Media. Thanks, this was a really helpful call.

02:24:45 Dorothy Smith: Thank you!

02:24:46 Emily Rathod: Who should be contacted from Crains about the article?

02:25:09 PaulaD: Thank you! Proud to be a part of AFP GDC!

02:25:18 Carolyn: Thank you, everyone! Great input.

02:25:28 2487676151: Thank you all!

02:25:31 catherinep: Thanks so much!

02:25:43 WendyH: Thank you!

02:25:45 Janna Snyder: thank you very much!!

02:25:50 bmcgrail: steve what is your email again?