

DEN Update



THE MONTHLY PUBLICATION OF THE DEVELOPMENT EXECUTIVES NETWORK

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Please make reservations by the Wednesday prior to scheduled meetings by calling or emailing.

Deadline for October Newsletter:
 September 30

RAISING MORE MONEY: *Sustainable Funding for Your Mission* 12:00—1:30 pm Friday, October 21, 2005 Tarpy's Roadhouse

This fast-paced session introduces you to a systematic model for building sustainable funding for your mission. Learn to leave a legacy of passionate lifelong individual donors as you tailor the Raising More Money Model® to your organization. Participants are encouraged to bring other staff, board, and volunteers to engage them in this practical and effective new approach.

Raising More Money trains and coaches nonprofit organizations to implement a mission-based system for raising sustainable funding from individual donors. This system ends the suffering about fundraising and builds passionate and committed lifelong donors.

Speaker Sharon Ervine has more than 20 years of experience in management, fundraising and program development. Her work with various nonprofits and schools in Texas has resulted in successful capital campaigns, innovative recruitment strategies and effective team building. Her experience has emphasized fundraising and active involvement of volunteers in schools, congregations, nonprofit organizations and businesses.

In 2002, Sharon successfully implemented the Raising More Money Model as the Senior Vice President of Interfaith Ministries for Greater Houston, a nonprofit organization that brings people of all faiths together in community service. Her passion for the organization and for the Model transformed the manner in which staff and other supporters viewed donors and contributions, and created a strong foundation for a Multiple-Year Giving Society.

Sharon now uses her valuable experience and insight to assist other nonprofits to create lifelong donors.

PHILANTHROPY DAY

Tuesday, November 15—Inn at Spanish Bay

NATIONAL PHILANTHROPY DAY 2005 HONOREES

George Couch

Outstanding Philanthropist

The Dunspaugh-Dalton Foundation
Outstanding Philanthropic Foundation

Driscoll Strawberry Associates, Inc.
Outstanding Philanthropic Corporation

Hermana

Outstanding Philanthropic Service Organization

Molly Leach

Outstanding Philanthropic Youth



Professional Opportunities

Professional Opportunities

THE LAND TRUST OF SANTA CRUZ COUNTY—EXECUTIVE DIRECTOR

The ideal person will have a track record of success in industry, government and/or the nonprofit sector, the entrepreneurial skills to help grow an organization, and the passion to inspire confidence, collaboration, and support for land conservation in Santa Cruz County.

The Land Trust of Santa Cruz County is a nonprofit, non-government land conservation organization founded in 1978. The mission of the Land Trust is to protect and manage lands of significant natural resource, agricultural, cultural and open space value, in cooperation with public and private interests. Lands under our stewardship include wetlands, riparian corridors, redwood forest, oak woodlands, coastal bluffs and terraces, neighborhood parks, agricultural fields and grazing lands.

We are seeking an Executive Director who will be responsible to the Board of Trustees for management of all aspects of the organization including fundraising/development, staff supervision, administration, strategic planning, program development, finance and communications.

For the complete job description and application information, please visit our website: www.ltsc.org/website/recent_news/current_news_landmark.html <http://www.ltsc.org/website/recent_news/current_news_landmark.html>

AG AGAINST HUNGER—EXECUTIVE DIRECTOR

Ag Against Hunger, distributor of surplus crops to millions of hungry people in our local community and throughout the Western U.S., is seeking an experienced executive director to provide managerial leadership for a growing organization with a \$350,000 operating budget.

The candidate must have a minimum of 5 years nonprofit program management experience; proven financial management and leadership skills, knowledge of fundraising and volunteer recruitment; computer literacy; excellent written/oral communication and proven community relations skills. Bachelors degree required. Salary range \$45,000 to \$55,000 with benefits. Send resume to Ag Against Hunger, 820 Park Row #707, Salinas, CA 93901.

THE CARMEL PUBLIC LIBRARY FOUNDATION—ADMINISTRATIVE ASSISTANT

The part-time position is scheduled to work 6 hours a day, five days a week. An occasional evening and weekend is also required. Duties include donor relations, bookkeeping, and special event planning. Job candidates should be creative, well organized, have good P/R skills, and possess strong verbal and written communication skills. Knowledge of QuickBooks, MS Word, and Excel is required. Starting pay range is \$14 to \$16 an hour.

Anyone interested should send a resume and cover letter to CPLF, P.O. Box 2042, Carmel, CA 93921.

THE MONTEREY INSTITUTE OF INTERNATIONAL STUDIES—MANAGER OF CORPORATE & FOUNDATION RELATIONS (CFR)

This position is responsible for planning & executing the Institute's fund-raising activities with independent & corporate foundations & with corporations.

This position requires 5 yrs of related exp preferably in an educational institution. BA or equiv combination of education & exp. Must be able to function effectively under pressure and have the ability to meet deadlines. Superior writing, analytical and presentation skills are a must. Knowledge & understanding of funding sources for higher education preferred but not required.

Please visit our website at www.miis.edu for further information and how to apply.

The Monterey Institute of International Studies is an EOE

COME MAKE A DIFFERENCE IN THE LIFE OF A CHILD!

First 5 Monterey County, also known as the Monterey County Children and Families Commission, is currently recruiting for an **Evaluation Program Officer** and the **Administrative Support (Program)**. The EPO serves as the principal point of contact for the evaluation of Commission programs and services, and is responsible for the design, development, administration, and operation of the Commission's evaluation programs. The Administrative Support (Program) provides primary administrative support to the program staff and performs other general administrative duties as assigned.

Interested parties may email, fax or mail a résumé and cover letter to:

First 5 Monterey County

1125 Baldwin Street - Salinas, CA. 93906

Phone: (831) 444-8549

Fax: (831) 444-8637

Email: Joanna@first5monterey.org

Contact person: Joanna Steinbruner

Deadline: Open until filled. Application screening will begin on Monday, October 3, 2005. To be considered for the first round of screening résumés must be received by Friday, September 30, 2005.

COMMUNITY BRIDGES—SENIOR ANALYST FOR DEVELOPMENT

Community Bridges is one of the largest human services organizations in Santa Cruz County serving more than 33,000 residents each year. Our family of eight programs provides critical services ranging from Meals on Wheels, to childcare, to family support services, to legal assistance and much more. This position will be responsible for general development and marketing support, the research and preparation of grants and periodic reports; the management and maintenance of the donor database for the agency, the management of the annual giving campaign, the preparation of general development correspondence, and other duties as assigned. Full-time, benefited position, salary range \$12.49 to \$18 / hour DOE. **To Apply:** For an application call 831-688-8840 x200 or ireneE@cbridges.org.

Professional Development Professional Development

Community Foundation for Monterey County Management Assistance Program Capacity Building Workshops – Early Fall 2005

Pre-registration is required and we recommend registering 3 weeks in advance. Secure online registration is available at <https://www.cfmco.org/mapSignup.php> Information on How to Register is available at <http://www.cfmco.org/HowtoRegister.htm>. If you have questions or would like a registration form mailed or faxed to you, please call (831) 375-9712.

PERMANENT FUND DEVELOPMENT: BUILDING AN ENDOWMENT

Interesting and useful for organizations at any stage of the endowment-building process, this workshop will address issues such as balancing endowment development with the need for present funding, knowing when your agency is ready to begin an endowment campaign, and best practices in endowment management—Led by Sue Covey.

Date and Time: September 15, 2005, 10:00 AM to 12:00 Noon

FREE! Registration is required and enrollment is limited to 50 participants.

To register online, type “free” in the credit card and expiration fields.

Registration Deadline: September 8

Location: Kinship Center, 124 River Road, Salinas

MONTEREY COUNTY’S GRANTMAKERS’ FORUM: INTRODUCING THE COMMON GRANT APPLICATION

Sponsored and presented by the Community Foundation for Monterey County, First 5 of Monterey County, the Harden Foundation, the Monterey Peninsula Foundation and United Way of Monterey County. These five grantmakers will begin using a common grant application form in 2006. Come learn about the new form and about the funders’ priorities for the coming years.

Date and Time: September 28, 2005, 3:00 PM to 5:00 PM

FREE! Registration is not required.

Location: CSU Monterey Bay, University Center Ballroom, Bldg 29, Sixth Ave at B Street, Seaside

INTRODUCTION TO GRANT PROPOSAL WRITING

This workshop provides beginning and intermediate grant seekers with the tools to create successful grant proposals. This workshop will cover: Planning for Success, Key Components of a Successful Proposal, and What Funders Are Looking For. Practical exercises will help you develop the key components of your proposal—Led by Joy Rubey.

Date and Time: October 5, 2005, 9:00 AM to 12:00 Noon

Fee: \$45

Registration Deadline: September 28

Location: Soledad Library, 401 Gabilan Drive, Mission Room, Soledad

FACILITY PROJECTS: ARE YOU READY?

Co-sponsored by Community Foundation for Monterey County and Community Foundation of Santa Cruz County

Whether you’re thinking of buying an office or building a new community center, developing a facility project means keeping a number of issues in mind. This workshop provides tools and strategies to help assess key management, program and financial factors for a successful facility project. Leave with great ideas and materials to help your organization plan for a facility based on your mission, programs and financial capacity. Take away tools to help you know when you’re ready to take that big step—Led by Pat Krakov.

Date and Time: October 12, 2005, 1:00 PM to 4:00 PM

Fee: \$40

Register with Emily Lakin (415) 255-4849 or Emily.Lakin@nffusa.org or download a registration form at <http://www.nonprofitfinancefund.org/location.asp?autoId=38>

and fax to 415-576-1090

Enrollment limited to 50 participants.

Location: Pajaro Valley Community Health Trust, 85 Neilson Street, Watsonville