



DEN News

Development Executives Network of Monterey County

March 2006

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President

Kathleen Adamson

Gateway Center

kadamson@gatewaycenter.org

VP Membership

Audries Blake

Ventana Wilderness Society

audriesblake@ventanaws.org

VP Public Relations

Cindy Vandenberg

NPS Foundation

cavanden@nps.edu

VP Programs

Emily Hull-Parsons

Creative Solutions!

Consulting for Nonprofits

ehparsons@sbcglobal.net

Treasurer

Cathy Lindstrom

Foundation for Monterey
County Free Libraries

fmcfl@mbay.net

Philanthropy Day Chair

Barbara Venner

Salinas Valley Memorial
Hospital Foundation

bvenner@svmh.com

Reservations Chair

Lauren Cohen

MY Museum

lauren_cohen@csumb.edu

Member at Large

Sue Dewar

Plan to Attend These Excellent DEN Programs this Spring!



Friday March 17

Making a Difference in Our Local Communities: A Panel of Local Funders

Reggie Jones, Yellow Brick Road
Annie Cesario, Monterey Peninsula Volunteer Services
Tom Mill, Salinas Downtown Rotary.
Don Wald, Monterey Kiwanis

Each year thousands of dollars are granted to local agencies by these organizations. Join us for this lively panel of representatives from local volunteer fundraising and service organizations. Panelists will share their priorities, guidelines and timelines, as well as answer your questions regarding their plans for future funding.

Friday April 21

Predictions on the Future of Philanthropy

Don't miss this fascinating presentation from one of the leading progressive thinkers in philanthropy!
Featuring Bill Somerville, President, Philanthropic Ventures Foundation.

12-1:30 pm at Tarp's

\$20 for Members, \$25 for Non-Members

Please RSVP to Lauren Cohen at lauren_cohen@csumb.edu.

Click Here to [**RENEW YOUR MEMBERSHIP FOR 2006**](#)

GET THIS ON YOUR CALENDAR NOW!

Developing a Dynamite Fundraising Plan

Members Only Workshop ~ May 19

Remember...2006 Current paid member agencies get **two free seats** at our Members Only extended workshop. This year's workshop is scheduled tentatively for Friday, May 19. In response to the results of our Zoomerang program survey, we are planning an excellent program with a nationally known trainer on developing your fundraising plan.

You won't want to miss it!

Community Workshops

Find Funding Fast:

An Introduction to FC Search

Ask the right funder for support and your chances of success improve dramatically. FC Search is a searchable database available at Community Foundation offices and the Seaside Library with information on over 70,000 foundation and corporate funding sources. Learn this easy way to search thousands of funding organizations by grant type, location, and type of program. Then sign up to do an extensive search for your organization.

Date and Time: March 16, 2006, 10:00 AM to 12:00 Noon

Fee: \$20.00

Registration Deadline: March 9

Location: Community Foundation for Monterey County, Heritage Harbor, 99 Pacific Street #155A, Monterey

Presenter: Kaki Rusmore

Visit www.cfmco.org for more information or to register online. (831) 375-9712

Volunteer Management

Volunteers are the lifeblood of many nonprofit organizations. This workshop will help you move volunteers from being "names on a list" to engaged and loyal supporters of your programs. Matching volunteers to the right task, communication with volunteers, and recognition and rewards are all part of effective volunteer management. Learn simple steps to transform the way your organization works with volunteers.

Melissa Finley has served as a classroom teacher in both private and public schools. Melissa is currently working as an Americorps*VISTA with the Volunteer Center of Monterey County as the Volunteer Coordinator.

Date and Time: April 7, 2006, 1:00 to 4:00 PM

Fee: \$25.00

Registration Deadline: March 31

Location: Mission Room (between the Soledad Library, and the Soledad High School), 401 Gabilan Drive, Soledad

Basics of Board Leadership – for individuals

Individuals interested in joining a nonprofit Board of Directors, as well as existing board members interested in strengthening their skills, can learn the key roles and responsibilities of nonprofit board membership in this workshop.

Topics include the purpose of nonprofit boards, Board/staff relations, use of committees, and best practices for nonprofit boards. Participants interested in volunteering for a local nonprofit Board can become eligible for LeaderLink matching by attending this workshop. LeaderLink is a new community service that matches Community volunteers with nonprofit organizations seeking new board members. LeaderLink is provided through collaboration among the Community Foundation for Monterey County, the Volunteer Center of Monterey County, and Leadership Monterey Peninsula.

Grace Hammond, principal of E.G. Hammond Consulting, has over 18 years experience as a consultant to nonprofit organizations, specializing in Organizational, and Fund Development, Strategic Planning, and Boards of Directors. Her training experience includes numerous nonprofit boards, Community Foundations, and CompassPoint Nonprofit Services, San Jose State University's Nonprofit Management Program, and Tokyo University's Graduate School.

Date and Time: April 27, 2006, 5:30 to 8:30 PM

Fee: \$35.00, includes a light supper

Registration Deadline: April 20

Location: Northminster Presbyterian Church, 315 East Alvin Drive, Salinas

Visit www.cfmco.org for more information or to register online. (831) 375-9712

Spread the Word About the Tri-County In-Kind Donation Program

We are a non-profit brokerage supplying high-quality consumer goods to non-profit organizations that directly serve the ill, needy or infants and youth. We receive a large inventory of retail goods - store returns, unused inventory and floor models - donated by retail companies. We pass the shipping and handling costs of acquiring these goods on to our local non-profit customers as an administrative fee at a fraction of their retail value- usually 10 cents or less per dollar of value. Suppliers include Bed, Bath & Beyond, Gillette, Office Depot, Stanley Tools, and many more.

For more information contact: Tom Reefe, Program Director (831) 475-0816 ext. 16 or Email: Lsc@cruzio.com. The Tri-County In-Kind Donation Program is sponsored by the Seniors Council of Santa Cruz and San Benito Counties in Community Partnership with the United Way of Monterey County.



Questions, comments or newsletter contributions are welcome.

Please contact

Cynthia Vandenberg at

cavanden@nps.edu. Submission deadline

is the 25th of each month.

Employment Opportunities

Food Bank for Monterey County

Development Assistant

24-30 flexible hour week; \$18-22 per hour. The Development Associate will work as a member of a team working on direct mail, donor stewardship & recognition, and special events. Associate will represent the Food Bank in the community and to local media. Send resume and cover letter to Leslie Sunny, Executive Director, at lsunny@food4hungry.org or 815 W. Market Street; Salinas, CA 93901

The Appolonia Foundation

Executive Director

The Appolonia Foundation is seeking a successful nonprofit leader with outstanding inter-personal skills and with proven success in fund raising, program management, strategic planning and Board development.

The Appolonia Foundation for Children's Dental Health is a 501(c)(3) organization that provides a range of community and clinical services to migrant, rural and underserved populations throughout Monterey County. Through its community services, Appolonia offers parent education sessions, oral health screenings, professional workshops and case management. In Appolonia's two mobile dental centers, it offers a full range of dental services to children from 0 to 19 years of age.

The Foundation has a staff of thirteen FTE, including dentists, dental assistants, and case management and community outreach specialists. The offices for the Foundation are in Salinas, California.

Salary is commensurate with experience. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, sexual orientation or national origin. Candidates bilingual in Spanish and English will be given special consideration.

Please respond, including a resume and references. You may include a writing sample if you believe it is relevant. Applications may be sent via email or regular mail to: T.W. Theodore, The Appolonia Foundation 128 East Alisal Street Salinas, CA 93901 tw@thunval.com (831) 236-4504

Pacific Collegiate School

Development & Communications Director

Reporting to the Principal/Superintendent, the Director of Development & Communications is a member of Pacific Collegiate School's Executive Committee responsible for all fundraising, public relations and marketing activities in support of the school's mission. This may include: annual and capital campaigns, special events, grants, community outreach activities, fundraising related publications and website communications, and for coordinating the fundraising activities of the Parent Volunteer Associations, student organizations, the Board of Directors' Development Committee and future Alumni Association. The Director of Development will coordinate clerical and volunteer staff serving the development and communications function.

About PCS Established in 1999, Pacific Collegiate School is the top-ranked public charter school in California. Home to 400 students in Santa Cruz, adjacent to the University of California, and approximately 30 miles southwest of San Jose, California, PCS exists in one of the most beautiful communities in Northern California.

Pacific Collegiate School's mission is to provide a highly academic education, offering classes with rigorous standards and high expectations, for students in 7th through 12th grades. Students, parents, alumni, faculty and staff form a close-knit community of individuals identified by their common goals of intellectual advancement and the pursuit of academics, arts and community service. For more information about Pacific Collegiate School, please visit our website: www.pacificcollegiate.com

Please direct inquiries and applications, including a cover letter and resume, to James Reinhart by email at james.reinhart@pcsed.org. No phone calls please. Deadline: March 1st, 2006; early inquiries encouraged. Tentative start date is May 1st.

MONTEREY COUNTY FAIRGROUNDS LAUNCHES SPECIAL EVENT SITE RENTAL PROGRAM

The Monterey County Fairgrounds has announced that it has launched a special event site rental program for local non-profit organizations, for both their indoor and outdoor events. The Monterey County Fairgrounds is a premiere event center for meetings, workshops, Board retreats, weddings, parties, concerts, and more. The Fairgrounds is set on 22 beautiful oak-studded acres with ample parking. Delicious food and beverages are available through Portabello's Restaurant and Catering of Salinas. For more information, call Kelly Baldwin, CEO, at (831) 372-5863 or check out the website, www.montereycountyfair.com.