

DEN Update

The monthly publication of the Development Executives Network



this issue

Save the Date & Reminder P.1

Upcoming Development Opportunities P.2

Employment Opportunities & Services P.4

DEN Membership Form P.5

Board of Directors

President: Michelle Lange
Monterey Symphony
mlange@montereyartsymphony.org

VP Membership: Alexandra Matei
HSBC Card and Retail Services
alexandra.g.matei@us.hsbc.com

Treasurer: Kit H. Franke
kitfranke@gmail.com

Program Committee: Cathy Lindstrom
Fdn for MtryCnty Free Libraries
director@fmcfl.org

Newsletter: Anna Dudney
Monterey Institute of International Studies
adudney@miis.edu

Registration: Lauren Cohen
MY Museum
lauren@mymuseum.org

Members Only Workshop: Stacy Dubuc
SPCA
sdubuc@spcamc.org

Philanthropy Day Co-Chair: Shari Haste
Community Partnership for Youth
respect@cpy.org

At Large: Sue Dewar
sumacdewar@aol.com

Save the Date

Summer Round Robin Discussion

Friday, August 19, 2011 | 12 noon at Tarpy's Roadhouse

Join us for our traditional DEN summer round robin discussion and learn something new from your peers over lunch. Have a topic you'd like to discuss? Send your suggestions to Michelle Lange at mlange@montereyartsymphony.org. To RSVP for this event, look for your invitation coming soon by email.

Reminder

CHANGE THE WORLD
WITH A GIVING HEART



National Philanthropy Day*

Don't forget that [National Philanthropy Day 2011](#) is Friday, November 18th.

August 26, 2011: Deadline for submission of Distinguished Agency Award nominations

October 14, 2011: First day to submit event reservations (via mail or drop off).

Easier than ever this year, just go to the website and submit your nominees! <http://centralcoastnpsd.org/forms.php>



Mission

The mission of the Development Executives Network is to provide useful, high quality programs and training, build a sense of community among local nonprofits and provide members and guests with the opportunity to network with each other.

Contact

Have an item you would like to include in a future DEN newsletter? Please email employment and professional development opportunities, photos, etc. to Anna Dudney at adudney@miis.edu by the end of the month.

Have you ever thought about becoming more involved in the Development Executives Network? Now is your opportunity! There are several positions which will be opening up on the Board of Directors as of January 1, 2012. If you are interested in increasing your involvement and serving on the DEN Board of Directors, please contact Michelle Lange at mlange@montereymsymphony.org.

Upcoming Development Opportunities

August Power Hour Social Networking: Harnessing the Energy for your Cause

Hosted by the Monterey Bay Aquarium
Tuesday, August 16, 2011
12:00 – 1:00 PM
Ocean View Conference Room

Enter at Aquarium Main Entrance; tell staff you're here for the AFP Power Hour. Parking available in the city lot on the corner of David Avenue and Foam Street. (Enter on David or Irving)

Bring your lunch and enjoy a lively discussion with your peers. Cindy Pawlcyn's delicious dark chocolate brownies will be served.

Special guests: Aquarium VP of Marketing Mimi Hahn, and Senior Web Writer Geoff Drake

AFP members' guests are welcome!

There will be a 1:00 PM special viewing of the Aquarium's new Open Sea and puffin exhibits

Please contact Susan Koza to RSVP at 265-5421 or skoza@SPCAmc.org.

Upcoming Development Opportunities (cont'd)



Join [Kim Klein](#) for [Show Me the Money: Nonprofits Talking Taxes](#) and [Gear Up for Fall Fundraising](#).

[Show me the Money: Nonprofits Talking Taxes](#)

Wednesday, August 3, 2011

12 noon to 2:00 p.m.

Cost: Free! (Pre-registration required - all the info you need found at the link above)

[Gear Up for Fall Fundraising with Kim Klein](#)

Thursday, August 4, 2011

9:30 a.m. to 3:00 p.m.

Cost: \$60

[Early Bird discount](#): \$45 if you register and pay before July 28.

Want to save even more on the fundraising workshop?

Go to [our Facebook page](#) today and learn how you can save 50% on the fundraising workshop if you register before July 18.

Both sessions at [Community Foundation Santa Cruz County](#).

Call 831.662.2030 or [email](#) Luis with any questions.

For good. For ever.

7807 Soquel Drive • Aptos, CA 95003 • 831.662.2000 • cfhelp@cfsc.org • www.cfsc.org

Employment Opportunities and Services

**Please note: DEN members can post job opportunities through this newsletter free of charge; the fee is \$25 for non-members. Placing an advertisement in the newsletter carries a fee of \$25 for both members and non-members. Please contact Anna Dudney at adudney@miis.edu to include material in the next issue.

Grantwriting Services Available

Meg Bernhardt, M.S., 11 years experience with all types of grants
831.901.4959 or email meg@nonprofitdev.com

Planned Parenthood Mar Monte

Director of Development - Coast Region

Join our team and make a difference! Planned Parenthood Mar Monte is seeking an exceptional individual for the position of Director of Development - Coast. In this role, you will be responsible for the overall management of the Development Department in the Mid-Coast region (all of Monterey and Santa Cruz counties). The position's home site is Monterey County administration offices. Director will be in Monterey County offices 4 days a week and Santa Cruz administration offices 1 day a week

PRIMARY DUTIES:

- Manages the planning, development, implementation, maintenance, expansion and evaluation of department programs, projects and activities.
- Develops, implements and evaluates short-term and long-term financial development programs including annual campaigns, grant proposals, and special campaigns.
- Serve as the primary contact for the region's major donors, including developing individual strategies for cultivating, renewing and upgrading these donors.
- Work collaboratively with various internal staff members, existing donors and local Board members to identify, cultivate, and steward prospective individual donors.
- Manages the selection, training, development, supervision and evaluation of department staff.
- Develops the department budget in consultation with the VP of Development, administers the board-approved budget and monitors monthly financial data.
- Develops and maintains broad community, corporate, foundation and donor contacts to increase financial, philosophical and volunteer support for Planned Parenthood.
- Responsible for the fund raising activities for Planned Parenthood Advocates Mar Monte in the Coastal Region including the planning and implementation of the annual Voices events.
- Assures departmental adherence to affiliate policies, procedures and practices including the prescribed process for the preparation of the annual budget.

QUALIFICATIONS:

Ability to perform the duties described above. A typical means of acquiring those abilities would be:

- BA/BS degree.
- Minimum of five years fundraising experience including successful programs in individual gifts, major gifts, direct mail and grant writing.
- Minimum of three years experience supervising professional staff.
- Demonstrated writing and public speaking skills.
- Proven ability to recruit, train and manage fund-raising volunteers.

To apply, please go to www.ppmarmonte.org.

PLANNED PARENTHOOD MAR MONTE IS AN EQUAL OPPORTUNITY EMPLOYER

Join or Renew Your DEN Membership Today!

The mission of the Development Executives Network is to provide useful, high-quality programs and training; build a sense of community among local nonprofits; and provide members and guests with the opportunity to network with each other.

2011 DEN Membership Benefits

- ✓ **Monthly networking** lunch program with stimulating speakers.
- ✓ One **FREE** admission to the annual **DEN Members Only Workshop**.
- ✓ **Monthly Newsletter** listing program information, job opportunities and useful resources.
- ✓ **Annual Membership Directory** including contact information for local organizations.
- ✓ One free ticket to the festive **Holiday Luncheon** in December and a chance to win great door prizes.
- ✓ **"Welcome Wagon"**-When a new person joins the development staff in a member agency, he/she is invited to attend one free lunch meeting to learn about DEN.
- ✓ **Membership dues** are for the calendar year and are not pro-rated.

Please return this form along with **\$60.00** to:

DEN • 484 Washington Street, #199 • Monterey, CA 93940

New Membership

Renewal

Please PRINT:

Agency Name _____

Contact Person & Title _____

Address _____

City _____ Zip _____

Phone _____ Fax _____

Email _____

Website _____

Membership benefits are extended to all staff, volunteers and board members of a participating organization **EXCEPT** for the **Members Only Workshop** and **Holiday Luncheon** which are limited to one person per organization unless an additional fee is paid. **Student membership may be used only for 2 years.**

www.DevelopmentExecutivesNetwork.org