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## AFP Suncoast December Newsletter

1 message

**AFP Suncoast Chapter** <admin@afpsuncoast.org>  
Reply-To: AFP Suncoast Chapter <afpsuncoastchapter@gmail.com>  
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Tue, Dec 15, 2015 at 10:22 AM

News from AFP Suncoast Chapter

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## December Monthly E-Newsletter



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### Message from the President

Season's Greetings!

As the year comes to a close and before we usher in 2016, I want to express a hearty appreciation for all your hard work, dedication and passion each of you have given this year to your organizations and in Tampa Bay. In our profession, we do every day what others attempt to do during this holiday season each year. When you think about it in this way, we truly make a difference in the lives of others and in this community throughout the year!

**need to be better positioned for future success?**

**Job Bank**

**Board of Directors**

Judy Anderson ~ President

Sara Leonard, CFRE ~ President Elect

Bill Faucett, PhD, CFRE ~ Immediate Past President

JL Wagner, CFRE ~ Secretary

Donna Houchen ~ Treasurer

Mike Bell, M.Ed.  
Nina Berkheiser, CFRE  
Laura Rowe Grams  
Nora Gunn, CFRE  
Tammy Leventis  
Melody Marrs, CFRE  
Sandy McLaughlin  
Angela Pottinger  
Kathy Rabon  
Debbie Sokolov, CFRE  
Merrill Stewart  
Victor Teschel  
Bryn Warner, CFRE  
Liz Wells

**AFP Suncoast Chapter Administrator**

Chandra Tracy  
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**Join AFP Today!**

The Association of Fundraising Professionals (AFP) represents more than 30,000 members around the world working to advance philanthropy. Join today - benefit today!

Click [HERE](#) for more info.

**Job Bank**



[READ MORE...](#)

**Welcome New Members**

Emily Dey - Straz Center for the Performing Arts

Anthony Jones - Bright Community Trust

Bill Merchant - Easter Seals Florida

Deanna Sheffield Ward - Big Brothers Big Sisters of Tampa Bay

Bennie Small - NAACP

**Lloyd Horton Award**

The Suncoast Chapter of the Association of Fundraising professionals will bestow its highest honor on Joanne Sullivan, CFRE naming her the 2016 Lloyd Horton Lifetime Achievement awardee during our annual holiday luncheon on Tuesday, December 15 at 11:30 AM at the Centre Club.

The award, named after one of the Chapters' founding members, celebrates those who not only have demonstrated significant accomplishment in the institutions they've served through philanthropy, but whose dedication to the profession and our Chapter, ethical standards and contributions to the community-at-large have created a ripple effect that will be felt for years to come.

This is the twelfth time this award will have been presented to a member of the Chapter.



Joanne Sullivan is the Associate Vice President for Development at The University of Tampa where she provides leadership for Major Gifts, Planned

Whether you are seeking a job or have one to offer, the AFP Suncoast Job Bank is a perfect place to find opportunities. Currently we have postings for the following:

- [Director of Development](#)  
November 01, 2015  
Canterbury School of Florida,  
St. Petersburg, FL
- [Director of Development](#)  
November 17, 2015  
Alpha House of Tampa,  
Tampa, FL
- [Director of Advancement and Public Relations](#)  
November 17, 2015  
Cristo Rey Tampa High  
School, Tampa, FL
- [Director of Major Gifts](#)  
November 17, 2015  
Hillsborough Community  
College Foundation
- [Fundraising Program Coordinator](#)  
November 23, 2015  
Florida Hospital Tampa  
Foundation – Tampa, FL
- [Chief Development Officer](#)  
November 29, 2015  
Glazer Children's Museum,  
Tampa, FL
- [Administrative/Database Support II](#)  
November 29, 2015  
Stetson College of Law,  
Gulfport, FL
- [Director of Development](#)  
November 29, 2015  
Champions for Children, Inc.  
Tampa, FL
- [Manager, Annual Giving](#)  
November 30, 2015  
St. Joseph's Hospitals

Gifts and Prospect Management. She serves on the regional and state boards of Easter Seals Florida, as well on the national Easter Seals Board and is Chairman of the House of Delegates. She is a past chairman of the Easter Seals Florida state and regional boards. She is a member of Leadership Tampa Alumni (Class of '91), a past LTA Cabinet member, a member of the Leadership Tampa Bay Class of '10 and a sustaining member of the Junior League of Tampa. She is a past president of the Suncoast Chapter of the Association of Fundraising Professionals and the Tampa Bay Kappa Kappa Gamma Alumnae Association. Joanne is a member of the board of the Red Cross Angels and is a past member of the Boards of the Arts Council of Hillsborough County, the Franciscan Center and the American Red Cross Florida's West Coast Region. The Tampa Bay Business Journal named Joanne one of 51 Finalists for 2012 Business Woman of the Year in the Tampa Bay region.

## AFP Be the Cause

BE  CAUSE

Empower. Strengthen. Transform.

Each and every day, the important work you do demonstrates that you are a leader in effecting change in our community, making it a much better place for all of us. These three words—**Empower, Strengthen, Transform**—describe WHAT you do as a fundraiser and WHY you do it.

When you give to the annual **BE the CAUSE Campaign**, benefiting both our chapter and the AFP Foundation for Philanthropy, you are leveraging change for our whole industry by:

- Empowering fundraisers by providing opportunities for training, networking, mentoring and research;
- Strengthening nonprofit organizations by practicing ethical and effective fundraising, and
- Transforming society by connecting donors and volunteers with causes they value.

**Our Suncoast Chapter is only \$440.00 away from achieving our 2015 fundraising goal of \$6,200.** When we achieve this goal, 25% of donations come back to our Chapter for professional development scholarships for our members. Giving to the AFP Be the Cause Campaign surely makes a significant impact on our local community and the International non-profit community.

Thank you so much to the 47 donors thus far to the 2015 Be the Cause Campaign. If you have not yet given this year, **please join me today and make your gift.** You can go online to [www.afpfoundation.org/bethecause](http://www.afpfoundation.org/bethecause), contact me directly at [vteschel@usf.edu](mailto:vteschel@usf.edu) or complete a response card at the upcoming December 15<sup>th</sup> monthly meeting.

Sincerely,

Victor Teschel  
Be the Campaign Chair, AFP Suncoast Chapter  
[vteschel@usf.edu](mailto:vteschel@usf.edu)



Foundation - Tampa, FL

- [Individual Giving Manager](#)

November 30, 2015

Goodwill Industries -  
Suncoast

- [Assistant Director for Alumni & Parent Relations](#)

December 02, 2015

University of Tampa

- [Assistant Director Events Management](#)

December 02, 2015

University of Tampa

- [Associate Director of Major Gifts](#)

December 02, 2015

University of Tampa

- [Director of Advancement Services](#)

December 02, 2015

University of Tampa

- [Director of Development](#)

December 07, 2015

Quest, Inc. Tampa FL

- [Assistant Director of Annual Funds](#)

December 07, 2015

Florida Southern College,  
Lakeland/Florida

- [Alumni Director](#)

December 08, 2015

Jesuit High School - Tampa,  
FL

- [Grants Administrator](#)

December 08, 2015

Suncoast Hospice/Empath  
Health Foundation,  
Clearwater Florida

- [Development Officer](#)

December 08, 2015

University of South Florida,

## Does your fundraising program need to be better positioned for future success?

Then consider a fundraising assessment by Catalyst Consulting Services to examine your organization's strengths and opportunities for growth.

### What is a development assessment?

An evaluation of an organization's essential fundraising elements - including organizational structure, personnel, and procedures; revenue streams, fundraising strategies and tactics, and donor relations; board structure and volunteer engagement; case for support and relevant materials; and data management and software.

### What are the steps of a development assessment?

A development assessment typically has three steps or phases in which information is gathered to provide the foundation for the creation of a development plan.

#### 1. Discovery

When we hold in-depth discussions with the organization's CEO/Executive Director, the development director, and other development staff. These discussions provide insight into the organization's fundraising culture, infrastructure, procedures, and plans. During this phase, we also examine data management, interview stakeholders and benchmark with similar organizations to help establish realistic benchmarks for your fundraising program.

#### 2. Analysis of Data

Based on the information and insights gathered from the discovery phase, the data is analyzed and a summary of the preliminary findings is provided to the leaders. Our analysis will identify strengths of current fundraising activities and areas for growth. This report will state the strengths and opportunities around mission, organization reputation, fundraising leadership, donor loyalty, resources for fundraising, and giving trends. It will also suggest the effectiveness of various fundraising tactics, processes, and communication vehicles.

#### 3. Reporting

Based on feedback from the meeting with leaders, our written report will include an executive summary, method, findings and conclusions, and recommendations. The recommendations become the foundation for a development plan.

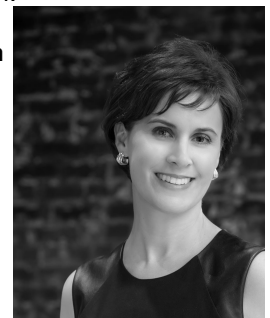
**Catalyst Consulting Services would be happy to discuss your specific situation and help you determine whether a development assessment is appropriate for your organization. Please call 813-839-2282 or send a message to [mturman@catalystcs.org](mailto:mturman@catalystcs.org) to begin the conversation.**

Michelle A. Turman, MA, CFRE

Principle Consultant

[mturman@catalystcs.org](mailto:mturman@catalystcs.org)

[www.catalystcs.org](http://www.catalystcs.org)



Tampa

- [Vice President for Advancement](#)

December 14, 2015

Ringling College of Art and Design, Sarasota, FL

- 

[Director of Communications](#)

December 14, 2015

St. Petersburg Free Clinic, St. Petersburg, FL

Chapter members may post job listings at no cost; non-members may post listings for \$50/month. Visit the [Job Bank](#) for more details.

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