



SCANPO and South Carolina AFP Chapters
PRESENT
Board Members' Guide to Resource Development
Tuesday, February 28
Pre-Conference Workshop
1:00 - 5:15pm
Columbia Metropolitan Convention Center

12:00 – 1:00 PM Registration

1:00 – 1:10 PM Welcome

1:10 – 2:00 PM Fundraising Realities and The Great Recession
David King, Alexander Haas, *Atlanta, GA*

The Great Recession and the lessons it teaches have changed the way that nonprofit organizations will operate and raise funds for years, perhaps decades, to come. From governance, to staffing, from business planning to the changing shape of the donor pyramid, nonprofits are adapting. David will explore lessons learned and ramifications on how volunteers and staff fundraise.

2:10 – 3:10 PM

Breakout Sessions

1. **Getting Board Members & Volunteers Started with Donor Cultivation**
David King, Alexander Haas, *Atlanta, GA*

2. **Sharing Successes - Board Engagement in Nonprofits with Development Teams**
Facilitator: Cindy NeSmith, CFRE, MPA, C.M. NeSmith Consulting, LLC
AFP Central Carolina

Panel:

- Missy Ryan, CFRE, College of Business and Behavioral Science at Clemson University, *AFP Piedmont*
- Maria Hargrave DeHart, Palmetto Health Foundation, *AFP Central Carolina*
- Tish Lynn, Center for Heirs Property Preservation, *AFP Lowcountry*

3:20 – 4:20 PM

Breakout Sessions

1. **Taking Board / Volunteer Work in Donor Cultivation to the Next Level**

David King, Alexander Haas, *Atlanta, GA*

2. **Sharing Successes - Board Engagement in Nonprofits with Limited Staff**

Facilitator: Rachel Hutchisson, Blackbaud, *AFP Lowcountry*

Panel:

- Cynthia C. Beacham, Charles Lea Center Foundation, *AFP Piedmont*
- Mary Katherine Marshall, South Carolina Archives and History Foundation
AFP Central Carolina
- Joy Simpson, CFRE, Fundraising Consultant, *AFP Lowcountry*

4:30 – 5:15 PM

Chapter Sharing Roundtable

Cindy NeSmith will moderate a discussion among Upstate, Midlands, and Lowcountry chapter leaders and members. Please bring one great idea and one challenge to share.

AFP Workshop Planning Committee:

- Becky W. Dornisch, Director Annual Giving, Medical University of South Carolina, *AFP Lowcountry*
- Mary Katherine Marshall, South Carolina Archives and History Foundation, *AFP Central Carolina*
- Susan Spires, CFRE, Director of Development Mobile Meals, *AFP Piedmont*

RATES:

SCANPO is pleased to be extending our member rate* for individual AFP members to attend our Annual Nonprofit Conference Feb 29-Mar 1.

Just be sure to supply your AFP member number and expiration date on your registration to ensure that you receive the special discount.

AFP Members may also bring their colleagues and board members to the pre-conference workshop session at the AFP member rate**. However, those additional colleagues and board members who are not AFP members who wish to attend the Annual Nonprofit Conference would need to register on their own at the regular (non-member) rate.

*\$170 (before February 13, 2012); \$225 (after February 13, includes on-site registration); \$90 Daily Rate

**Early Bird Discount Rate - \$25 (before February 13, 2012); Late Registration & On-Site Registration (after February 13, 2012) - \$45



CFRE Credits Available