Wednesday, February 14th Meeting

So You Think You’re Ready for a Capital Campaign?
The Ultimate Review to Determine whether You’re Prepared to Reach Your Fundraising Goals.

You’re poised to start your capital campaign, but are you really ready? A capital campaign is an intense effort undertaken by a nonprofit organization to raise a specific dollar amount within a defined period of time. The purpose of a capital campaign is to fund a high-cost strategic initiative such as a capital project. Your organization is in need of big funds and fast, so your leadership and board tell you those magic words, “Let’s start a capital campaign!” Because capital campaigns are commonly used to raise funds for tangible projects such as building renovation and construction, their goals often reach into the millions and require multiple years to achieve! As a fundraising professional you need to know how to review the back end of your fundraising operation to be sure it can handle the additional workload of a campaign. Capital campaigns usually consist of two different phases: the quiet phase and the public phase. Are you ready? How do you tell your board and leadership to step back from jumping straight into the public phase?!

Mr. William Engelbrecht has many years of experience in fundraising, especially in leading capital campaigns! Mr. Engelbrecht has most recently led a capital campaign as the Director of Advancement for the 200,000 Catholics residing in 160 parishes in the Peoria Diocese. He grew up in this area, but ventured off to the University of Illinois where he received his Master’s degree and then on to Chicago where he spent 26 years in one of the world’s largest marketing/advertising firms as an Executive Vice President. He later returned to Peoria and was Executive in Residence at Bradley University and served as Vice President of Advancement. Bill has served as President of 11 different civic, educational or charitable organizations and eventually as Chairman of The Board of Trustees for the University of Illinois. Mr. Engelbrecht will share with you best practices, strategies, tools and recommendations to improve your fundraising capabilities, while making sure you know what it takes to be positioned for success. He’ll be sure to let you know what it will take – from staff to resources to volunteer involvement – to raise your fundraising program to a new level.
Join AFP on Wednesday, February 14, 2018 at the Spalding Pastoral Center for a review of everything capital campaign!

The meeting will be held from at the Spalding Pastoral Center, at 419 NE Madison, Peoria, Illinois. Guests need to enter the parking lot on the west side of the building from either Spalding or Bryan.

Wednesday, February 14, 2018
Spalding Pastoral Center
419 NE Madison, Peoria, IL 61603
$15 for AFP members / $25 for guests

11:30 am - Registration and Lunch / Noon-1:00 pm – Program

RESERVATIONS

RESERVATION FORM

Name:_________________________
Organization: _____________________________________
Address:_____________________________  City/State/_______________
Zip:_______________________________
Phone:________________________
E-mail:___________________________________________

$15 per AFP member / $25 per guest  Amount enclosed:___________

To make your reservations for the meeting, please e-mail info@afpcentralillinois.org.

Please send this form with a check marked “February 2018” payable to AFP Central Illinois Chapter to: Central Illinois AFP, P.O. Box 5323, Peoria, IL 61601

Reservations are due by February 12.
Be the Cause Campaign Success!
We are thrilled to report our chapter raised $1,856 to exceed our Be the Cause Campaign goal! Our appreciation to all the AFP Central Illinois Chapter members who contributed. We thank you for your support of our profession and our chapter!

- Kathy Alexander
- Robin L.T. Ballard
- Kristen Berchtold, CFRE
- Toni Burningham, CFRE
- Megan Byard
- Rich Draeger, CFRE
- Danielle Easton
- Scott Ford, CFRE
- Amanda Franklin
- Jen Funk
- Sandy Garza
- Stephanie Holmes
- Joy Hutchcraft, CFRE
- Stephanie Johnson
- Shelly Kerker
- Lindsey Kerr
- Andrea Koerber
- Michael Lane
- Anne Marie Miller
- Susan Monroe
- Pam Perrilles
- Norris Eneil Porter
- Mark Roberts, CFRE
- Pamela Rumba
- Jeff Scheirer
- Kimberly Scheirer, CFRE
- Priscilla Slaughter
- Shelly Smith, CFRE
- Lisa Stuckey
- Barbara Waldorf
- Erica Wright

Scholarship Opportunities

**AFP Membership Scholarships**
Up to four membership scholarships will be awarded each calendar year.
**Deadline:** April 15, October 15

**Certified Fundraising Executive (CFRE) Scholarship**
Up to two scholarships of $500 each will be awarded each calendar year.
**Deadline:** On-going, reviewed monthly

For more information, please visit www.afpcentralillinois.org or contact Robin Ballard at 309-645-2300 or rltb26@gmail.com.
Girl Scouts of Southern Illinois announces a search partnership with Evergreen Executive Source, LLC to identify candidates and advise on selection of a new CEO. Evergreen is a retained search firm with depth of experience in nonprofit executive sourcing and selection, and has conducted searches nationwide for over a decade serving the interests of Girl Scout councils across the entire country. All information provided to Evergreen will be treated with the utmost confidentiality.

**THE ORGANIZATION**

Girl Scouts of Southern Illinois is the preeminent organization serving the interests of girls in the region, seeking to bring out the greatness in every girl, empowering her to pursue her dreams, and make the world a better place. The Council has current membership of more than 11,300 girls, over 4,500 valued adult volunteers, and a staff of 51 full- and part-time employees. It has an annual operating budget of $3.6 million, and operates a corporate service center in Glen Carbon, a regional service center in Mt. Vernon, and four camp properties to provide year-round engagement opportunities for girls, families, adult members, and community partners. All Girl Scouting programs and activities – from camping to computing, arts to engineering, service projects to field trips – are designed to challenge and prepare girls for a future of leadership and achievement. Girl Scouts of Southern Illinois is proud of its very strong STEM and robotics presence.

**THE OPPORTUNITY**

The CEO will act in partnership with the Board of Directors to enhance the outcomes of all council functions to be one of the nation’s leaders in membership services and innovation. The CEO will direct the corporate strategic plan through the formulation and implementation of short to long range objectives and actions needed to achieve the Council’s goals. In addition, the CEO will ensure that pluralism is a core value within the Council’s activities and functions, promoting opportunities for participation in every aspect of Girl Scouting.

Responsible for stewardship of the Council’s human, material and fiscal assets, the CEO provides oversight for policies and practices that enhance the participation of members and leverage the roles of staff and volunteers to effectively engage girls, families, and volunteers in the Council’s large service area. The CEO’s important outward-facing responsibilities are to expand the Council’s visibility and create opportunities for significant strategic partnerships and financial support by ensuring that investing in girls is a priority. The CEO will build relationships with corporate, nonprofit, government and funding communities by representing the Council at strategic functions and influential speaking opportunities.

**HOW TO APPLY**

We encourage expressions of interest as early as possible to accommodate the Council’s need to fill this important position. For consideration, please e-mail your cover letter and resume along with salary requirements to:

Bob Perodeau, Principal - Evergreen Executive Source, LLC  
E-mail: evergreen.source@att.net  
Voice (800) 286 4009  www.egreensource.com

Girl Scouts of Southern Illinois is an equal opportunity employer.

**FOR COMPLETE POSTION INFORMATION, GO TO:**  
http://www.afpcentralillinois.org/job-postings
Executive Director – South Central Illinois

As one of the nation’s premier humanitarian organizations, the American Red Cross is dedicated to helping people in need throughout the United States and, in association with other Red Cross networks, throughout the world. We depend on the many generous contributions of time, blood, and money from the American public to support our lifesaving services and programs. If you share our passion for helping people, join us in this excellent career opportunity.

We are currently seeking a professional, innovative and enthusiastic Executive Director for our South Central Illinois chapter. There is flexibility for the successful candidate to be based out of Springfield or Decatur, IL.

This highly visible role leads and directs volunteers and employees in the South Central Illinois Chapter to ensure the American Red Cross goals and mission are achieved. Reporting to the Regional Executive, you will promote an inclusive, team-based culture centered on leading and empowering volunteers. As the face of the Red Cross, this role also cultivates and manages select donors. In addition to enhancing community presence through key media and community partner relationships, you will steward the local board of directors. The population served in the assigned Chapter will be at or over 1M.

Responsibilities:

Recruit and develop local volunteer leaders to achieve mission metrics and support responsibilities in home market and district.

• In support of fundraising, manage local United Way relationships, local major donors, and board of directors’ contributions.
• Work with board to nurture individual, corporate, and foundation donors.
• Build community presence in home market through relationship with media, elected officials, and key governmental partners.
• Develop relationships with community stakeholders. Focus especially on those that bridge volunteer partners such as faith-based, college/university, NGO/NPO, and community organizations.
• Recruit and steward local board of directors for 100% participation. Manage annual board campaign and efforts of other related community boards.

Qualifications

Education: Four year college degree (BS/BA) in Business, Communications, Marketing, Public Relations, Finance or non-profit administration or equivalent experience required. Prefer Master’s degree in the field of community organization, public or business administration or non-profit management.

Experience: Minimum of 7 years related experience. Demonstrated ability to exercise good and timely judgment in complex situations. Demonstrated ability for strong communications and influencing skills along with public speaking and writing. Demonstrated ability to develop and implement fundraising strategies. Demonstrated ability to build sustain community relationships/partnerships. Proven experience in influencing others and building relationships.

Management Experience: Minimum 5 years related management/supervisory experience.

Other: Proficient with MS Office software, including Word, Excel, PowerPoint and Outlook. Familiarity with federal state and local employment laws.

Travel: May involve travel.

The American Red Cross is a nonprofit organization that offers employees growth and development; team spirit; a competitive salary; and a comprehensive benefits package. If this sounds like the kind of opportunity that you’ve been waiting for, please visit our website and apply at: https://americanredcross.wd1.myworkdayjobs.com/American_Red_Cross_Careers/job/Springfield-IL/Executive-Director---Springfield--IL_RC12736-1

The American Red Cross is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to sex, gender identity, sexual orientation, race, color, religion, national origin, disability, protected veteran status, age, or any other characteristic protected by law.
Title: Chief Development Officer


Reports to: Executive Director, Quest Charter Academy

Primary Role and Purpose: This position is responsible for the overall fund development program for Quest to include but not limited to direct mail, individual and corporate solicitations, special events, and grant writing. This position provides support to the Development and Communications Committee. This person is part of the administrative team for the schools.

Essential Duties & Responsibilities:

- Develop and execute the annual fund development plan with financial goals for all components.
- Prepare evaluations of fundraising potential by identifying prospects with the capacity and interest in supporting Quest.
- Build and maintain long term fund development relationships with key donors and prospects, identifying major gift opportunities.
- Organize and implement individual donor solicitations, to include Board, staff, existing donors, prospective donors, etc.
- Develop and execute a capital development plan, if needed and approved by the Board.
- Manage the grant process to include researching grant opportunities, writing or coordinating the writing of all grant applications, and working with staff to ensure compliance with grant requirements and reporting.

Secondary Duties & Responsibilities:

- Assist the Executive Director with arrangements and publicity, when appropriate, for school visits by prominent individuals, business leaders, elected officials, and donors.
- In collaboration with the Business office, develop and maintain donor database, gift processing and donor stewardship activities in a timely manner that supports the growth of the schools.
- In collaboration with the Business office, produce monthly reports for the Development and Communications Committee.
- Create content and oversee production of all major communication tools such as the annual report, website, social media and other public relations. Develop press releases and build relationships with media representatives to produce stories on school-related accomplishments and innovations.

Minimum Qualifications:
Knowledge of fund development process and procedures
Track record of successful fund development for nonprofit organizations
Background in grant writing
Strong written and verbal skills
Experience with developing and maintaining productive working relationships with key stakeholders
Ability to work independently as needed
Leadership track record
Ability to work productively in team environment

Desirable Qualifications:
College Degree
Quest Peoria Charter School Academy
2503 North University
Peoria, IL 61604
309-402-0030