



The Nonprofit Prophet

★ Ten Star Chapter

Volume 1, No. 5

P. O. Box 40386, Memphis, TN 38174-0386

May 2011

Monthly Luncheon



The University of Memphis: Creating Pathways for Partnership

While you may know that The University of Memphis offers educational opportunities for its students, did you know that it can be a resource for your nonprofit organization, too? Dr. Leigh Hersey will talk about the many resources the University has to offer your organization and its development program, including human resources, knowledge resources, and even some funding resources. She will also give you some keys to help you unlock these resources for your organization.

Speaker:

Dr. Leigh Hersey is an Assistant Professor on the faculty of the Division of Public and Nonprofit Administration at the University of Memphis. Leigh brings years of experience as a fundraising practitioner to her academic work focused on philanthropy and the role nonprofits play in the public policy process. She is a member of the Association of Fundraising Executives, Memphis chapter.

CBU, Thomas Center, 11:30am - 1:00pm

To register for the May 5th luncheon, please visit www.afpmemphis.org.

Paying by credit card (VISA, Mastercard & AmEx) is not only welcome but preferred!

We can only accept cash or checks at the door and we no longer send invoices.

REMEMBER to make your luncheon reservation no later than noon Tuesday (5/3).

Cancellations, when necessary, should be made as early as possible to avoid being invoiced for the unused reservation.

Members \$15

Non-members \$25



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Welcome New Members!

Kim Gaskill
Founding Partner
Gaskill Strategies LLC

Dot Gilbertson
VP, Development
Metropolitan Inter-Faith Assoc.

Maribel Jimenez
Talent Acquisition Bilingual Specialist
ALSAC/St. Jude Children's Research Hospital

Jenny Nevels
Baptist Memorial Health Care

Thomas H. Robinson, Jr.
Development Associate
Metropolitan Inter-Faith Assoc.

Thank You For Your AFP Membership Renewal!

Mary E. Adcox
Mid-South Community College Foundation, Inc.

Patti Coleman
Mid-South Community College Foundation, Inc.

Leigh Hersey
University of Memphis

Leanne McQuown
The Orpheum Theatre

Sandra Palazolo
Volunteer MidSouth

Mary Scheuner, CFRE
Arnoult & Associates Inc.

Emily Sharpe
The Children's Museum of Memphis

Do You Need Event Volunteers?



Events can be very “volunteer intensive” and not all organizations have the manpower, either staff or volunteers, to pull off a successful fundraising event. There’s a solution for that!

STARS (Singles Together Achieving ResultS) is an all volunteer organization that provides special event volunteers for local nonprofit organizations. STARS members are all adults with lots of experience working auctions, runs, tastings, festivals, and other events, and dedicated to making your event a great success.

To learn more about STARS or request volunteers for your upcoming event, contact STARS Nonprofit Liaison, Carol Carlson, CFRE, at (901) 251-6306 (leave a message) or carolcarlson1@comcast.net.

Please provide 30 to 120 days advance notice for your event.

Fill your event staffing needs with STARS!

Thank You!

Our appreciation to Meritan and CBU for allowing us the use of their facilities for our meetings in April.



Thank you Dan Murrell, Connie Gonitzke, Children's Museum of Memphis, GPAC, and Methodist Healthcare Foundation for providing door prizes at our April meeting.



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20 Questions with Clint Cummins

Each newsletter we like to get to know one of our members a little better through a series of 20 questions. This month, Clint Cummins shares a few details on both a personal and professional level.

1. Full name (people know you as)? Clint Cummins
2. Date & place of birth? May 19, 1980 - Corinth, MS; raised in Savannah TN
3. How long have you lived in the area? I moved back to West TN & Memphis 4 years ago this month
4. Occupation? Corporate Systems Director at American Cancer Society; I get to fundraise for a great cause and help companies improve their benefits and wellness programs.
5. Who was your most influential role model? My father without a doubt; he did so much for our family with very little education; he's the hardest worker I've ever seen.
6. Favorite place to go, favorite trip, hike, etc.? Anywhere with sand or a place to snow ski.
7. Favorite local business? Central BBQ, Lenny's, and El Mezcal get most of my money.
8. Favorite food? A thick, well-seasoned medium rare steak cooked at home.
9. Favorite book? *The End of Fundraising* by Jason Saul; I haven't finished it yet, but it already has me thinking about my work differently.
10. Favorite movie? Anything from Quentin Tarantino like Pulp Fiction.
11. What do you waste your money on? Eating out at the places on #7 mostly.
12. What is the craziest & most adventurous thing you have done? Asking a woman how it felt to be the most beautiful woman in a large facility within 5 minutes of meeting her; she married me, so I guess that line works every time.
13. What is your fondest memory? Haircuts and playing ball with my father; I still get to do the haircuts.
14. If you could change one thing about Memphis what would it be? I think it's unfortunate that our leaders let politics and bureaucracy get in the way of practicality and what's best for our residents in the city, county, and metro area.
15. What do you think makes Memphis a good place to live? The small group of people who are working hard to make the city better.
16. Tell me about one hidden Memphis treasure others should know about? Slave Haven Underground Railroad Museum; it's a quick tour and an up close look at history.
17. What do you do to de-stress? Exercise or play a sport that I'm too old to be playing.
18. If you were to try any other profession for one day, what would it be? Basketball coach.
19. What is one fundraising best practice you can share with AFP membership? Do everything in your power to not put yourself in a position to say "no" to a potential donor; In my short career, I've already had to be very flexible with what I or my organization thought was ideal and what the donor needed or wanted.
20. Complete this sentence: Clint Cummins is: dedicated to the fight against cancer and making Memphis a healthier and better place to live!



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Join us for our Thursday, May 19th WEB/AUDIOCONFERENCE!

Developing a Planned Giving Marketing Plan

Presenter: Timothy Logan, ACFRE

Developing a Planned Giving Marketing Plan – Develop an integrated planned giving marketing plan to help you increase gift income and improve overall program performance.

12 noon to 1:30 p.m. – University of Memphis Alumni Center – 635 Normal Street
Please arrive by 11:50 a.m. and feel free to bring your lunch!

Free to AFP Members; \$10 for Non-Members

Register here: www.afpmemphis.org

Also, mark your calendar for our Wednesday, June 1st WEB/AUDIOCONFERENCE.

12 noon to 1:30 p.m. – U of M Alumni Center

2011 Crystal Awards Volunteers

Volunteers for 2011 Crystal Awards are needed to help with committee work and to assist with check-in and table direction the day of the event, Nov. 29th, 2011. If anyone is interested in helping with Crystal Awards, please contact Missy Rainer, missy.rainer@girlscoutshs.org

Save The Date!

AFP Memphis 2011 Annual Conference – “The Changing Face of Philanthropy”

Thursday, August 4, 2011

Holiday Inn - University of Memphis

For more information, please contact Alisa Smallwood
alisa@smallwoodconsulting.net

Nonprofit Job Bank

See the newest job postings at www.afpmemphis.org. If you have a job opening and would like help getting the word out, consider using the AFP website to post your position.

Door Prizes Needed!

If your organization would like to donate a door prize for our monthly luncheon, please contact Laura Terry at Lterry@memphiscac.org

Newsletter Information

In order to get the newsletter out on time, information needs to be sent to the editor no later than the 15th of the previous month. Please send your information, including events for the calendar, to Jennifer Strain at jstrain@campbell-foundation.org. Please help the editor and send calendar events in the correct format.

Thanks!



CALL FOR NOMINATIONS

2011 CRYSTAL AWARDS

**ASSOCIATION OF FUNDRAISING PROFESSIONALS
MEMPHIS CHAPTER**

Nominations are due June 30, 2011.

The Awards will be presented on Thursday, **November 29, 2011** at the National Philanthropy Day luncheon at the Holiday Inn, University of Memphis.

Written nominations should include:

- A complete and concise narrative summary that speaks to each of the award criteria
- Testimonials, letters of support (two preferred) and pertinent attachments are accepted
- Nominators are encouraged to collaborate with other nonprofit organizations in writing the nomination to best indicate the breadth of the nominee's community involvement
- Be sure to include contact information for the nominee and the nominator

The Crystal Awards Selections Committee includes AFP members and past recipients of AFP Memphis Crystal Awards.

Send nominations to: Dee Flood at floodf@methodisthealth.org or to AFP Crystal Awards Nominations Committee, *PO Box 40386, Memphis, TN 38174-0386*.

AWARD CATEGORIES & CRITERIA:

Outstanding Volunteer Fundraiser

- Exceptional leadership in coordinating groups of volunteers for major fundraising projects for two or more nonprofit organizations.
- Exceptional skills in organizing, leading and retaining volunteers.
- Achievement of desired volunteer-based financial results for nonprofit organizations.

Outstanding Philanthropist

- A record of exceptional generosity & commitment to philanthropy through direct financial support, and a public record of outstanding charitable responsibility which encourages the philanthropic leadership of others throughout the community.

Outstanding Corporation

- Financial support of nonprofit organizations.
- Encouragement and motivation of others to take leadership roles in philanthropy and community involvement.
- Inspiring its employees to become community advocates for nonprofit organizations.

Outstanding Foundation or Philanthropic Organization

- Financial support of nonprofit organizations.
- Encouragement and motivation of others to take leadership roles toward philanthropy and community involvement.

Outstanding Fundraising Executive

- Long-term professional fundraising experience
- Practicing & promoting AFP's Code of Ethical Principles
- Persuasive & effective leadership
- Continued professional development
- Personal commitment to philanthropy through volunteer service and financial support of nonprofit organizations.

The nominee must be an AFP member.

Outstanding Executive Leader

- Given to a paid professional in the role of CEO, Executive Director, President, etc., Provides the environment and direction for fundraising in accordance with AFP's Code of Ethics.
- Provides positive & effective leadership
- Demonstrates good stewardship of the organization's resources
- Is intimately involved in fundraising activities, including the development of fundraising staff, the board and volunteers.
- Demonstrates a personal financial commitment to philanthropy through service to and support of their own and other nonprofit organizations.

The nominee is not required to be an AFP member; however, there must be AFP membership among the organization's development staff.

Note: The **Outstanding Youth in Philanthropy** awards are given in a separate process in the Spring so students can receive their awards at a school event in front of their peers.



**2011 CRYSTAL AWARDS
NOMINATION COVER SHEET**

Nominations are due June 30, 2011.

Complete a separate cover sheet for each nomination. Include a narrative summary that speaks to each of the award criteria and include a minimum of two letters of support.

Nominee Name _____

Organization Name _____

Business Address _____

Home Address _____

Phone _____ Business Cell Home

E-Mail _____

Nomination for (check one):

- Outstanding Corporation
- Outstanding Executive Leader
- Outstanding Foundation or Philanthropic Organization
- Outstanding Fundraising Executive
- Outstanding Philanthropist
- Outstanding Volunteer Fundraiser

Nominated by:

Name _____

Organization Name _____

Phone _____

E-Mail _____

- I am an AFP member.
- I am not an AFP member.



CRYSTAL AWARDS PAST RECIPIENTS 1987 - 2010

OUTSTANDING VOLUNTEER FUNDRAISER

1989 Sam Cooper*
1990 Larry Papasan
1991 James H. Prentiss*
1992 S. Herbert Rhea
1994 Charles B. □Chip□Dudley
1995 Scott P. Ledbetter
1996 Carol Prentiss
1997 Richard A. Trippeer, Jr.
1998 Rose Jackson Flenorl
1999 Rita T. Sparks
2000 Sylvia Goldsmith Marks
2001 Dr. Charles Leonard
2002 Ronald A. Belz
2003 Jack R. Blair
2004 P. Trowbridge Gillespie, Jr.
2005 Nancy Fulmer*
2006 Jerry Gillis
2007 Susan Lawless-Glassman
2008 Steve Wishnia
2009 Joe Birch
2010 David Picker

OUTSTANDING PHILANTHROPIST

1987 Morrie Moss*
1988 Avron Fogelman
1989 Bonnie Wilmott Smith
1990 Mertie Buckman*
1991 William B. Dunavant, Jr.
1994 J. R. □Pitt□Hyde III
1995 Mr. and Mrs. Jabie S. Hardin*
1997 Ira Lipman
1998 Carol and Jim* Prentiss
1999 Katherine Hinds Smythe
2000 Ellida S.* and James L. Fri
2001 Bob* and Kitty Cannon
2002 Dorothy Orgill Kirsch
2003 Jean and Frank Norfleet
2004 Andrew M. Clarkson
2005 Dr. Ralph and Barbara Hamilton
2007 Mary and Charles Wurtzbarger
2008 Jeanne and Henry Varnell
2009 Mary Shainberg
2010 Marilyn and Jack Belz

OUTSTANDING CORPORATION

1991 Union Planters National Bank
1992 Buckman Laboratories
1994 Seessel□
1995 Federal Express Corporation
1996 AutoZone
1997 The Commercial Appeal
1998 First Tennessee
1999 Catherine□ Stores Corporation
2000 Jaco Bryant Corporation
2001 Time Warner Cable
2002 Smith & Nephew
2003 Power & Telephone Supply Co.
2004 Baptist Memorial Health Care
2005 AIMS Logistics
2006 Methodist Healthcare
2007 Yuletide Office Plus
2008 Fred□, Inc
2009 Comtrak Logistics, Inc.
2010 Huey□ Grill & Bar

OUTSTANDING FOUNDATION

1990 The Thomas W. Briggs Foundation
1992 Crippled Children□ Foundation
1994 H. W. Durham Foundation
1997 Assisi Foundation of Memphis, Inc.
2000 Women□ Foundation for a Greater Memphis
2001 Hyde Family Foundations
2002 The Arthur F. and Alice E. Adams Foundation
2003 The Knapp Foundation
2004 Hope Christian Community Foundation
2005 Kemmons Wilson Family Foundation
2006 Community Foundation of Greater Memphis
2008 Memphis Grizzlies Charitable Foundation
2010 First Tennessee Foundation

OUTSTANDING PHILANTHROPIC ORGANIZATION

- 1989 Mid-South Lion's Club
- 1990 Junior League of Memphis
- 1991 Le Bonheur Club
- 1992 Les Passees
- 1994 Memphis Chapter J.U.G.S.
- 1995 Friends of the Library
- 1996 Race for the Cure
- 1997 United Way of the Mid-South
- 1998 Madonna Circle
- 1999 The Phoenix Clubs of Memphis
- 2000 Exchange Clubs of Memphis
- 2001 Greater Memphis Salvation Army Auxiliary
- 2002 The Memphis Rotary Club
- 2003 The Duration Club
- 2004 Memphis Area Association of Realtors
- 2005 Subsidium, Inc.
- 2006 Four Seasons/Memory Inc.
- 2007 TWIGS of Le Bonheur
- 2009 Carnival Memphis

OUTSTANDING FUNDRAISING EXECUTIVE

** In memoriam*

- 1988 Leo P. Arnoult, CFRE
- 1989 Philip R. Converse
- 1990 Gid Smith
- 1991 Hayes Fletcher, CFRE
- 1993 Barbara Motley*
- 1994 Marler Stone, CFRE
- 1995 Charles N. McLarty
- 1996 Barbara Kabakoff, CFRE
- 1998 Brother Patrick O'Brien, FSC
- 1999 Margaret Ryan, CFRE
- 2000 Nick Scully, CFRE
- 2001 Kevin Francis Roper
- 2002 Betty Anne E. Wilson
- 2003 Martha Ellen Maxwell
- 2004 Bettye M. Speake, CFRE
- 2005 Gail G. Milnor
- 2006 Perry Dement
- 2007 Paula S. Jacobson
- 2008 Dan H. Murrell, CFRE
- 2009 J.J. Doughtie
- 2010 Virginia Stallworth

OUTSTANDING YOUTH IN PHILANTHROPY

**Individual Award*

***Group Award*

- 2003 St. Mary's Community Fund
- 2005 *Shruti Shah
- **Jewish Foundation of Memphis* B'nai Tzedek
- 2006 *Ginni Fischer
- **Whitehaven High School Student Body*
- 2007 *Claire Campbell
- **Souper Contact*
- 2008 *Sydney Eason
- **University of Memphis Up Til Dawn*
- 2009 *Elizabeth Compton
- **St. Agnes Academy, Vocal Music Department*
- 2010 *Alana Hu
- **White Station 9th Grade Academy*

OUTSTANDING EXECUTIVE LEADER

- 2007 Ellis Haguewood
- 2008 Brier Smith Turner
- 2009 Jim Boyd
- 2010 Ryan Fleur

PARTNERS IN PHILANTHROPY

(SPECIAL AWARD)

- 1990 Federal Express Corporation
- 1999 Memphis Light Gas & Water

☐SPIRIT OF PHILANTHROPY☐

(SPECIAL RECOGNITION)

- 2009 Delores Kinsolving