



New Mexico Chapter

Monthly News Notice

Ethics: *Inspiring Confidence in Your Organization through Integrity in the Community Workplace*

What is the value of a good name? AFP-NM invites you to take your Executive Director or a Board Member to lunch for a stimulating examination of Ethical Fundraising and the Ethical Life of an Organization . . . How do they go together?

Paul Hopkins, Duffy Swan, and Anne Haines Yatskowitz will use the Samaritan Counseling Center's award process for its annual *Ethics in Business Awards* as a catalyst to examine how to create a consciousness or culture of expectation in your organization which reinforces "right behavior," and how the care and nurturing of this ethical culture translates into funding success for your organization.

Handouts for the session will include a summary of the *AFP Code of Ethical Principles and Standards of Professional Practice*, *A Donor Bill of Rights*, and *The Accountable Nonprofit Organization*.

Paul E. Hopkins, D.Min. has served as executive director of the Samaritan Counseling Center of Albuquerque since 1992. Dr. Hopkins is a Clinical Member and Supervisor of Training for the American Association for Marriage and Family Therapy, a Fellow of the American Association of Pastoral Counselors, and a NM licensed marriage and family therapist and clinical mental health counselor. He is past president of the New Mexico Association for Marriage and Family Therapy.

D. F. "Duffy" Swan devoted 35 years in the telecommunications industry, beginning with (then) Mountain Bell in 1965. He served in a number of management and executive capacities in the former Bell System and with USWEST. In 1986, he became Vice President and CEO for USWEST-New Mexico. In 1991, Duffy became part of USWEST's International Division and directed start up businesses in Russia, Hungary and Malaysia. He retired from USWEST International in 1997 but returned to the telecom industry in 2000 when he became Vice President for a rural, domestic (quasi-start up) VALOR Telecomm. Between 1998 and 2004, Duffy served two different periods as UNM's Director of Development and President of its Foundation. In 2004, he became President and COO of French Mortuary, Inc. and the French family of companies.

Anne Haines Yatskowitz is the president/CEO and one of the principal founders of ACCION New Mexico, a local, private, nonprofit organization that extends a lifeline to very small or "micro" enterprises in New Mexico through investing in hard working and visionary emerging entrepreneurs who experience barriers to obtaining traditional business credit. ACCION New Mexico works to strengthen the community and bring about lasting, positive economic and social change. ACCION New Mexico was honored with the Samaritan Counseling Center's 2002 Ethics in Business Award.

Anne, prior to the inception of ACCION New Mexico, Anne directed a feasibility study on behalf of ACCION International to assess the need for the creation of an ACCION micro-lending organization in New Mexico. She also consulted with ACCION International on their overall U.S. expansion efforts. From 1991 to 1992, she was the marketing and program director for MICRO (Micro Industry Credit Rural Organization) of Project PPEP in Tucson, Arizona.

New Location - New Lunch Prices!!!!

Thursday, February 9, 2006 ~ 11:30 a.m. to 1:30 p.m.
(registration at 11:00)

Embassy Suites, 1000 Woodward PI NE, Albuquerque, (505) 245-7100

For: Development staff, Executive Directors and Board members.

Cost: Luncheon cost for this meeting will be \$20 for AFP members and \$25 for non-members.

Advance reservations required by 10am the Monday prior to the luncheon. If you have not RSVP'd by that time, we cannot guarantee you a seat. If you RSVP'd but cannot attend, please cancel your reservation by 10am the Monday prior to the luncheon, or you will be billed.

(AFP members are individuals, not organizations, who have paid their annual dues.)

Mail your check (payable to AFP) to: AFP, c/o Albuquerque Community Foundation,

PO Box 36960, Albuquerque, NM 87176, or contact Tina Flynn at 883-6240 or

tflynn@albuquerquefoundation.org.

When you RSVP, please indicate if you are an AFP member and

if you would like to order a vegetarian dish.

2006 Meeting Schedule

February 9

March 9

April 21

Combined Meeting with
New Mexico Planned
Giving Council
"Legacy Day" Luncheon

May 11

June 8

No Meeting in July

August 10

September 14

October 12

November 15
Philanthropy Day

December 14

Jan 11, 2007

AFP NM Website
www.afp-nm.org

Job searching? Be sure to check out our expanded job listings at the AFP-NM website (aft-nm.org). If you are seeking a great new Fundraiser, send me your job listing for placement on our website in this "News Notice" (mjbarber@casaesperanzanm.org).

AFP and NM Planned Giving Council Audio-Conferences

Join us for the next teleconference sessions for an opportunity to learn from and interact with experts in fundraising. The AFP sessions qualify for 1.5 points toward CFRE education requirements. Many of the NMPGC sessions qualify for 1.5 CE credit hours from the Certified Financial Planner Board of Standards, Inc. There is no charge for AFP and NMPGC members. Non-members pay a small fee per session at the meeting. Advance registration is required and appreciated. Seminars are 11:00am - 12:30pm.

Free to AFP & NMPGC Members \$25 all others

Association of Fundraising Professionals Virtual Seminars meeting at United Way, 2340 Alamo SE.

RSVP to ladonna@uwcnm.org.

FEBRUARY 7, 2006, TUESDAY, *Ask - Anyone for Any Amount for Any Purpose!* Laura Fredricks, JD

APRIL 19, 2006, WEDNESDAY, *Leading Up: Transformational Leadership for Fundraisers*, Lilya Wagner

MAY 9, 2006, TUESDAY, *Achieving Donor Loyalty*, Adrian Sargeant

JUNE 7, 2006, WEDNESDAY, *Endowment Building: Starting on a Firm Foundation*, Diana S. Newman, CFRE

JULY 11, 2006, TUESDAY, *Strategic Planning to Lower Fundraising Costs and Boost Revenues (Fundraising strategic planning)*, Mal Warwick

AUGUST 9, 2006, WEDNESDAY, *Corporate Friends, Corporate Partners, Corporate Funders: Getting Corporate Support Right!*, Gene Scanlan, Ph.D., CFRE

DECEMBER 5, 2006, TUESDAY, *What Fundraisers Need to Know about Budgets & Financial Statements* **WEBCONFERENCE (AUDIO + WEB), R. Barkley Calkins**

NCPG Virtual Seminar Schedule meeting at NM Baptist Foundation Conference Center, 2517

Wyoming Blvd NE. RSVP to Lee Black @ lee@nmbf.com.

MARCH 15, 2006, WEDNESDAY, *Complex Charitable Real Estate Gifts: Issues and Solutions*, Charles O. Mahaffey, Jr., Wachovia National Center for Planned Giving, Winston-Salem, NC & Allen F. Thomas, Devereaux Foundation, Villanova, PA

MAY 17, 2006, WEDNESDAY, *The Good, Bad, and Ugly: Insights Into Your Marketing from Insiders*, Kevin Johnson, Retriever Development Counsel, LLC, Portland, OR

JULY 19, 2006, WEDNESDAY, *Getting to Yes! A Guide to Understanding and Communicating with Our Elder Citizens*, R. Jay Ribble, American Red Cross, San Antonio, TX

SEPTEMBER 13, 2006, WEDNESDAY, *Managing Donated Life Insurance Policies*, John Elbare, Florida Philanthropic Advisors, LLC, Lutz, FL

Government Affairs Committee, Chair, Felicia Griffin

AFP members, I am excited to be the 2006 Chair of the Government Affairs Committee. I will do my best to keep you in the know on what's going on pertaining to charitable giving at the local, state and federal levels of government. We all represent so many good causes and so many good people. It's important to make sure your legislator knows what issues are important to you and your community at large.

I ask that each of you find out who your state and federal elected officials are by calling your local county clerk's office, OR to find the names and contact info for your legislator visit www.legis.state.nm.us. There will be a "Public Policy" section added to the local AFP Chapter website in the future, so check it often to see what legislation could effect the work you are currently doing. If you have any questions or would like to join this committee please contact me at fgriffin@nmvoices.org.

House Passes Tax Reconciliation Bill Without Charitable Giving Incentives or Reforms (Dec. 19, 2005) On Thursday, Dec. 15, 2005, the U.S. House of Representatives approved H.R. 4297, the *Tax Relief Extension Reconciliation Act of 2005*, by a vote of 234 - 197.

H.R. 4297 extends several current-law provisions that are expiring in the near future. For instance, the lower tax rates on capital gains and dividends are extended in the bill. The House version does *not* contain any of the charitable giving incentives or the charitable reform provisions found in the Senate approved companion legislation, S. 2020, the *Tax Relief Act*. However, H.R. 4297 appears to have a charitable giving incentive related to computer donations that AFP believes will allow the House and Senate to negotiate charitable giving provisions during conference.

The Senate's bill includes key CARE Act giving incentives, including: Tax-free distributions from individual retirement accounts for charitable purposes (IRA rollover provision); Deduction for a portion of charitable contributions to be allowed to individuals who do not itemize deductions (nonitemizer provision); Modification of charitable deductions for contributions of food inventories (food donation provision); although AFP was pleased to see the inclusion of the IRA rollover provision in the Senate bill, it is concerned about several charitable reforms that also were included in the bill, including provisions that: impose new user fees on donors claiming certain deductions; modify substantiation and recordkeeping requirements for certain charitable contributions (creating more paperwork and bureaucracy for charities); change deduction rules for clothing and household items. It is unclear whether the House and Senate will complete their conference on their bills before the end of the year. AFP will continue to monitor the situation and work with members of congress to both advocate for charitable giving incentives, such as the IRA rollover provision, and voice its opposition to overly burdensome charitable reforms.

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Tina Flynn

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Paying for Luncheon Meetings - We now accept Visa and MasterCard as a form of payment for the luncheons. You may now register and pay on-line at www.afp-nm.org.

Membership - Interested in becoming a member of AFP? Please contact Michelle Bishop-Couch, 514-7448 or m4whit@aol.com and find out the wonderful benefits of joining.

Community Table - Do you want to advertise an event you are planning or a service you offer? Bring information to the monthly luncheons to leave on our community table for others to pick up.

Professional Development/Scholarships: The next deadline for applying to take the CFRE test needs to be post marked by March 24, 2006. The application and all the information about the new on-line testing can be found on the CFRE web site. Beginning in April, 2006 those wishing to take the **CFRE exam** will be able to do so via computer at any one of 300 testing centers in North America. Candidates will continue to apply for in the usual manner to CFRE International for certification, but once approved will make their own reservation for a personal testing. [The 43rd AFP Conference on Fundraising will be held April 2-5 in Atlanta, Georgia.](http://conference.afpnet.org) It will have more than 125 educational sessions, exhibitors and lots of networking opportunities. For more information visit <http://conference.afpnet.org>. For more information on any of these topics call Susan Simons, CFRE at 277-3217.

COMING IN MARCH!

Lynn Trojahn, Vice President of Advancement for ACCION New Mexico, will present *From the Macro to the Micro of Philanthropy: How Giving Makes a Difference All Over the World and in New Mexico!* Lynn's presentation will explore the history of philanthropy, philanthropy across the world, America's role in mega philanthropy, and the pride we can feel in New Mexico's landscape of giving. Lynn is past-president of the New Mexico Association of Fundraising Professionals and was awarded AFP-NM's Outstanding Fundraising Professional for New Mexico in 2003.

CHANGE OF VENUE Alas, we must leave our friends at Sheraton Uptown, as they are planning a huge remodel during the 2006. So, we are **moving our monthly luncheons to the Embassy Suites, 1000 Woodward Pl NE starting with the February 9th meeting.** Unfortunately, this necessitates an increase in **luncheon prices to \$20 for members, and \$25 for nonmembers.** Thanks for your patience and understanding. Eileen Cook, President.

(Job listings continued on page 4)

Job listing:

DEVELOPMENT DIRECTOR, Ghost Ranch Education and Retreat Center Ghost Ranch, an education and retreat center of the Presbyterian Church (USA) is seeking an experienced Director of Development based in Abiquiu and Santa Fe. Seeking candidates who have a spiritual connection to the Ranch and can demonstrate significant experience in donor development, outreach and marketing. Prefer strategic thinker with entrepreneurial skills, donor databases, and fund raising software (preferably Raiser's

Edge). Candidates with church related experience preferred. Volunteer experience should be included. A Bachelors' degree is required, and an advanced degree is preferred. The successful candidate should be able to come on board and work immediately. Contact and/or send background information to Cliff Kraus, Human Resources at Ghost Ranch, HC 77, Box 11, Abiquiu, NM 87510. (505) 685 4333, ext. 157; fax (505) 685 - 4519; e-mail: cliffk@ghostranch.org.

DEVELOPMENT ASSOCIATE, HARWOOD MUSEUM OF ART, THE UNIVERSITY OF NEW MEXICO, Taos, NM, to raise funds in support of various UNM projects and programs in the Taos area. Responsible for: coordination of the Museum's

overall fundraising efforts working closely with the Director, staff and Governing Board members, and the Harwood Museum Alliance membership organization; fundraising for to support renovation of the property and to support programs; working with a fundraising team for the arts at UNM. Full-time with benefits. Minimum requirements: Bachelor's degree with 3-5 years experience. To Apply: For complete information including closing dates, minimum requirements, and instructions on how to apply for these or any other UNM positions, please visit our website at: <http://jobs.unm.edu> or call (505) 277-6947. This posting closes January 3, 2005. The University of New Mexico is an affirmative action Equal Opportunity Employer & Educator.

RCI, Inc. has served developmentally disabled children and adults since 1958 and is seeking a **Resource Development Director** to plan, implement and maintain fund-raising programs. A proven track record of success and previous experience required. Salary commiserate with experience. 100% employer paid healthcare benefit for employees. Send resume and cover letter to RCI, Inc. Attn: Human Resources Director 1111 Menaul NE, Alb., NM 87111, or email to DavidB@rci-nm.org. RCI is an EEO/Affirmative Action employer. Visit our website at www.rci-nm.org.

Director – Financial Development; Republican Party of New Mexico- Reports To: Executive Director and Chairman; Duties: Manages the Party's fundraising activities to include Direct Mail, Telemarketing, and special events; researches political contribution patterns and donors; develops prospective contributors; and assists

the Chairman with his fundraising duties. Develops annual fundraising plan and schedule of events based on guidance from the Executive Director and goals established by the Chairman and Party officers. Salary: \$40,000 – 48,000 per annum, depending upon experience. May receive an incentive bonus. Benefits noted on AFP-NM website. Please mail resume to: Director of Financial Development Position, Republican Party of New Mexico, POBox 94083, Albuquerque, NM 87199-4083.

Ronald McDonald House Charities of New Mexico (RMHC-NM) is recruiting for a **Development Director**. This is a new position for the organization. The Development Director will share with the Executive Director the responsibility for the financial and resource development and sustainability of the organization by developing and implementing fundraising strategies to raise the annual operating budget. RMHC-NM is embarking on a \$3 million capital campaign to expand the current facility and the Development Director will play a key role in this endeavor. We are looking for a mid-level development person with a minimum of 5 years fundraising experience who can grow in the job. This position requires resourcefulness, grant writing experience, the ability to identify and research prospects, plan initiatives, organize priorities, develop and execute major and planned giving strategies and work with donor database. This is a salaried, exempt position. Salary range: \$35,000 - \$50,000 depending on experience. Benefits include paid health insurance, vacation, and holidays. Resumes can be emailed to smann7@comcast.net or mailed to: 1011 Yale NE, Albuquerque, NM 87106.

Job searching? Be sure to check out our expanded job listings on the AFP-NM website (aft-nm.org). If you seeking a great new Fundraiser, email (mjbarber@casaesperanzanm.org) me your job listing for placement on our website or in this "News Notice."

Return Service Requested

New Mexico Chapter



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c/o Albuquerque Community Foundation
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