



New Mexico Chapter  
December 2007

2007 Luncheon Date

**December 13**

2008 Luncheon Dates

**January 10**

**February 21**

**March 13**

**April-Northern  
New Mexico**

**May 15**

**June 12**

**July-No Meeting**

**August 7**

**Sept 11**

**Oct 16**

**November 14  
National  
Philanthropy Day**

**December 11**

**[www.afp-nm.org](http://www.afp-nm.org)**

# The Link

AFP Newsletter

**Pam Hurd-Knief, CFRE**

## ***It's not about you; it's all about the donors!***

It's hard to separate ourselves from our fundraising work; but that's exactly what we need to do to be successful. This session will focus tools and tactics for donor-centered fundraising including handling rejection, dealing with complaints (and concerns within and outside of your control), the "passion" question and donor as opposed to organization centered philanthropy.

Since her 1993 move to New Mexico, Pam has held Director of Development positions at some of Albuquerque's largest non-profits and is currently serving as the Interim Vice President for Development & Director of Major Gifts for UNM. Pam currently leads a team of over 60 development professionals and 40 support staff charged with raising current and deferred private support for the university. UNM raised over \$72 million in FY 06-07.

Pam, the 2005 President of AFP NM, currently serves on the Boards Abq. Rape Crisis Center and the Samaritan Counseling Center Foundation. She also serves as an elected member of the International Association of Fundraising Professionals' Ethics Committee, an appointed member of the Association's national philanthropy awards and membership services committees.

**Thursday, December 13, 2007 11:30 a.m. to 1:30 p.m.** (registration and networking 11:00-11:30 am, Luncheon: 11:30 am.) Embassy Suites, 1000 Woodward Place NE, Albuquerque, NM (505) 245-7100.

For: Development staff, Fundraisers, Executive Directors and Board members. Cost: Luncheon Cost for this meeting will be \$20 for AFP members and \$25 for non-members.

The deadline to receive lunch reservations is **5 p.m. Friday, December 7, 2007**. Any reservations received after the deadline will be put on a waiting list the day of the luncheon. The waiting list does not guarantee you a seat. Individuals on the waiting list will not be seated until 12 p.m. Please make your reservations on time. If you RSVP'd but cannot attend, please cancel your reservation by 5 p.m. the Friday prior to the luncheon, or you will be billed. (AFP members are individuals, not organizations, who have paid their annual dues.)

**Reservation Contact: Please call Melody Mar Johnson at 505-239-9106 or make your reservations online at [www.afp-nm.org](http://www.afp-nm.org) or E-mail [marjohnsonafp-nm@comcast.net](mailto:marjohnsonafp-nm@comcast.net).** Mail your check payable to AFP to: AFP NM, PO Box 37408, Albuquerque, NM 87176-7408 please indicate if you are an AFP member and if you would like to order a vegetarian dish.

***December 13 Luncheon  
Final Vote of  
The AFP-New Mexico  
2008 Board of Directors***

**President - Felicia Griffin  
Pres-Elect - Pamela Chavez  
Past-Pres - LaDonna Hopkins  
Treasurer - Celia Merrill  
Secretary - Anita Cordova  
VP NPD Co-Chair - Robin Brule  
VP NPD Co-Chair - Phelosha Collaros  
VP - Education & Membership Development - Jim Bonnell \*  
Program Chair - Maryle Barber \*  
Education Day co-Chair - Deanne McElroy \*  
Education Day co-Chair – Maureen Simmons \*  
Professional Development - Marla Caulk \*  
Diversity co-Chair - Donna Romoser \*  
Diversity co-Chair – Charles Lowery \*  
Ethics – Kathleen Raskob  
Youth in Philanthropy - Lisa McCulloch  
Government Relations – Judith Tamm  
Communications - Dana Valardi  
Membership – Tim Clairborne  
Hospitality – Arlene Gabaldon  
NGO Liaison – Susan Simons**

**\* All positions to work in synchronization with the VP position of Education & Member Development.**

**The above slate will be presented to the membership for final vote by AFP members at the December 13, 2007, monthly luncheon.**

**ARTICLE VII - CHAPTER BOARD OF DIRECTORS**

**Section 1. Composition. The Chapter Board of Directors shall consist of no less than seven (7) nor more than [eighteen (18)} twenty-five (25) individuals (including officers) who shall be elected by the members of the chapter eligible to vote.**

**2007 AFP Board of Directors**

Chapter President-LaDonna Hopkins  
E-mail lhopkins@afp-nm.org

President-Elect-Felicia Griffin  
E-mail fgriffin@afp-nm.org

Past President-Eileen Cook  
E-mail ecook@afp-nm.org

Secretary-Anita Córdova  
E-mail acordova@afp-nm.org

Treasurer-Celia Merrill  
E-mail cmerrill@afp-nm.org

Co-VP for Philanthropy Day-Jean Block  
E-mail jblock@afp-nm.org

Co-VP for Philanthropy Day  
Pamela Chavez  
E-mail pchavez@afp-nm.org

VP for Membership-Maryle J. Barber  
E-mail mbarber@afp-nm.org

VP for Programs-Patricia Brkich  
E-mail pbrkich@afp-nm.org

Communications-Ashley Lawrence  
E-mail charlestoncharms@comcast.net

Diversity-Donna Romoser, CFRE  
E-mail dromoser@afp-nm.org

Strategic Education -Jim Bonnell  
E-mail jbonnell@afp-nm.org

Ethics Education-Lee Pattison  
E-mail lpattison@afp-nm.org

Government Affairs-Judith Tamm  
E-mail jtamm@afp-nm.org

Hospitality-Jennifer Lowe  
E-mail jlowe@afp-nm.org

Professional Development  
Marla Caulk, CFRE  
E-mail mcaulk@afp-nm.org

Youth in Philanthropy-Robin Brule  
E-mail rbrule@afp-nm.org

Staff  
Melody Mar Johnson  
Phone (505) 239-9106  
E-mail marjohnsonafpnm@comcast.net

***Welcome!***  
***New AFP Members***

Sabra Aaron McCullough  
Development Officer  
UNM School of Medicine

Kate Mulqueen  
Campaign Director  
State Bar of New Mexico

Roxanne Rivers-West  
Development Director  
YMCA

Shalini Shanker  
Director of Advancement  
Amy Biehl High School Foundation

Aileen Tracey  
Executive Director  
Friends of the Rio Grande Nature Center

***AFP December Audio-Conference Series***

Please join us for the next teleconference session for an opportunity to learn from and interact with experts in fundraising. The AFP sessions qualify for 1.5 points towards CFRE education requirements. There is no charge for AFP and NMPGC members. Non-members pay a \$15 fee per session at the meeting. Please register in advance with Melody Mar Johnson 505-239-9106 or E-mail [marjohnsonafp-nm@comcast.net](mailto:marjohnsonafp-nm@comcast.net)  
**Audio conferences are held at the United Way of Central New Mexico on the 2nd floor at 2340 Alamo, SE.**

***December 11, Tuesday 11:00 am to 12:30 pm***

***Navigating Beyond "No" The Nuances of Negotiation for Major and Planned Gifts; Pat Moline, CFRE, CFP and Bradley R. Shafer, J.D.***

***Thank you to our sponsors the Association of Fundraising Professionals and the Center for NonProfit Excellence.***

## Job Postings

**St. Martin's Hospitality Center: Development Director:** Responsibilities include fundraising, grant writing, event planning & donor relations for local non-profit serving homeless individuals. This position requires a relevant degree + 2 years experience in fundraising, public relations, and development. Experience with Grant writing preferred. Please apply to Human Resources St. Martin s, Box 27258 Alb 87125 or fax 242-4861 or email: [jtripp@smhc-nm.org](mailto:jtripp@smhc-nm.org). EOE.

**Presbyterian Ear Institute: Executive Director:**Responsible for the overall management of the agency operations. A graduate degree in one of the following: Audiology, Speech-language pathology, or Oral deaf education. A minimum BBA degree. Preferred experience of a minimum three years administrative/management experience. Skills in fiscal management, fundraising, agency/program planning, and public relations. Please send cover letter, resume, and references to Kiki Stallcup [peikikis@aol.com](mailto:peikikis@aol.com) or mail to 415 Cedar SE Albuquerque, NM 87106 or fax: 505-224-7023.

**Cuidando Los Ninos: Community Outreach Specialist:** is seeking an energetic caring individual to develop our volunteer base, develop in-kind donations and services, talk to groups around town about our mission, and enjoy learning how our agency works. See <http://www.clnkids.org>. Please e-mail resume to [info@clnkids.org](mailto:info@clnkids.org) or fax to 843-9409. EOE. Open until 11/16/07.

**Cuidando Los Ninos: Executive Director:** is a small non-profit serving the Albuquerque area seeks Executive Director. CLN provides high quality childcare and therapeutic services to children experiencing homelessness, including support services that assist and strengthen their families. Responsibilities include oversight of all programs, financial management, fundraising, staff supervision, and community outreach. A Spanish fluency a plus. Women and people of color strongly encouraged to apply. Salary and benefits commensurate with experience. A budget is approximately 1 million dollars a year, with 25 employees. Resume and cover letter by 5:00 pm, Nov 26<sup>th</sup> to [lrstern@comcast.net](mailto:lrstern@comcast.net).

**Archdiocese of Santa Fe, Office of Development: Annual Appeal Operations Manager:** Coordinate planning, preparation and implementation of Annual Appeal Campaign; Coordinate and perform all operational duties related to the processing and accounting of incoming pledges, payments, reminders, reports, etc. Full-time with benefits; 35 hour week; some overtime; office located in Albuquerque; 2 years post-secondary or administrative experience with bookkeeping, computer software applications. E-mail cover letter and resume to: [csalcido@archdiocesesantafe.org](mailto:csalcido@archdiocesesantafe.org) or mail to: C. Salcido, Human Resources, Archdiocese of Santa Fe, 4000 St. Joseph's PI NW, Albuquerque, NM 87120

**Multiple Sclerosis Society: Programs Coordinator:** is responsible for the development and management of client programs and services under the guidelines of chapter and agency policies. Position includes planning and implementing the operational plan, managing volunteers, maintaining community resource database, professional education, organizing seminars, care management, community development and writing grants. Candidates must possess a BA/BS or equivalent with strong social services / nonprofit background.

Please submit resume, salary requirements, and references by e-mail to [jackie.meadows@nmss.org](mailto:jackie.meadows@nmss.org) or fax (303) 824-6668. Please specify job title and location in your correspondence. Only candidates selected for further consideration will be contacted. Excellent benefits and competitive salary offered. EOE M/F/D/V.

**Job postings continued on next page**

## ***Job Postings***

**University of New Mexico: Development Officer (M48189):** The University of New Mexico Public Events Department seeks a dynamic development officer to lead the strategic fundraising component of this \$4,000,000 operation. The UNM Public events department manages Popejoy Hall, a 2000-seat multidisciplinary performing arts center, hosting dance, drama, music, comedy, cultural, and Broadway productions, as well as community outreach and educational programs.

The successful candidate for this position will serve as the primary fundraiser with existing and prospective donors, must have a proven track record of donor identification, cultivation, solicitation, and stewardship, and will take a leadership role in advisory board recruitment and development. Bachelor's degree; at least 5 years of documented professional experience directly related to the duties and responsibilities specified. ALL APPLICATIONS FOR THIS POSITION MUST BE SUBMITTED VIA eJOBS, OUR ON LINE APPLICATION/RESUME SYSTEM. Go to eJOBS, <http://ejobs.unm.edu> to apply.

**Thank You to our Major Sponsors and the AFP National  
Philanthropy Day Committee for a wildly successful event on  
November 16th !**



NEW MEXICO  
**BUSINESS WEEKLY**

**albuquerque**  
THE MAGAZINE