



FORMERLY NSFRE

JULY 2006

PALM BEACH COUNTY CHAPTER

## MEMBER SPOTLIGHT



**T**he Area Agency on Aging Palm Beach/Treasure Coast named Maureen Wheat, M.DIV., Director of Charitable Giving in December 2005.

With her Masters of Divinity from Harvard University, Maureen focused on community and urban ministry, which took her into areas of addressing the needs of home-

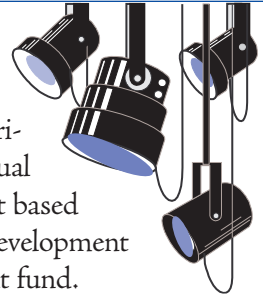
bound elders throughout Boston and most recently in Sarasota, Florida. Maureen was also tapped to facilitate a round table discussion on elders and volunteerism for the Boston Regional Mini-White House Conference on Aging. Maureen strongly believes that collaboration and stewardship have been vital keys to the success of the programs she has both initiated and grown and she has applied these critical principles to her work in resource development.

As Assistant Director of Charitable Gift and Estate Planning at the Unitarian Universalist Association in Boston, her work trained her in the complexities and challenges of

fundraising. During her tenure there, she helped to increase the realization of gifts by over 50%. Building on this experience, Maureen directed a successful annual campaign for an international non-profit based in Florida and played a key role in the development and implementation of their endowment fund.

In her position as Director of Charitable Giving for the Agency, Maureen envisions the community being involved in developing and implementing strategies for securing resources. These resources will sustain the Agency's mission, "To advocate, plan and promote independence, dignity, health and well-being of seniors and their caregivers."

Maureen Wheat also serves as the Diversity Chair on the AFP, Palm Beach County Chapter Board. Maureen can be reached at the Area Agency on Aging Palm Beach/Treasure Coast at (561)-684-5885 or by e-mail at WheatM@ElderAffairs.Org.



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## Summer Social

Thursday, August 17th

5 p.m. - 7 p.m.

Cocktails & Hors d'oeuvres \$25

(2 drinks, appetizers)

at new location--

Leila's Restaurant

120 S. Dixie Hwy., West Palm Beach

Come see Belly Dancers smoke out of a Hookah!

Leila's food is great - if you would like to stay for dinner, please make reservations- 561-659-7373. Roy Assad, owner will donate 10% of all dinner checks back to AFP.

## NEW MEMBERS

(For the period between 03/01/2006 and 05/31/2006)

Carrie Browne  
Individual & Major Gift Director  
American Heart Association

Sophia Althea Nelson  
Vice President Development  
Upsacle Events by Mosaic

Vivianne Hall  
Assoc. Director of Development  
Children's Home Society

Ted E. Seymour  
President & CEO  
Active Outreach Mission  
Fund, Inc.

Meredith Hughes  
Director of Development  
Lantana, FL 33465

Diane Shawcross  
Director of Advancement  
Unity School of Delray Beach

Gail M Kleinert  
Area Director of Development  
American Lung Association of  
Florida, SE

Therese M. Shehan  
Executive Director  
Armory Art Center, Inc.

Tom Longo  
Marketing/Communications  
American Red Cross  
Greater Palm Beach Chapter

Susan Ann Siegel  
Southeast Dir of Development  
B'nai B'rith International  
Delray Beach, FL 33446-1320

**NO MONTHLY MEETING  
IN AUGUST - SEE SUMMER SOCIAL  
INFORMATION ON FRONT PAGE.**

## MONTHLY MEETING NOTICE

**July 20, 2006**

**Speaker:** BRUCE HEARD, CFRE, CEO  
*Jupiter Medical Center Foundation*

**Subject:** ETHICS (with interactive exchange between  
members through Case Studies to discuss & dissect)

The Governor's Club  
Noon Buffet Luncheon

11:30 a.m. Networking • 12:00 Program

**FAX OR E-MAIL YOUR RSVP TO:**

Heather Landstrom (561) 712-9221  
hslandstrom@opportunitypbc.org by July 14, 2006

### Member Registration

Name \_\_\_\_\_

Organization \_\_\_\_\_

Phone \_\_\_\_\_

### Guest Registration

Name \_\_\_\_\_

Organization \_\_\_\_\_

Phone \_\_\_\_\_

Are you an AFP member? \_\_\_\_\_ Yes \_\_\_\_\_ No

If no, would you like membership information? \_\_\_\_\_ Yes \_\_\_\_\_ No

West Palm Beach, FL 33416-8279  
P.O. Box 18279  
AFP/Palm Beach Chapter



<b>PRESIDENT</b> Stanton F. Collemer Palm Healthcare Foundation	561-833-6333 scollemer@palmhealthcarefoundation.org
<b>PRESIDENT-ELECT</b> Marie A. Bloom Deckert, CFRE Bascom Palmer Eye Institute	561-515-1527 mbloom@med.miami.edu
<b>SECRETARY</b> Lorie Stinson South Florida Fair and Exposition	561-790-5245 lorie@southfloridafair.com
<b>TREASURER</b> Roxanne Jacobs, CFRE Palm Beach Hab Center	561-965-8500 rjacobs@pbhab.com
<b>VICE-PRESIDENT - PROGRAMS</b> Jan L. Rodusky, CFRE Palm Healthcare Foundation	561-833-6333 jrodusky@palmhealthcarefoundation.org
<b>VICE-PRESIDENT - MEMBERSHIP</b> Kathleen Emmett, CFRE Hospice Palm Beach County, Inc.	561-273-2259 kemmett@hpbcc.com
<b>AFP FOUNDATION CHAIR</b> Pat Lord PBCC Foundation	561-868-3570 lordp@pbcc.edu
<b>CHAPTER SERVICES CHAIR</b> Heather Landstrom Opportunity, Inc.	561-7-12-9221 hlandstrom@opportunitypbcc.org
<b>MEMBER SOCIAL CHAIR</b> Cal Miller Gulfstream Goodwill	561-848-7200 cmiller@gulfstreamgoodwill.com
<b>FLORIDA CONFERENCE CHAIR</b> Joanne Towner, CFRE Easter Seals Florida	561-471-1688 jtowner@fl.easterseals.com
<b>MENTORING CHAIR</b> Sonya Davis Lighthouse Center for the Arts	561-746-3101 sonya@lighthousearts.org
<b>NORTH COUNTY LIAISON</b> Donna V. Ghioto Success Marketing & Consulting	561-602-3726 dghioto@adelphia.net
<b>NEWSLETTER CHAIR</b> Sandy Thomas	561-818-9251 thomasart@adelphia.net
<b>PUBLIC RELATIONS CHAIR</b> Margaret P. Hudson Junior Achievement	561-242-9468 Ext. 102 margaret@JuniorAchievement.com
<b>SPONSORSHIP CHAIR</b> Jay Browning Florida Atlantic University, Boca	561.297.2119 jay.browning@fau.edu
<b>SCHOLARSHIP CHAIR</b> Stacey A. Dowdle The Caron Foundation d.b.a. Renaissance Institute of Palm Beach	561-241-7977 sguzas@renaissanceinstitute.net
<b>WEBSITE CHAIR (JOB BANK)</b> Martie Henry Exit World Realty	(561) 716-4459 AFP@MartieHenry.com
<b>GOVERNMENT RELATIONS</b> Suzanne Foley Legal Aid Society of Palm Beach County	561-655-8944 ext. 279 sfoley@legalaidsbpc.org
<b>IMMEDIATE PAST PRESIDENT</b> Suzanne Cabrera, CFRE The Lord's Place, Inc.	561-494-0125 ext. 137 scabrera@thelordsplace.org
<b>SOUTH COUNTY LIAISON</b> Michael Lichtenstein Atlantic Capital Management of Florida, Inc.	561-686-6844 mnl_acm@hotmail.com
<b>DIVERSITY CHAIR</b> Maureen Wheat Area Agency on Aging	561-684-5885 wheatm@elderaffairs.org
<b>NPD CHAIR</b> Leah Miles South Florida Science Museum	561-281.1793 leahmilestwogo@yahoo.com
<b>CERTIFICATION/EDUCATION CHAIR</b> Cora Brown, CFRE Children's Home Society of Florida, So. Coastal Div.	561-868-4316 cora.brown@chsfl.org

## CONGRATULATIONS TO AFP PALM BEACH CHAPTER MEMBER, DENNIS STEFANACCI, ACFRE!



This year AFP and AFP Foundation for Philanthropy launched a joint program to recognize long-term service to our profession. The Leadership Society is designed to provide meaningful ways for continued involvement in advancing ethical and effective fundraising and philanthropy. AFP members that have given \$10,000 or more to the Foundation are invited to join and to continue their commitment of time, talent and generous support at the President's Club level.

There are currently 64 charter members of the Leadership Society and our very own, Dennis Stefanacci, ACFRE is among this elite group. A special thanks to Dennis for his continued support to AFP.

## PLANET PHILANTHROPY 2006 Have you registered?

*Don't Miss Sunday October 22, 2006!*

Planet Philanthropy 2006 is pleased to offer additional educational workshops Sunday, October 22, 2006 from noon - 4 p.m. which will be presented by Alexander Haas Martin & Partners. If you have not already registered, you may register at [www.planetphilanthropy.org](http://www.planetphilanthropy.org).

Planet Philanthropy will be held at the Rosen Shingle Creek Resort and Golf Club in Orlando October 22-25.

*Save The Date!*

**NATIONAL PHILANTHROPY DAY**  
**Wednesday, November 15, 2006**  
**Kravis Center**

Members interested in joining the NPD Committee, please contact Leah Miles at 561-281-1793. The meetings are held at the American Heart Association, 2300 Centrepark West Drive, West Palm Beach (north of Belvedere; turn west off Australian onto Centrepark). The next meeting will be held July 7, 8:30 a.m.

# MEMBER RESOURCES

## AFP Member Benefit: The Fundraising Resource Center

Need help with a feasibility study? Looking for sample job descriptions or campaign timelines?

Call the AFP Resource Center! AFP members can take advantage of the services and expertise of the Fundraising Resource Center at NO CHARGE. Need a testimonial? According to AFP member Alyce Lee Stansbury, the AFP Resource Center "is one of the best benefits of AFP membership. The quality of the information and the ease of access are well worth the price of membership." Even if members use the AFP Resource Center just three times during the year, they can recoup the cost of their memberships! Never used the Resource Center? Knowledgeable staff are available from 9 a.m. to 6 p.m. Eastern time to provide information on topics ranging from endowments to the Internet to development personnel salaries.

Requests for information can be submitted by phone at 800-668-FIND, email at [resctr@afpnet.org](mailto:resctr@afpnet.org) or fax at 703-683-0629 using the form found at [http://www.afpnet.org/content\\_documents/Form\\_for\\_RC.10.20.pdf](http://www.afpnet.org/content_documents/Form_for_RC.10.20.pdf). Please be sure to provide your membership number to expedite the process! The center will then research and prepare a customized response based on the materials the center has available.

In addition, if you plan to be in the Washington, D.C., area, you can visit the Fundraising Resource Center and research topics on-site. Center highlights include:

- More than 3,200 reference works and periodicals on fundraising and development
- Specialized research by staff
- Computerized database to survey the library collection and access bibliographies
- Ethics information and consultant lists
- Free fax service for members (up to five pages)
- On-site access to the AFP Library

The AFP Fundraising Resource Center is funded in part by a grant from the AFP Foundation for Philanthropy. For more information, call the center directly at 800-668-FIND (from the United States and Canada) or from Mexico call 866-837-1947.

## Member Benefit: Networking in your Community and Around the World

The Association of Fundraising Professionals (AFP) provides its members with some of the best networking opportunities available – at the local, national and international levels!

From local chapter events to international online discussion groups to the International Conference on Fundraising, AFP members have both in-person and online opportunities to network and learn from each other.

At the Local Level All 173 AFP chapters hold chapter meetings and sponsor educational and networking events, like Fundraising Days and National Philanthropy Day® events. They also provide support, guidance and camaraderie to development professionals in their local communities.

"I believe that AFP provides one of the best opportunities in the sector to network with both colleagues and organizations who are interested in philanthropy," says Heather Innes, division manager, public sector, United Way of Calgary. "In Calgary, through regular luncheons, courses, the mentorship program and the many volunteer opportunities, we are able to meet individuals who care as much as we do about the nonprofit sector. We are able to openly discuss the current and future state of our sector and share our mutual passion for creating a stronger community.

"We support each other in our missions and in reaching our goals – together we are stronger. I am amazed by how supportive a community of over 250 AFP members can feel. AFP members really care about each other and make a real effort to help one another."

### International Friend Raising

"The ability to network with peers from all over the world [at the International Conference on Fundraising], learn from some of the stars in our profession and shop for vendors all in one place is truly a benefit to me and my organization," says Susan Earl Hosbach, CFRE, vice president, resource development, Boys & Girls Clubs of Middle Tennessee, Nashville.

The annual International Conference on Fundraising brings together thousands of fundraising professionals like Susan who recognize the value of networking globally. Attendees at the International Conference can network and learn from each other. At the affinity roundtables, for example, discussion is organized by topic or sector allowing fundraisers from all over the world the opportunity to discuss challenges and answer questions relating strictly to their area of expertise or interest. Make plans now to network and learn at the next International Conference on Fundraising, April 2-5 in Atlanta, Ga. For more information visit, [www.afpnet.org/international\\_conference](http://www.afpnet.org/international_conference).

If you prefer daily global networking, join one of the AFP members' only discussion groups. Simply click on Discussion in the right-hand green Quicklinks navigation bar on the homepage of the website.



## President's Message

Philanthropy is more than alive and well, it is at an all time high. This month the entire world is buzzing because of the incredible generosity of the second richest man in the world, Warren Buffett. Giving USA, the annual tally of philanthropy in the United States, recently announced that Americans donated \$260.3 billion to charity last year and it is anticipated that this year it will break an all time record. Mr. Buffett's recent gift of Berkshire Hathaway stocks is estimated at \$37 billion, 85 percent of his fortune, and will certainly help validate their predictions



Thanks to his recent gifts, Mr. Buffett has just become an icon to the world of philanthropy. He has always been known as a frugal man who still lives in the home that he purchased 40 years ago for \$31,500 and enjoys dining on burgers for lunch. He could buy all the luxuries that life has to offer. Instead, Mr. Buffett's biggest enjoyment in life is giving back to society.

Move over Rockefellers...there's a new man in town!

*Stanton Coleman*

## Terrie On Nonprofits<sup>©</sup>

### A RAFFLE AND THE INTERNET

**Q:** We'd like to increase ticket sales for our raffle. To do this we are thinking about promoting it on our website. It certainly would make the sales process easier as well. Our one concern is if it's legal.

**A:** That's a good question, with no good – or at least no definitive – answer. There are several indicators that suggest you should go for it. There are others that raise some pretty big, bright red flags.

#### ON THE "GO FOR IT" SIDE

If you go net-surfing, you will find several companies such as RaffleSoft.com, Events.org and TrueRaffles.com that exist to facilitate nonprofit raffles online. TrueRaffles.com is actually based in Florida. One would expect the site owners to have thoroughly vetted their business plans. By extension, the individual nonprofit should be able to proceed either through one of these companies or on its own.

I also spoke to two different people in Florida's Department of Consumer Affairs, the regulating body for nonprofits in the State. Both said conducting a raffle online was fine, as long as the organization was registered as a nonprofit with the State. When I raised the issue of such online fund raising reaching people from other states where the organization might not be registered, I was told the Internet could not be regulated so this should not be of concern.

#### ON THE "MAYBE YOU SHOULD HOLD BACK" SIDE

RaffleSoft.com has a page on its website indicating those states that permit online raffles, those that do not and those for which no clear answer was available at this time. That page is updated as necessary. Florida and Illinois – for our readers there – fell in the category of no clear answer available.

Then there is the confusion at the Federal level. While traditionally, states have been free to set their own laws about gambling, the explosion of Internet gambling, which encourages activity across state lines, caused the Federal government to take back regulation in this arena. It has used the Wire Wager Act (1961) to successfully crack down on those engaged in online gaming, even though the law was designed for wire transmissions and passed prior to common use of the Internet. Typically, raffle participants have been given a pass because lawyers and legislators have successfully argued that the Wire Wager Act was drafted neither to catch the causal bettor nor to interfere in the placing of wagers in states where betting is legal. However, the official position of the Justice Department – at least during the Clinton Administration – and several state attorneys general is that the Wire Wager Act should be interpreted broadly and cover all forms of gambling.

Concerned about some of the loopholes found in the Wire Wager Act, the Internet Gambling Prohibition Act of 1999 was enacted to prohibit all Internet wagers. This includes contests or games of chance. Currently on appeal, it is expected to come before the courts soon and engender heated debate. The safe "bet" might be to wait for the ruling on this case.

Finally, there is a question about whether income from games of chance is subject to the Unrelated Business Income Tax (UBIT). Here again this may be of little real concern since UBIT generally does not apply to the occasional money-making activity. However, there is little doubt that a raffle conducted online is more likely to catch official attention than one promoted friend to friend.

This is clearly a case where each organization should make its own decision with the help of an attorney.

<sup>1</sup> I must report that while these companies seem legitimate, when I called the phone number for TrueRaffles.com it was disconnected and when I emailed it and Events.org for information on the legality of what they were doing neither wrote me back.

<sup>2</sup> I raised the issue because historically Florida was in the forefront of surfing the net to find organizations outside the State seeking funds. If those organizations were not registered in Florida, the State would require that they become registered. The rationale: Florida residents could happen upon their sites and want to give money. It was the State's responsibility to protect its citizens by ensuring the organizations were legitimate. This makes the response I received fascinating.

**Terrie Temkin, Ph.D. is an internationally recognized governance and planning expert. President of NonProfit Management Solutions, Inc. for 12 years, she has recently rolled her practice into CoreStrategies for Nonprofits, Inc., where she has been a principal for the last three years. Terrie is a longtime member of AFP. Contact her at TerrieTemkin@CoreStrategies4Nonprofits.com or 888-458-4351 Ext. 3.**

# NOMINATIONS

Each year at a luncheon in November, AFP International and the Palm Beach County Chapter recognize individuals and organizations in our community who have made a significant contribution through time, talent and treasure to help local non-profit organizations. Details will follow later on the date and location of the luncheon for this year. In the meantime, all Palm Beach County Chapter AFP current members are eligible and encouraged to submit nominations in all categories. Nomination forms can be received by contacting me via e-mail at mbloom@med.miami.edu or by phone: 561/515-1527 or by fax: 561/515-1588. The forms must be mailed and postmarked no later than Friday, August 4, 2006 to Marie Bloom Deckert, CFRE, President-Elect at:

AFP – Palm Beach County Chapter  
P.O. Box 18279  
West Palm Beach, FL 33416-8279

The nomination categories are: Outstanding Philanthropic Foundation, Outstanding Philanthropic Corporation/Organization, Outstanding Philanthropist, and Outstanding Volunteer Fundraiser.

**\*And, new this year, in collaboration with the Planned Giving Council of Palm Beach County, we have created the Outstanding Planned Giving/Legacy Honoree Award, which will honor an individual whose bequest/planned gift has had a significant impact on an organization's ability to fulfill its mission. This individual can either be deceased or can be living; if living, their planned gift must be an irrevocable one.**

To assist you, here is a listing of all past honorees:

## Outstanding Volunteer Fundraisers

Merrill L. Bank  
Dari Bowman  
William J. Brooks  
William R. Burson  
Max Davis  
Alexander W. Dreyfoos, Jr.  
Jean Feather  
Howard L. Guggenheim  
Anita J. Hamilton  
Susan Keenan  
Phillip D. Lewis  
Pamela McIver  
Michele Poole  
Dick and Sally Robinson  
Cathleen McFarlane Ross  
Jean Spence  
Dorothy Ann Sullivan  
Donald E. Warren, M.D.

## Outstanding Philanthropic Foundations

Barnett Bank of Palm Beach County  
Foundation  
C. Kenneth and Laura Baxter Foundation  
The Samuel J. and Connie M. Frankino  
Charitable Foundation  
The A.D. Henderson Foundation  
The Lost Tree Village Charitable  
Foundation  
The John D. and Catherine T. MacArthur  
Foundation  
The Picower Foundation  
Quantum Foundation  
The Sexauer Foundation

## Outstanding Philanthropists

Leo and Anne Albert  
Ronald & Kathy Assaf  
Peter Blum  
John J. Brogan  
Lawrence J. and  
Florence A. De George  
Lucienne Driskill  
George and Wilma Elmore  
Celia Lipton Farris  
Mary Alice Fortin  
Barry and Florence Friedberg  
Countess Henrietta De Hoernle  
Richard and Pat Johnson  
Eugene and Christine Lynn  
Robert M. Montgomery, Jr.  
Helen K. Persson  
Dorothy Rautbord  
Charles E. Schmidt  
Harold and Patricia Toppel  
Mrs. Harold P. Whitmore

## Outstanding Philanthropic Corporations/Organizations

Church of Bethesda-by-the-Sea (Mission and Outreach Committee)  
Brown Distributing Company, Inc.  
Chase Manhattan Private Bank  
First Union Foundation for First Union National Bank  
IBM Boca Raton  
Motorola  
Northern Trust Bank of Florida, N.A.  
The Palm Beach Post  
The Pepsi-Cola Bottling Company of Ft. Lauderdale Palm Beach  
Publix Super Markets, Inc.  
The George W. Jenkins Foundation  
Rotary International  
Searcy, Denney, Scarola, Barnhart & Shipley, P.A.  
U.S. Trust Company of Florida  
Wal-Mart Stores, Inc.  
WRMF/WJNO

## 2005 WINNERS



# Visit the AFP website at [www.afppbc.org](http://www.afppbc.org) for current AFP Job Bank Listings

NOTE TO EMPLOYERS AND JOB SEEKERS: This column will continue to be published as a free service to our AFP members and member agencies. There is a nominal charge of \$25 per listing to non-AFP members and member agencies. Please contact Job Bank Chair and Board Member, Martie Henry at 561-886-3720 or e-mail her at [AFP@MartieHenry.com](mailto:AFP@MartieHenry.com). Text may be edited due to space constraints. Jobs are listed in the newsletter and on the web site.

## HANDY, INC. - Ft. Lauderdale

### *Director of Development*

HANDY, Inc. (Helping Abused, Neglected, Dependent Youth) is seeking a dynamic, experienced Director of Development with a passion for helping abused children receive the programs and services that help them remain safe and enhance the quality of their lives. We seek a person who possesses superb communication skills (written and oral). Experience managing a capital campaign is a must, CFRE is preferable.

#### RESPONSIBILITIES INCLUDE:

- Work with Executive Director, Board of Directors and Financial Committee to develop, implement and market our capital campaign; provide coordination of fundraising programs.
- Create, supervise and manage production of letters, special mailings, direct mail appeals and newsletter including gift acknowledgements, press releases, and annual reports, and other direct communications.
- Provide leadership in identifying, cultivating and soliciting major gift donors and prospective benefactors.
- Work collaboratively with program staff to identify avenues of economic support for programs and services and examine ways of packaging these programs to philanthropic supporters.
- Make presentations to community groups, individuals and corporations when appropriate, and with executive director, and/or members of the Board
- At the conclusion of the capital campaign will oversee special events and community and donor relations with emphasis on increasing organization support.
- Help develop, implement and continually review the annual fundraising plan to meet organization's fiscal goals.
- Remain knowledgeable of IRS regulations related to gifts to charitable organizations and the acknowledgement letters.
- Remain accountable to the Executive Director for timely turn around of projects and acknowledgement letters
- Ensure the integrity of the donor data base and accurate content on HANDY's website.

This position reports to the Executive Director. Qualified applicants should send a resume and cover letter and compensation requirements to:

Arlene Ratner, Executive Director  
HANDY, Inc., 101 N. E. 3rd Street, Ft. Lauderdale, FL 33301  
Or send via e-mail to [Handyar@bellsouth.net](mailto:Handyar@bellsouth.net), Or Fax to: 954-523-5656  
HANDY is proud to be an Equal Opportunity Employer, and a Drug-Free Workplace

## CARIDAD CENTER - Boynton Beach

### *Director of Development*

Caridad Center Migrant Association of South Florida /Caridad Health Clinic) is seeking a high-energy fundraising professional to manage our expanding fund development program. This position requires a person with a proven fundraising track record that will manage and lead the fund development efforts while partnering and collaborating with the CEO and the board of directors. Only those with excellent

leadership and interpersonal skills as well as an interest in a long-term position need apply. Position reports to CEO.

#### POSITION DESCRIPTION:

1. Implement recommendations from recently completed comprehensive development plan partnering with CEO and Board.
2. Identify, cultivate and solicit major gifts
3. Work with volunteer society to create and implement special events
4. Make presentations to community groups, individuals, religious, civic and corporate groups.
5. Implement annual direct mail campaign.
6. Coordinate with and support grants activities with grantwriter.
7. Identify sources for in-kind donations of goods and services.
8. Work with Board, CEO, and grantwriter on capital campaign.
9. Maintain contact with press, sending releases, updating media information, acting as organization spokesperson when necessary.
10. Oversee the agency newsletter.

**REQUIREMENTS:** At least five years experience in creating and implementing annual and major gifts campaigns, planned giving, on-line fund raising, communications/public relations and special events. Understand the need for a balanced fund development program that includes individual, corporate and foundation giving. Successfully worked closely with nonprofit boards. Baccalaureate or advanced degree, and experience with Donor Perfect preferred.

**ORGANIZATION OVERVIEW:** The mission of the Caridad Center is to upgrade the health, education and living standards for the children and families of agricultural workers, laborers and the underserved. Each year the Center provides free, quality medical and dental care for about 7,000 individuals who live and work in Palm Beach County. This is accomplished with the assistance of more than 500 volunteers including licensed doctors and dentists. In addition to the health programs, an After School Homework Assistance Program serves at-risk children and an Outreach Program offers emergency assistance and holiday programs.

**APPLICATION PROCESS:** Send cover letter, resume and salary requirements to Pedro del Sol at:

#### Caridad Center

8645 West Boynton Beach Blvd, Boynton Beach, FL 33437  
Or email marked subject Director of Development to [pdelsol@caridad.org](mailto:pdelsol@caridad.org)  
Or Fax 561-737-9232. Visit our web site [www.caridad.org](http://www.caridad.org).  
No phone calls please.

## GUMBO LIMBO NATURE CENTER - Boca

### *Development/Membership Coordinator (Part Time)*

Gumbo Limbo, Inc. (GLI) is seeking a membership/development coordinator who is passionate about the flora and fauna of coastal Florida and its marine environment, and is ready to create a development / membership program to help us grow. You are a high-energy professional who will help build our membership program to attract potential members and donors in the community. You understand the need to establish a membership program as the basis for a sound fund development program that at some point will include individual, corporate and foundation giving. You will report to the GLI Treasurer and enjoy working collaboratively with her. Only those with a love for special events, with excellent interpersonal skills and attention to detail, with an interest in a long-term position need apply. Requirements Two or more years experience in development, marketing, communications/public relations, and/or special events plus a 4-year college degree. Proficient in Microsoft Office, databases, and internet and

other research tools. Able to work periodically in our sub-tropical climate instead of just an office. Experienced in the principles and techniques of member and donor identification, cultivation and solicitation; direct mail management, database management, and practices of marketing and public relations.

Salary commensurate with experience.

gumbolimbonature@bellsouth.net - www.gumbolimbo.org

No telephone calls please

To Apply: If you are interested in helping to sustain and grow the uniquely Florida experience that Gumbo Limbo has to offer, please submit your resume and cover letter to:

Gumbo Limbo Nature Center, 1801 N. Ocean Blvd. Boca Raton FL 33432, Attn: GLI Treasurer, Re: Position GLI-06-02, Or fax it to; 561-338-1483

## THE AMERICAN FRIENDS FOR MAGEN DAVID ADOM - Palm Beach

### *Director, Palm Beach*

The American Friends for Magen David Adom is seeking a Palm Beach Director for its office located in Palm Beach, FL. Reporting to the Region Executive Director, the Palm Beach Director will be responsible for organizing with the Committee the annual gala and developing a major gifts strategy from the Jewish and general community of Palm Beach and the environs. Celebrating its 65th year, American Friends for Magen David Adom ("AFMDA") is the sole United States support arm of Magen David Adom ("MDA"), Israel's emergency medical/disaster/ambulance/blood/healthcare network.

We seek a professional development officer with a successful track record in major gift cultivation, planned giving and special event planning and implementation. This person should be skilled in motivating and leading influential Committee Members and have knowledge of Palm Beach and its environs' philanthropic community including individuals, corporations and foundations.

The successful candidate will be a self-starter with superior interpersonal and communication skills. He/she must have the highest integrity and be professional in presentation and demeanor, be highly organized, energetic, flexible, and have the ability to work productively with a variety of internal and external constituencies. A Bachelor degree is required; a graduate degree is preferred as is evidence of continuing professional education in the development field. A minimum of five-seven years of fundraising experience is also required. Knowledge of and some proficiency with donor base management systems and standard office technology is necessary. For more information contact:

Jane M. Luiso, Principal, Kittleman & Associates, LLC  
200 East Broward Blvd., Suite 1120, Ft. Lauderdale, FL 33301  
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## SEEKING EXECUTIVE/LEADERSHIP POSITION

Extensive nonprofit and for-profit experience. Successful in large gift fundraising and large account sales. Executive experience in all aspects of managing an organization, staff and multi-million dollar budget. Strategic thinker and consensus builder. Leader who can build an organization's team, articulate its vision, increase its visibility and empower it to reach its goals.

Contact Brent Winans at 561-436-4546 or e-mail: brentwinans@hotmail.com

## DIOCESE OF PALM BEACH - Palm Beach Gardens

### *Development Associate*

#### Overview

Under the supervision of the Director of Development and Development Coordinator, is responsible for administrative support services for the Diocesan fundraising efforts, campaigns and programs.

#### Responsibilities

- Provide detailed administrative support to the Director of Development and Development Coordinator, to include correspondence, copying, distributing, e-mailing, faxing, filing, archiving, processing incoming and outgoing mail, answering phones, greeting visitors, and other administrative support as required by the Director of Development of Development Coordinator.
- Provide Raiser's Edge support, including maintenance of donor records/files, assist with clean-up of database as directed by Development Coordinator, gift entry of stocks, matching gifts, and soft-credit gifts, generate weekly, monthly, and periodic reports from database, prepare acknowledgement letters, and provide backup support of Raiser's Edge data entry including gifts, biographical information, special event tracking, income/expenses, notes, actions, attributes and other information as required.
- Assist with all facets of donor cultivation including research of individuals, corporations and foundations for all development purposes.
- Assist in and act as liaison with printers for preparation of materials for parishes and donors (posters, prayer cards, envelopes, and videos), transport items to site or program, etc.
- Maintain accurate listing of available constituent ID numbers by parish.
- Provide stock transfer instructions to parishioners and portfolio managers as requested.
- Accurately track gifts of securities and maintain accurate records of anticipated stock transfers.
- This is a sampling of duties. Other tasks, responsibilities and duties may be assigned as needed.

#### Education

- High School diploma • Some college preferred

#### Minimum Job Qualifications

- Minimum of two years experience providing administrative support preferably in a Development of Foundation Office
- Minimum two years Raiser's Edge 7 experience
- Ability to multi-task, work independently and make responsible judgment calls
- Ability to work effectively with other employees, department heads, representatives of other agencies and the general public
- Proficient in Microsoft Office: Word, Excel, Outlook and Powerpoint; Adobe Photoshop, Internet Explorer
- Typing ability of 40 wpm
- Available to work occasional evenings or weekends as required
- Knowledge of Catholic faith preferred

To apply please e-mail or fax your cover letter and resume to Ana Jarosz, Fax number (561) 775-9575 and e-mail [benefits@diocesepb.org](mailto:benefits@diocesepb.org)

*Members seeking positions should include job title, brief description, location (radius, county, city, etc.), qualifications (e.g., CFRE, BA/BS), and their contact information (e.g., name, phone, fax, e-mail, address). Salary requirements are helpful to potential employers*