

FORMERLY NSFRE

OCTOBER 2005

PALM BEACH COUNTY CHAPTER

Board Members Spotlight

Election of AFP officers to be held at the October 20 Luncheon-Meeting. New officers will officially start January 1, 2006. Be sure to read the President's Message, "How Our Chapter Operates" on page two.



2005 Board Directors and Officers, top right – Suzanne Cabrera, *President*, Stanton Collemer, *President-Elect*; middle row, left to right – Michael Lichtenstein, *South County Liaison*, Donna Ghioto, *Vice-Pres. Membership*, Margaret Hudson, *Member Social Chair*, Terry Lee Kaly, *NPD Chair*, Marie Bloom Deckert, *Vice-Pres. Programs*, Jan Rodusky, *Mentoring Chair*, Suellen Mann, *Public Relations Chair*, North County Liaison, Lorie Stinson, *Secretary*; bottom row, left to right, Rosanne Sanchez, *Treasurer*, Martie Henry, *Website Chair/Job Bank*, Stacy Guzas, *Chapter Services Chair*, Dianne Reeves, *Sponsorship Chair*, Leah Miles, *AFP Foundation Chair*, Sandy Thomas, *Newsletter Chair*, Joann Towner, *Florida Conference Chair*, Kathleen Emmett, *Scholarship Chair*, Suzanne Foley, *Government Relations*.

Special Thank You to Scripps Speaker

Speaking to a sold out crowd of AFP members and guests, Dr. Harry Orf, Vice President of Scientific Operations and Professor of Chemistry of Scripps Florida laid out the vision for Scripps Florida. Guests listened intently as he explained how Scripps Florida will revolutionize education, the economy and the public health of Palm Beach County.

In a PowerPoint presentation Dr. Orf showed members and guests the three main facilities that would be built on the 100 acre site and explained what purpose each would serve. With temporary headquarters established at Florida Atlantic University, Scripps Florida is already drawing leading scientists to Palm Beach County. Upon completion of the 350,000 square feet of buildings Scripps will be a "mecca" for graduate education and postdoctoral training.

Biomedical research, advanced technologies and drug discovery will be the three main divisions of Scripps Research in Florida. Research will be applied to clinical diagnostics and therapeutics in areas such as infectious diseases. Dr. Orf explained that the most advanced computers, robotics and chemical screening will be used to achieve faster commercialization of scientific discoveries, and a more rapid delivery of patient benefits.

Dr. Orf discussed outreach programs that have been started at the temporary site, including "Saturday Science" where students from public and private schools participate in hands-on science projects led by Scripps scientists. The program is so popular it is already booked for the coming year!

(Continued on page 5)

President's Message

HOW OUR CHAPTER OPERATES

Our chapter's annual business meeting takes place as part of our October luncheon meeting. The most important item of business conducted at this meeting is the election of officers for the upcoming year which begins January 1, 2006. The officers are elected at this meeting and the slate for this year includes:

President - Stanton Collemer

President Elect - Marie Bloom Deckert, CFRE

Vice President of Membership - Kathleen Emmett, CFRE

Vice President of Programs - Jan Rodusky, CFRE

Treasurer - Roxanne Jacobs, CFRE

Secretary - Lorie Stinson

Immediate Past President - Suzanne Cabrera, CFRE

All members in good standing are eligible to vote and, in accordance with Roberts Rules of Order, nominations will be accepted from the floor. In addition to the officers, our board consists of chairman of the various committees of the board (National Philanthropy Day, Scholarship, Chapter Services, etc). A full list of the chapter's directors is included in each newsletter. These remaining positions are appointed by the incoming president. Formerly we held our annual business meeting the third week in December but we found this left us with less than two weeks of a transition period before the new board started their terms. The new time table allows for over two months for the incoming and outgoing officers and chairs to work with each other making the transition much smoother. This is very important in an all volunteer chapter such as ours because we have no staff to help facilitate the transfer of duties and information.

How you Can Get Involved?

In an all volunteer chapter such as ours it is very important that we have a high level of member participation. We need both committee chairs and members in positions that require a wide range of skills and time commitments. For more information or to volunteer, contact **Stanton Collemer** at (561) 833-6333 or scollemer@palmhealthcarefoundation.org.

Delegate Assembly Meeting

The Delegate Assembly meeting will take place October 22, 23 in Houston, Texas. Under AFP International's current structure, our local chapter has a voice in policy matters through two delegates who attend the annual assembly meetings. One of the most important topics at this next meeting will actually be the AFP Governance Planning Study draft that all members should have received from the Governance Task Force Chair, Steve Batson, CFRE. This document outlines a new regional approach which the International office is looking at pursuing in the future which will replace the current delegate assembly model. If you have any comments about this issue or any concerns you would like voiced at this meeting, you should contact one of your two delegates. I serve as one delegate and can be reached at scabrera@thelordsplace.org or 561-494-0125 and the other delegate is Stanton Collemer who can be reached at (561) 833-6333 or scollemer@palmhealthcarefoundation.org.

Membership News

For the first time our chapter has exceeded the 150 mark with 153 members as of August 31, 2005. Normally this would put us in a new Metro grouping and allow us to have one additional delegate at the Delegate Assembly Meetings, but we will have to see what effect the proposed changes have on our chapter representation. Regardless of our status, thank you to all of our renewing members, and welcome to all our new members!

Suzanne

Suzanne P. Cabrera, CFRE



Tickets selling out fast...have you made your reservations?

20TH ANNUAL PHILANTHROPY AWARDS LUNCHEON

TUESDAY, NOVEMBER 22

Ritz-Carlton

Each year AFP Palm Beach County Chapter members recognize individuals and organizations in our community who have made a significant contribution through time, talent and treasure to help local non-profit organizations.

THE 2005 NATIONAL PHILANTHROPY DAY AWARD WINNERS ARE:

OUTSTANDING PHILANTHROPIST

MRS. LUCIENNE DRISKILL

OUTSTANDING VOLUNTEER FUNDRAISER

PAMELA McIVER

OUTSTANDING PHILANTHROPIC ORGANIZATION CHURCH OF BETHESDA-BY-THE-SEA MISSION AND OUTREACH COMMITTEE

OUTSTANDING PHILANTHROPIC FOUNDATION THE PICOWER FOUNDATION

Make your reservations now!

Tickets \$75 individual. \$750 Nonprofit Table.
\$1,000 Corporate Table



Palm Beach County Chapter Board of Directors

PRESIDENT Suzanne Cabrera, CFRE The Lord's Place, Inc.	561-494-0125 ext. 137 scabrera@thelordsplace.org
PRESIDENT-ELECT Stanton F. Collemer Palm Healthcare Foundation	561-833-6333 scollemer@palmhealthcarefoundation.org
SECRETARY Lorie Stinson South Florida Fair and Exposition	561-790-5245 lorie@southfloridafair.com
TREASURER Rosanne Sanchez, CFRE Take Stock in Children	561-795-3557 loxsanchez@peoplepc.com
VICE-PRESIDENT— PROGRAMS Marie A. Bloom Deckert, CFRE Bascome Palmer Eye Institute	561-515-1527 mbloom@miami.edu
VICE-PRESIDENT— MEMBERSHIP Donna Ghioto Success Marketing & Consulting	cell 561-602-3726 dghioto@adelphia.net
AFP FOUNDATION CHAIR Leah Miles Ballet Florida	561-659-1212 ext. 26 leahmiles@balletflorida.com
CHAPTER SERVICES CHAIR Stacey A. Guzas Renaissance Institute	561-241-7977 sguzas@renaissanceinstitute.net
MEMBER SOCIAL CHAIR Margaret P. Hudson At Home Safe Foundation	561-433-0060 mhudson@tcphs.org
FLORIDA CONFERENCE CHAIR Joanne Towner, CFRE Easter Seals Florida	561-471-1688 jtowner@fl.easterseals.com
MENTORING CHAIR Jan Rodusky, CFRE Palm Healthcare Foundation	561-833-6333 jrodusky@palmhealthcarefoundation.org
NORTH COUNTY LIAISON Suellen Mann, CFRE	561-745-5728 smann@jupitermed.com
NPD CHAIR Terry Lee Kaly Harris Bank	561-366-4211 Terrylee.kaly@harrisbank.com
NEWSLETTER CHAIR Sandy Thomas	561-818-9251 thomasart@adelphia.net
PUBLIC RELATIONS CHAIR Suellen Mann, CFRE Jupiter Medical Center Foundation	561-745-5728 smann@jupitermed.com
SPONSORSHIP CHAIR Dianne Reeves Florida Atlantic University, John D. McArthur Campus	561-799-8665 dreeves@fau.edu
SCHOLARSHIP CHAIR Kathleen Emmett, CFRE Hospice Palm Beach County, Inc.	561-273-2259 kemmatt@hpbc.com
WEBSITE CHAIR (JOB BANK) Martie Henry Balistreri Realty	561-886-3700 4FloridaHomes@bellsouth
GOVERNMENT RELATIONS Suzanne Foley Legal Aid Society of Palm Beach County	561-655-8944 ext. 279 sfoley@legalaidsoc.org
IMMEDIATE PAST PRESIDENT Roxanne Jacobs, CFRE Palm Beach Hab Center	561-965-8500 rjacobs@pbhab.com
SOUTH COUNTY LIAISON Michael Lichtenstein Atlantic Capital Management of Florida, Inc.	561-686-6844 mnl_acm@hotmail.com

Terrie On Nonprofits® BIDDING ON A PARKING SPACE PROVIDES DOUBLE BANG FOR THE BUCK

Q: *We have an annual fund raiser at which we auction off a reserved parking space. The winner gets exclusive rights for a year to a space that has a reserved marker in his/her name. Parking here is free, but spaces are often at a premium. Bidding is fierce and the space has gone for up to \$15,000. How much of this is tax deductible?*

A: People pay \$15,000 for a parking space? I can see a lot of development officers making a mental note to add parking to their list of auction items! Anyway, it's good news for the winners. My source, CPA Sherry Reed at Lancaster & Company says that as long as no legal title or other rights are given to the successful bidder, the organization is a qualified organization as described in Code Section 170(c)* and parking is normally free it all would be deductible.

This is just another twist on the familiar deductibility formula where the allowable deduction is the amount paid above the fair market value for the goods or services involved. Erecting a sign that grants exclusive right to park in a space that is normally free would be considered a "token" benefit not necessitating a reduction in the value of the donation.

The answer changes if while most of your parking is free you do charge for premium spaces and this is a premium space. In that case the person's donation would be the portion of the winning bid that is in excess of the price normally charged for premium spaces.

In either case, if the winning bid exceeds \$75 the organization must provide the donor with a written statement that clarifies the law - i.e., that the deductible portion is only that which exceeds the fair market value of the goods or services received - and includes a good faith estimate of the value of the parking space - i.e., free or the customary price for annual parking rights.

To confirm that your organization is qualified, go to <http://www.irs.gov/charities/charitable/article/0,,id=134331,00.html>

Terrie Temkin, Ph.D. is an internationally recognized governance and planning expert. She is president of NonProfit Management Solutions, Inc., a principal in CoreStrategies for Nonprofits, Inc., and a longtime member of AFP. Contact her at terriet@nonprofitmanagementsolutions.com 954-985-9489 or 866-985-9489.

Visit the AFP website at 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 MartieHenry@4FloridaHomes.com. Text may be edited due to space constraints. Jobs are listed in the newsletter and on the web site.

NATIONAL JEWISH MEDICAL AND RESEARCH CENTER, BOCA RATON, FLORIDA

Regional Fundraising Director

Our internationally recognized medical and research center in Denver has an opportunity in our regional office in Boca Raton. This senior position is responsible for the development and implementation of multi-state regional major and planned gift, and special event fundraising activities with a heavy emphasis on South Florida. Responsible for cultivating solid relationships with donors, regional trustees, and other volunteers; soliciting major and planned gifts; and managing a staff member whose portfolio includes several fundraising events. Reporting to the National Director of Major & Planned Giving, the incumbent will also be responsible for enhancing our unique organization's visibility and reputation. The ideal candidate will possess an undergraduate degree with a minimum of 5-7 yr. of recent and related success in Major and Planned Giving working with \$100,000+ donors, and two years of supervisory experience. See Employment Opportunities at www.nationaljewish.org. AAEEOE

LOURDES-NOREEN MCKEEN RESIDENCE

Director of Development:

Lourdes-Noreen McKeen Residence, a Palm Beach County Retirement Community sponsored by the Carmelite Sisters for the Aged and Infirm is accepting applications for a motivated and dedicated person to develop, implement and maintain a gift giving and fund raising campaign/program. Prefer applicants with established contacts in the Palm Beach area.

Qualifications: B.A. in related field and 5+ years of development experience.

Skills: excellent interpersonal and relationship building skills, verbal/written communication and presentation skills, ability to work independently, organizational and project/time management skills.

Submit resume with salary history to admin@lnmr.org.

PALM BEACH COMMUNITY COLLEGE FOUNDATION - LAKE WORTH

Manager Foundation Sponsorship

Description: Responsible for organizing and conducting college-wide corporate partnership and sponsorship initiatives providing underwriting support for events, activities and programs under the direction of the Executive Director of the Foundation for the College. Must be able to solicit and maintain interest from potential sponsors supporting Foundation activities of the College. Responsible for the research, identification and prioritization of prospective sponsors; coordination of sponsor networking functions; and collaboration with the Marketing department in the preparation of promotional materials and presentations. Must have the ability to assist stewardship agreements.

Qualifications: Bachelor's degree within specific subject area related to job functions. Four to seven years related experience. Word, Excel, Outlook, PowerPoint or similar; be able to use mainframe database system (i.e. IBM, Panthernet). Raiser's Edge software experience preferred. Tech knowledge of direct mail and solicitation techniques. Knowledge of a variety of marketing concepts preferred. Ability to initiate, secure, and maintain sponsorship accounts. Experience within an educational environment preferred. Related experience accepted in lieu of formal education.

Full-time, Minimum Salary: \$35,463.

Office of Human Resources
MS 10
4200 Congress Avenue
Lake Worth, FL 33461

Seeking Position

Executive Director with experience in non-profit management, contract management, advertising, advocacy, development, and grant writing. Seeking position as Executive Director or Development Assistant. Contact at 561-379-7583.

AFP CODE OF ETHICS HIGHEST RATED MEMBER BENEFIT

In the 2004 AFP Member Benefits Survey, AFP members overwhelming agreed that the Code of Ethical Principles and Standards of Professional Practice was the highest rated member benefit. First adopted in 1964, the AFP Code, as it is commonly referred to, provides members with a set of guidelines involving professional fundraising practices. In addition, AFP and the Ethics Committee work together to enforce the AFP Code, ensuring members are held to the same standards set forth in its guidelines. Read how the Code of Ethical Principles and Standards of Professional Practice safeguards our profession at http://www.afpnet.org/tier3_cd.cfm?folder_id=889&content_item_id=22208 <http://www.afpnet.org/tier3_cd.cfm?folder_id=889&content_item_id=22208>.

By: Stacey Jensen

Editorial/Production Assistant

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* INCREASE YOUR SKILLS • EXPAND YOUR KNOWLEDGE • ADVANCE YOUR CAREER

AFP International offers a wide variety of educational opportunities. Go to the AFP International website to view course offerings, audio conferences, articles, statement papers and links to other sites.
www.afpnet.org

SCRIPPS SPEAKER (Cont. from page 1)

The Mission of Scripps Research is to serve humanity:

- By creating basic knowledge in the biosciences
- By applying breakthroughs in research to the advancement of medicine
- By educating and training young scientists for biomedical research and its application to human welfare.

The public can look forward to further outreach such as year-round lectures and symposia by Scripps Research faculty and other scientists, annual science fairs and ongoing outreach programs for public and private schools, as well as summer science internships for high school students and teachers.

As fundraising professionals representing various organizations serving clients who will be potential beneficiaries of the research Dr. Orf spoke about, we are most appreciative of his taking time to share the vision of Scripps Florida.

We welcome Scripps Florida and share its mission to “serve humanity.” ■

MONTHLY MEETING NOTICE

National Philanthropy Day November 22, 2005
(no monthly meeting in November)

October 20, 2005 – Election of Officers

Speaker: Alex Douglas-Bartalone

Subject: *Agency Certification Initiative*

The Governor’s Club
Noon Buffet Luncheon
11:30 a.m. Networking • 12:00 Program

Fax or email your RSVP to:

Suzanne Cabrera (561) 494-0125
scabrera@thelordsplace.org by October 14, 2005

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

Are You Aware of the AFP Fundraising Resource Center?

Get answers to fundraising questions—such as questions about a feasibility study or state registration requirements. AFP gives members free access to its Fundraising Resource Center (*nonmember charges apply*). Knowledgeable staff are available from 9 a.m. to 6 p.m. Eastern to provide information on topics ranging from endowments to the Internet to salaries. Call toll-free at **800-688-FIND** (U.S. and Canada) or email AFP at resctr@afpnet.org.

Agency Certification Initiative (ACI)

Several funders are collaborating with a new entity called the Agency Certification Initiative (ACI), an organization dedicated to promoting quality and accountability in the nonprofit sector of Palm Beach County. ACI is committed to helping nonprofit agencies reach “certification” status through technical assistance, administrative support, guidance, and training. All non-profit organizations in Palm Beach County are encouraged to complete a self-assessment of their agency’s compliance with certification standards in governance, finance, and human resources. For more information contact Alexandria Douglas-Bartalone, ACI Director, at 375-6629 or Ann M. Reinert, Project Coordinator, at 375-6651.



AFP ID#: _____

Show Your Support for Philanthropy!

2005 Every Member Campaign Pledge Form

Name

Title

Organization

Address

City/State/Zip

Daytime Phone

Fax

Home Phone

Email

AFP Chapter to be credited

Please select one of the following giving options:

I would like to make # _____ monthly payments of \$ _____ for a total gift of \$ _____.

I would like to become an Alpha Society member with a continuing monthly gift of \$ _____.
(Please select payment option and authorize EFT transfer with your signature below)

Enclosed is a check for my first month's gift payable to "AFP Foundation for Philanthropy". Please transfer my monthly gifts from my checking account. I understand my future gifts will be transferred directly from my account. (signature required below)

Please charge my Visa/MasterCard/American Express/Discover (please circle one) and transfer my monthly gifts from my credit card. I understand my future gifts will be transferred directly from my credit card.

Card Number

Exp. Date

Signature Required

Date

I would like to contribute \$ _____ to the 2005 Every Member Campaign.

Enclosed is a check payable to "AFP Foundation for Philanthropy".

Please charge my Visa/MasterCard/American Express/Discover (please circle one).

Card Number

Exp. Date

Signature

Date

Please send me a reminder(s) in: Jan Feb Mar April May June July Aug Sept Oct Nov Dec 2005 (please circle).

I would like information on becoming an Omega Circle member by making a planned gift to the Foundation.

Thank you for your support of the AFP Foundation for Philanthropy. You will receive your recognition pin from your chapter. If you do not receive your pin, please call 703-519-8446. Charitable gifts to the Foundation are tax-deductible to the fullest extent of the law, as no goods or services are received in exchange for these gifts. Please send pledge forms to **AFP Foundation for Philanthropy, 1101 King Street, Suite 700, Alexandria, VA 22314-2967**
Attn: 2005 EMC or by fax to 703-683-0735 or email to foundation@afpnet.org. Questions: 703-519-8446