



**2010**  
**Ten Star AFP Chapter**  
 Greater Cleveland Chapter

### Upcoming Events

**May 4, 2011 - Roundtable**

American Red Cross  
 8:00 am - 9:00 am  
 Recruiting Volunteers for Small, Mid-Sized and Large Non-Profits

**May 19, 2011 - Luncheon**

Crowne Plaza Independence  
 11:30 am - 1:30 pm  
 Strong Branding is Critical to Fundraising Success

**June 1, 2011 - Roundtable**

American Red Cross  
 8:00 am - 9:00 am  
 Stewardship: Old vs. New Techniques

**June 24, 2011 - Luncheon**

Crowne Plaza Independence  
 11:00 am - 2 pm  
 Giving USA 2010 Results  
 Campbell & Company, plus a panel of non-profit leaders

**September 7, 2011 - Roundtable**

American Red Cross  
 8:00 am - 9:00 am  
 Career Development for Young Fundraising Professionals

**September 15, 2011 - Luncheon**

Crowne Plaza Independence  
 11:30 am - 1:30 pm  
 Capital Campaigns  
 Chris Dunworth

**October 5, 2011 - Roundtable**

American Red Cross  
 8:00 am - 9:00 am  
 Diversity

**October 20, 2011 - Luncheon**

Crowne Plaza Independence  
 11:30 am - 1:30 pm  
 Topic TBD

**November 4, 2011**

National Philanthropy Day®  
 La Centre  
 11:40 am - 1:30 pm  
 Awards Luncheon

## Greater Cleveland Chapter News

# Greater Cleveland Chapter Joins in Celebration of AFP International's 50th Anniversary

In 2010, the Association of Fundraising Professionals celebrated 50 years as an organization. Chapters throughout the world joined in the celebration.

The Greater Cleveland Chapter had a special reunion event on September 24, 2010. Several of our chapter's founding members returned for the occasion, including Don Campbell, who later founded Campbell & Company, a national firm offering counsel in advancement planning, fundraising, marketing communications, talent management, and executive search.



At the reunion event, the Greater Cleveland Chapter announced the creation of the Founders' Scholarship, in recognition of the founding chapter members, including Don Campbell, Tom Dunworth, Bill Fissinger and Jim Hardy. The Founders' Scholarship awards \$800 to a chapter member, who is active in AFP and demonstrates financial need. The Scholarship helps make it possible for him/her to attend the AFP International Conference.

The Greater Cleveland Chapter, the fourth chapter chartered, will celebrate its 50th Anniversary in 2012.

*In honor of Don Campbell's 75th birthday, employees of his firm graciously donated \$800 to fund the 2011 Founders' Scholarship. The Greater Cleveland Chapter greatly appreciated their support for this important scholarship program.*



*Deborah Miller, a past president of the AFP Greater Cleveland Chapter and chair of the 50th anniversary task force, was named the first scholarship recipient and attended the AFP International Conference held in Chicago, March 20-22.*

# LETTER FROM THE PRESIDENT

As we begin this new year, it is our pleasure to introduce our new board members, and to say goodbye and thank you to those who have provided countless hours of leadership.

We say goodbye and thank you to: Arlene Bourisseau; Stacy Caddey, CFRE; William Mengerink; and Alex Petrus, CFRE. We welcome new board members: Judy Comeau-Hart; Toi Comer; Patricia Egan, CFRE; Elizabeth Horrigan; Gerald Jindra; Sharon Martin; Diane Strachan, CFRE; and Marge Zellmer.

New Executive Committee members include: Beth Brown, President; Tim McCormick, President-elect and Secretary/Treasurer; Paul Pawlaczyk, CFRE, Vice President, Resource Development; Michael Holub, Vice President, Professional Development; Laura Frye, Vice President, Membership; DeAnn Hazey, Vice President, Communications; and Carol Carbary, CFRE, Past President.

The AFPGC chapter has maintained its status as a Ten Star Chapter for 2011. This happens only through the tireless efforts of our board and leadership and the support of the membership. In 2011, we will also strive to be one of the chapters designated as a Friends of Diversity chapter, a chapter of inclusion. To learn more about Ten Star designation and Friends of Diversity chapter designation, we invite you to take a look at the [afpnet.org](http://afpnet.org) website. Our international website, along with our local website, can provide you a lot of helpful information.

A special thank you to Lauren Steiner 2010 NPD Chair and her committee, who managed a very successful National Philanthropy Day®! Mark your calendars for NPD 2011 on Friday, November 4, and plan to host a table, be a vendor, or sponsor. This is our one fundraiser during the year and we need everyone's help for it to be a success.

The AFPGC board held its annual retreat in February, 2011, and reviewed the mission, vision, and the strategic plan for 2011 and 2012. The board defined the following four strategic goals:

- Goal 1:** AFPGCC will optimize chapter operations and financial resources
- Goal 2:** AFPGCC will increase its presence in Northeast Ohio by communicating with targeted audiences related to the fundraising profession.
- Goal 3:** AFPGCC will increase growth, retention, and involvement of members
- Goal 4:** AFPGCC will develop more skilled, knowledgeable, and ethical fundraising professionals

With each of these goals are many action steps. Once the details of this strategic plan are complete, you will be able to review them by going to our website at [afpcleveland.org](http://afpcleveland.org). In order to fulfill these goals, we need the help of each of you. Please contact any of us and volunteer and get involved. Together we can make a difference!



Beth Brown  
*President*



Carol L. Carbary, CFRE  
*Past President*

## Welcome New & Returning Members

### **JT Aguila**

The JD Breast Cancer Foundation  
216-791-9447  
[jtaguila@jdbcfoundation.org](mailto:jtaguila@jdbcfoundation.org)

### **Deby Auerbach-Brown**

Domestic Violence Center  
216-688-7296  
[dauerbach@dvccleveland.org](mailto:dauerbach@dvccleveland.org)

### **Christine Auginas**

Shaker Schools Foundation  
216-295-4325  
[auginas\\_c@shaker.org](mailto:auginas_c@shaker.org)

### **Ann Basilone-Jones**

Milan Museum  
419-499-2968 x101  
[director@milanhistory.org](mailto:director@milanhistory.org)

### **Jenn Bragg**

Charity Affairs  
440-941-1550  
[jenn@charityaffairs.com](mailto:jenn@charityaffairs.com)

### **Jason Carthen, Ph.D.**

[jcarthen@redeemedmanagement.org](mailto:jcarthen@redeemedmanagement.org)

### **Matthew Fieldman**

MedWish International  
216-692-1685  
[mattfieldman@yahoo.com](mailto:mattfieldman@yahoo.com)

### **Sherri Foxman**

Party411  
216-514-8411  
[partygirl@party411.com](mailto:partygirl@party411.com)

### **Beverly Gans**

The Montefiore Foundation  
216-910-2633  
[bgans@montefiorecare.org](mailto:bgans@montefiorecare.org)

### **Susan Griffin**

Long Term Care Ombudsman  
216-696-2721 X127  
[sgriffin@ltco.org](mailto:sgriffin@ltco.org)

### **Ari Herbstman**

[a.herbstman@gmail.com](mailto:a.herbstman@gmail.com)

### **Lesley Hoover, CFRE**

Lesley Hoover Consulting  
206-351-5733  
[lesley@lesleyhooverconsulting.com](mailto:lesley@lesleyhooverconsulting.com)

### **Amy Kapostasy**

Lake Metroparks  
440-256-2138  
[akapostasy@lakemetroparks.com](mailto:akapostasy@lakemetroparks.com)

### **Julie King**

WIRE-Net  
216-588-1440  
[jking50@oh.rr.com](mailto:jking50@oh.rr.com)

### **Amy Kubacki**

Case Western Reserve University  
216-368-3735  
[amy.kubacki@case.edu](mailto:amy.kubacki@case.edu)

### **Mary Lavin**

Cleveland Foodbank  
216-738-2056  
[mlavin@clevelandfoodbank.org](mailto:mlavin@clevelandfoodbank.org)

**Welcome  
New & Returning Members**

**Martha Loughridge**  
SPACES  
216-621-2314  
mloughridge@spacesgallery.org

**Maria Marlo**  
United Church of Christ  
marlom@ucc.org

**Scott McKinney**  
Kent State University  
330-672-0347  
smckinne@kent.edu

**Brenda Olcott**  
Blackbaud, Inc.  
800-443-9441 X 2109  
brenda.olcott@blackbaud.com

**Anthony Pasiak**  
Oberlin College & Conservatory  
440-775-5492  
tpasiak@oberlin.edu

**Sue Piatt**  
Hattie Larlam  
330-274-2272 x3101  
sue.piatt@hattielarlam.org

**Sue Pitts**  
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**Jennifer Rodgers**  
Maggie's Place, The Zechariah House  
440-886-2620  
jrodders@maggiesplace.org

**Colleen Saunier**  
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216-579-1330  
csaunier@epilepsyinfo.org

**Tiffany Scaparotti**  
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216-445-5206  
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**Adaora Schmiedl**  
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216-577-7744  
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**Betty Jo Wasiloff**  
Paint Me Happy.org  
216-383-8057  
wasiloff@aol.com

**Alana Wolonsky**  
Lakeside Chautaugua Foundation  
419-798-4461  
awolonsky@lakesideohio.com

## Resource Development Report 2010 Summary

Although 2010 was a challenging year for the Resource Development area a number of things were accomplished through the efforts of dedicated board members and other volunteers.

**Every Member Campaign:** Thanks to the generous response from 75 members from our Chapter, the 2010 Every Member Campaign Goal of \$4,875 was reached in the final week of the year. We are grateful to all those who donated to this year's effort. By reaching the goal we made it possible for \$1,219 to come back to our Chapter in 2011 to help support scholarships for our members. Reaching our goal also meant that we achieved one of the important criteria for maintaining our Ten Star Chapter status. We appreciate Arlene Bourisseau's effort as this year's EMC chair. In 2011 we will be exploring ways to incorporate a local component to the EMC that will better support scholarships and other Chapter activities.

**National Philanthropy Day®:** This year's NPD was another very successful event with attendance for the luncheon matching the 2009 event and the number of vendors more than doubled from the previous year. Securing sponsorships was more difficult than in previous years and we anticipate that this will be the case again in 2011. Although we did not reach the revenue projections, we did control expenses very well and we were able to net \$13,274 to support our Chapter. The morning workshop with Dr. Ron Archer was well attended and feedback from the evaluation forms was very favorable for both of his sessions. The afternoon workshop was not as well attended as it was in 2009, however due to reduced expenses the net result from workshop fees was comparable to last year. The committee did a final review of this year's effort and made several suggested improvements for 2011. A special Thank You goes to Lauren Steiner and Liz Ganocy, the 2010 Chairs, as well as the many AFP members who work hard to organize NPD. The planning process for the 2011 event is already under way with Chair Liz Ganocy and new Resource Development VP Paul Pawlaczyk looking at ways to enhance revenue and realize cost savings for this year.

**Other Areas:** Karen Gluntz initiated a new program to raise funds for the Chapter this year. We are collecting printer ink cartridges and used cell phones at all our events for recycling. Our collections were a little slow at first but we seem to be gaining some momentum as our members get used to the idea of saving these items and turning them in when they attend an event. We also put together some gift baskets with donated items and combined them with left over customized wine glasses from the 50th Anniversary event to raffle off at NPD and the annual meeting. Finally, we designed and approved a general sponsorship and ala carte fee structure in late spring. The ala carte fees standardize what we charge for various services such as member labels and Alert ad's. At the time we approved the sponsorship categories we were seeking NPD sponsorships so we did not pursue anyone until after the event in November. We hope to secure some additional sponsors in 2011. We had a laptop computer with an internet access card donated to the Chapter by Campbell & Company for use at all of our events. This will provide us with a consistent source for power point presentations and internet access that we need for program speakers and other presenters.



**National Philanthropy Day® Award Winners**  
*Front:* William Ginn, Shannon Visconti  
*Back:* Deborah Ratner, David Dombrowiak for Community West Foundation, Kurt Karakul for Third Federal Savings & Loan

## Communications 2010 Report

(formerly External Relations)

The Communications Committee made steady progress in 2010 despite the change in leadership in the last quarter of the year. Most significantly, the Friends of Diversity Chapter Designation Form was used as a guide for integrating diversity and inclusion into the regular business of AFP. While we did not receive the designation in 2010, implementing the elements of a chapter with a "Friends of Diversity" designation was our goal.

Changing the perception of the AFP Greater Cleveland Chapter in the community and local media was also focused on, specifically reaching out to the *Plain Dealer*. Reaching out for coverage on the chapter's 50th Anniversary, a relationship was developed with *Plain Dealer* writer Margaret Bernstein, ultimately resulting in a wonderful three-part series featuring Cleveland's philanthropic community in December 2010.

Two hardcopy newsletters were produced in 2010 - an annual report in the spring and the National Philanthropy Day focused issue in the fall. The committee regularly contributed to the bi-weekly e-newsletter.

As we face 2011, the Communications Committee will focus on both external and internal relations, establishing new relationships with the local media, continuing to cultivate our relationship with the *Plain Dealer*, as well as start engaging in targeted conversations with other non-profit organizations to further promote the fundraising profession. We look to strategically link with our partners through LinkedIn and Facebook, as well as put an emphasis on highlighting new members and member services via the website.

## Membership Report for 2010

**Membership:** Members were contacted when their memberships are due and then reminded if they have lapsed by both international offices and members of our chapter's membership committee. George Graham headed up this effort and reports from AFPI are monitored regularly.

- AFP Booths were at several events throughout the year including NPD.
- \$50 coupons were used as an incentive for new members to join.
- New members were introduced at luncheon meetings and received an AFP pin. They also receive a call or e-mail from the AFP President and someone from the Membership Committee.
- Membership VP and Committee members responded to numerous questions and inquiries throughout the year.
- Membership VP and/or other members of the committee participated in AFPI calls about membership and membership retention.

A member survey was created by Ann Marie Nocella with help from J & M staff and was sent to all active and lapsed members via e-mail. To get more responses, the survey was sent a total of three times. Results of the survey are being compiled and will be instrumental in helping us to plan for 2011.

**Scholarships:** Under the leadership of Stacy Caddey, Scholarship Chair, the following Scholarships were awarded this year:

- Membership Scholarships to Jennifer Rodgers, Maggie's Place; The Zechariah House; Heather McGinness, Lutheran Metro Ministry; and Martha Louridge, SPACES.
- Scholarships to help with costs to attend AFP International Conference were awarded to Jennifer Highfield, St. Vincent Charity Medical Center and Gail Keegan, Joseph's Home.
- Founder's Scholarship, the first annual award name for our chapter founders to help with costs to attend AFP International Conference was awarded to Debbie Miller, Cleveland Hearing & Speech Center. The funding for this first year was made

## 2010 Professional Development Report

### Program Committee

The Program Committee planned and implemented a total of 17 programs in 2010, including eight professional development luncheons and nine Breakfast roundtables from January through December. The luncheon programs were moved from the Holiday Inn/Independence to the Crowne Plaza/Independence due to scheduling and pricing issues. Average attendance at luncheon programs was 56.9 and average attendance at breakfast roundtables was 20.3. The luncheon programs overall netted \$3,887.02 and the roundtables netted \$880.79. A new opportunity for speaker recognition was implemented in 2010. Instead of giving our speakers a gift of a mug or pen, the Committee decided to provide a recognition certificate, and offer the speakers the option of having their company, organization, or services featured on the AFP website.

### Webinars

In an effort to respond to members who would prefer flexibility in participating in the webinar programs offered by AFP National, the Committee opted to purchase several webinars in a pilot program. Members can download and listen at their own convenience, rather than offering members to attend at one host site. Three webinars were downloaded in July - we had received one free as a Ten Star chapter and two others had been purchased in 2009, so there was no 2010 cost incurred. A total of 12 webinars were purchased by five members and five non-members, for a total of \$345. As new webinars are added and marketed to members, we anticipate increased participation and revenues from this method of providing professional development content.

### Annual Meeting

The Annual Meeting was held on December 2, 2010 at the Holiday Inn/Independence, featuring our Fundraiser of the Year awarded to Deborah Osgood, Vice President of Development at the Achievement Center for Children; and keynote address by Katherine Miracle. Attendance at the luncheon was 82, and the event netted \$363.44.

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# AFP Resource Directory 2010-2011

Please save this directory and turn to AFP Greater Cleveland Chapter's National Philanthropy Day® partners to help meet your organization's fundraising, planning and management needs.

## **AGC The Creative Advantage**

1000 Brookpark Road  
Cleveland, OH 44109  
216-661-2550  
Contact: Candice Champion  
AGC is a marketing firm comprised of The Creative Advantage Design Studio, Sustainable Print Solutions and Fulfillment Yields Interest. We specialize in design and layout of newsletters, annual reports, and annual appeal campaigns; direct marketing/mailing; printing; and website design.

## **Case Western/Mandel Center for Nonprofit Organizations**

10900 Euclid Avenue  
Cleveland, OH 44106  
216-368-6025  
Contact: Rebecca Zirm  
The Mandel Center offers graduate programs in nonprofit management. In existence since the mid-1980's the Center boasts over 700 alumni living domestically and internationally. Classes are taught in the Center's state-of-the-art building on the CWRU campus.

## **Cleveland Clinic**

9500 Euclid Avenue  
Cleveland, OH 44195  
216-445-8695  
Contact: Armando Chardiet  
Cleveland Clinic is a not-for-profit multispecialty academic medical center that integrates clinical and hospital care with research and education. In 2009, there were 4.6 million visits throughout the health system and 170,000 hospital admissions.

## **Cleveland Magazine and Inside Business**

1422 Euclid Avenue, Suite 730  
Cleveland, OH 44115  
216-377-3657  
Contact: Frank Bird  
Great Lakes Publishing has provided result-driven communication platforms to and for our clients for more than 35 years. Our consumer magazines, *Cleveland Magazine* and *Inside Business* are great audiences for non-profit organizations.

## **CTAC**

Plaza South Two  
7261 Engle Road, Suite 202  
Cleveland, OH 44130  
800-562-2045  
Contact: info@ctacadmin.com  
Offering constructive, expert administration services to assist you and your donors in managing your philanthropic endeavors.

## **eTapestry**

6107 W. Airport Blvd., Ste. 120  
Greenfield, IN 46140  
888-739-3827  
Contact: info@etapestry.com  
Complete Internet software application for fundraising, donor and prospect management, and all constituent communication. Access to eTapestry is available from anywhere at anytime.

## **Fairmount Minerals**

11833 Ravenna Rd.  
Chardon, OH 44024  
440-279-0211  
Contact: Jessi O'Reilly

## **Grants Plus**

26721 Wolf Road  
Cleveland, OH 44140  
440-669-2126  
Contact: Lauren Steiner  
Providing grant writing and management solutions for nonprofit organizations. This includes single proposal writing, funding source research, program/project development, project management, grants office management, and more.

## **Greater Cleveland Volunteers**

4614 Prospect Avenue, #205  
Cleveland, OH 44103  
216-391-9500  
Contact: Joy Banish, Executive Director  
We engage Clevelanders to serve the community through meaningful volunteer opportunities.

## **John Carroll University's Graduate Programs in Nonprofit**

Nonprofit Administration Program  
20700 North Park Blvd.  
University Heights, OH 44118  
216-397-4902  
Contact: Vivienne Porter  
John Carroll University offers Nonprofit Administration Graduate Programs intended for those who have or expect careers managing or administering nonprofit organizations. 40% tuition discounts are available! Don't wait, apply today! Find out more at <http://www.jcu.edu/nonprofit>

## **Key Private Bank**

127 Public Square, 16th Floor  
Cleveland, OH 44114  
216-689-4685  
Contact: Sandy Kubit,  
Planned Giving Manager  
KeyCorp Non Profit Services provides investment management, planned giving, custody, administration tax and fiduciary services for the nonprofit community.

## **List Marketing Group, Inc.**

15607 Delaware Avenue, Ste. 3  
Lakewood, OH 44107  
216-990-2000  
Contact: Rick Mack  
Perfecting Research, Enhancing Results!  
LMG specializes in data analysis, market research and providing targeted donor prospect lists for nonprofits throughout the United States. Ask about our exclusive Market Positioning System© (MPS©)

## **Maggiano's Little Italy**

26300 Cedar Road  
Beachwood, OH 44122  
216-755-3013  
Contact: Julie Sabo  
Located in the Beachwood Mall Complex, Maggiano's offers guests delicious, from-scratch Italian American dishes, generous portions, a warm, inviting atmosphere, breath taking banquet facilities, carefree catering, and a friendly, accommodating service team that aims to make everyone feel like family.

**Maxine Goodman Levin  
College of Urban Affairs**

Cleveland State University  
1717 Euclid Avenue  
Cleveland, OH 44115  
216-687-4506

Contact: Melanie Hmada

The Levin College of Urban Affairs is ranked among the top eight schools of urban affairs in the United States. The College offers a bachelors, certificate, and masters in Nonprofit Administration and Leadership.

**Miracle Resources, LLC**

PO Box 470099  
Broadview Hts., OH 44147  
216-536-9902

Contact: Katherine Miracle

Miracle Resources is a consulting, training and educational resource for businesses and nonprofits. Miracle Resources consultants specialize in the areas of advertising/branding, public relations, marketing and revenue development.

**Morgan Stanley  
Smith Barney**

31099 Chagrin Blvd., 3rd Flr.  
Pepper Pike, OH 44124  
216-360-4902

Contact: Gloria A. Walas

**Northern Ohio Planned  
Giving Council**

1120 Chester Avenue, Suite 470  
Cleveland, OH 44114  
216-696-8822

Contact: Kim Hronek

A local organization dedicated to improving both the quality and quantity of philanthropic planning.

**Recognition Awards Co.**

19 Jackson St.  
Minster, OH 45865  
877-296-1219

Contact: Ron Riethman

We provide unique and inspiring donor recognition displays, history displays, Halls of Fame and dedication plaques & signage with a wide range of materials.

**Second Story Productions LLC**

22150 McCauley Road  
Cleveland, OH 44122  
216-292-5946

Contact: Sara Sullivan, Managing Director  
Second Story Productions is a creative media agency that works with our customers to produce strategic and inspiring productions for the marketing and communication needs of Northeast Ohio's nonprofit and business communities.

**Streamlink Software**

1900 Superior Ave., Suite 208  
Cleveland, OH 44114  
216-916-9313

Contact: Adam Roth

StreamLink Software provides nonprofit organizations with web-based management software that increases operational capacity and efficiency. Our philosophy is to maximize the value of every dollar a nonprofit organization has, increasing its ability to accelerate its mission.

**Streets of Manhattan**

1433 East 33rd  
Cleveland, OH 44114  
Phone: 216-357-3344

Fax: 216-357-3373

Contact: Skip Streeter

A group of fused glass artists who use their talents to create artworks that visually express the purpose and vision of organizations to their supporters and those they serve. From large-scale architectural installations to recognition awards and gifts, all designs are based on input from those within the organization. They provide free consultations and proposals.

**The Plain Dealer**

1801 Superior Avenue  
Cleveland, OH 44114  
216-999-4242

Contact: Shirley Stineman

THE PLAIN DEALER is Ohio's largest daily newspaper with over 667,300 readers daily and 962,000 readers on Sunday. We rank in the top 20 among United States newspapers in circulation.

**University Hospitals and  
Rainbow Babies & Children's  
Hospital**

11100 Euclid Avenue, Mailstop MCCO 5062  
Cleveland, OH 44106  
216-844-0413

Contact: John F. Garofalo, CFRE

The region's premier healthcare system serving patients at more than 150 locations throughout northeastern Ohio has University Hospitals Case Medical Center as its tertiary medical center. Rainbow Babies & Children's Hospital consistently ranks as one of the top 10 pediatric hospitals in the US.

**WCLV 104.9 FM**

Idea Center, 1375 Euclid Avenue  
Cleveland, Ohio 44115  
216-360-8130

Contact: Charlie Schnell

WCLV 104.9 FM, northeast Ohio's classical music radio station since 1962. Your commercials will reach higher net worth households in a quality on-air environment.



National Philanthropy Day®

## 2011 Greater Cleveland Chapter Officers

### 2010 Professional Development Report

#### AFP Fundamentals of Fundraising

The National AFP organization rolled out a revised curriculum for the Fundamentals of Fundraising course (formerly known as Essentials of Fundraising). Since attendance/interest in our Essentials course declined in the previous year, it was decided that the Chapter would not offer the course in 2010, and re-visit the interest among members and faculty in 2011.

### 2010 Membership Report

possible by gifts made colleagues and associates in honor of the 75th birthday of Don Campbell, one of the founding members of the chapter.

- Chamberlin Scholarship provided by AFP International was awarded to Sarah Trimble, Cleveland Rape Crisis Center.

#### 50th Anniversary Reunion Committee

chaired by Debbie Miller was held on Friday, September 24, 2010 at Cleveland Metroparks, Canal Way Center. Over 50 people attended including several founders, early members, and former leaders, as well as new members. The Founder's Scholarship was announced at the event. As a result of the 50th Anniversary Committee the *Plain Dealer* wrote a comprehensive three-part series about Philanthropy in Cleveland. In addition, a history of our Chapter was presented on beautifully done poster boards which will be a wonderful part of the planning for our own C

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*The Cleveland Clinic*  
*Taussig Cancer Center*  
Phone: 216-445-8485  
pawlacp@ccf.org

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Vice President, Professional Development  
*CWRU School of Medicine*  
Phone: 216-368-6165  
mrh12@case.edu

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Laura.Frye@lls.org

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*College Stores Foundation*  
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**Patricia Egan, MBA, CFRE**  
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Phone: 216-431-3216  
ganocy@redcross-cleveland.org

**John F. Garofalo, CFRE**  
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Phone: 216-844-0413  
john.garofalo@uhhospitals.org

**George Graham**  
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Phone: 216-325-1000  
george.graham@adoptionnetwork.org

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Phone: 216-621-0082  
ehorrigan@cityclub.org

**Gerald Jindra**  
*Padua Franciscan High School*  
Phone: 216-870-3332  
gjindra@grjinc.com

**Sharon Martin**  
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Phone: 440-717-1500 x1105  
sharon.martin@voago.org

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*Future Church*  
Phone: 216-401-2310  
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strachand@summahealth.org

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**2010**  
**Ten Star AFP Chapter**  
Greater Cleveland Chapter

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The AFP Greater Cleveland Chapter newsletter is a service to members and is published twice per year.

For the latest, up-to-date information, check our web site:  
[www.afpcleveland.org](http://www.afpcleveland.org).

**Support the 2011 AFP Greater Cleveland Chapter  
Every Member Campaign and Give Local**

The theme for the 2011 AFP Greater Cleveland Chapter Every Member Campaign (EMC) is Give Local, as for the first time the campaign will be completely managed by our local chapter. This in turn will allow us to keep more dollars raised from the campaign right here in Cleveland, supporting chapter membership and conference scholarships that directly help our members.

Our goal for the 2011 AFP Greater Cleveland EMC is \$8,750. If reached, roughly 42 percent of all dollars raised, or \$3,750 total, will remain with the local chapter (up from 25 percent, or \$1,250 total, in 2010). The remaining \$5,000 balance will support AFP International strategic initiatives such as Ralph E. Chamberlain scholarships; innovative programs on diversity, youth in philanthropy and ethics; Fundraising Fundamentals curriculum and philanthropic research. All of these programs have a very positive impact on our local chapter!

Please visit [www.afpcleveland.org](http://www.afpcleveland.org) to make your online gift and support the 2011 EMC today! You can also send a check, made payable to Greater Cleveland AFP, to: AFP Greater Cleveland Chapter, 1545 W. 130th Street, Suite A2, Hinckley, OH 44233. Please state "2011 Every Member Campaign" on the memo line.

Questions? Contact Paul Pawlaczyk, 2011 EMC Chair, at 216-445-8485.

**Thank you for supporting the 2010 Every Member Campaign**

The AFP Greater Cleveland Chapter wishes to acknowledge the following donors to the Every Member Campaign. Those marked with an asterisk donated \$100 or more and (α) indicates membership in the Alpha Society (monthly giving program)!

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Katherine Widness  
Gregory P. Wiechert  
Ellen G Worthington  
Alan Yanowitz  
Margaret Zellmer\*

# Membership Installment Payment Plan with AFP!

AFP appreciates the economic situation that many members are currently facing and is offering a one-time offer to allow payment of membership dues in six installments. If you are interested in participating in this plan, please contact AFP Membership Services at [mbrship@afpnet.org](mailto:mbrship@afpnet.org).

All members of AFP belong to both the international association and the local chapter. The international headquarters collects the dues for both and reimburses the chapter their portion when payment is received. Chapter dues vary in amount by chapter. In order to reimburse the chapter their portion in full, under this plan, the first installment payment must cover the entire amount of chapter dues for your particular chapter.

## How the installment plan works

1. Contact AFP membership at [mbrship@afpnet.org](mailto:mbrship@afpnet.org) to develop a plan for the installment payments.
2. Your chapter dues amount will determine the amount calculated for the installment plan.

### *Example for Active or Associate Member Dues:*

Chapter Dues: \$75.00  
International Dues: \$250.00  
One-Time Processing Fee: \$6.00  
Total Dues: \$331.00

Membership Year: July – June  
1st month: \$81.00 (July)  
(Chapter Dues plus One-Time Processing Fee)  
2nd month: \$50.00 (August)  
3rd month: \$50.00 (September)  
4th month: \$50.00 (October)  
5th month: \$50.00 (November)  
6th month: \$50.00 (December)

Membership will continue for the entire year or in this example through June of the following year.

### *Example for 2nd Year Introductory*

Member Dues:  
Chapter Dues: \$75.00  
International Dues: \$150.00  
One-Time Processing Fee: \$6.00  
Total Dues: \$231.00  
1st month: \$81.00 (July)  
(Chapter Dues plus One-Time Processing Fee)  
2nd month: \$30.00 (August)  
3rd month: \$30.00 (September)  
4th month: \$30.00 (October)  
5th month: \$30.00 (November)  
6th month: \$30.00 (December)

Membership will continue for the entire year or in this example through June of the following year.

3. Fill out the Membership Installment Plan Form providing payment details.

---

## AFP MEMBERSHIP INSTALLMENT PLAN FORM

Name \_\_\_\_\_

Member ID \_\_\_\_\_

Title \_\_\_\_\_

Organization \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_

Zip/Postal Code \_\_\_\_\_ Country \_\_\_\_\_

Email \_\_\_\_\_

Business Phone \_\_\_\_\_ FAX \_\_\_\_\_

I would like to set up an installment plan to pay for my AFP membership dues.

- Through my credit card (VISA, MasterCard, Discover or American Express)

Card Number \_\_\_\_\_

Expiration Date \_\_\_\_\_

- Through my debit card (VISA, MasterCard, Discover or American Express)

Card Number \_\_\_\_\_

Expiration Date \_\_\_\_\_

By signing below, I authorize AFP to initiate transfers directly from the account specified above on or around the 20th of each month. I understand that a record of my payments will appear on my checking account or credit card statement.

Signature \_\_\_\_\_

Date \_\_\_\_\_