About GIFT and the Grassroots Fundraising Journal

The Grassroots Institute for Fundraising Training (GIFT) is a multiracial organization that promotes the connection between fundraising, social justice and movement-building. We believe that how groups are funded is as important to achieving their goals as how the money is spent, and that building community support is central to long term social change. We provide analysis, training, and resources to strengthen organizations, with an emphasis on those focused on social justice and based in communities of color.

GIFT was founded by the Center for Third World Organizing and the Southern Empowerment Project in 1996. The Grassroots Fundraising Journal is the groundbreaking magazine started by Kim Klein and Lisa Honig in 1981. Building on our long history together and shared missions, GIFT and the Journal merged organizations in 2008. GIFT is the name of the new organization and it continues to publish the Journal.

Our Vision for Social Justice Fundraising

- Social justice organizations should be invested in and accountable to the communities they serve.
- Organizations should be funded by a broad base of individual donors from all income levels, and all donors and gifts should be valued.
- People of color should be in leadership positions in fundraising.
- Social justice organizations should be less dependent on foundations and corporations for financial support.

Our Programs

For more information about each program area, as well as information on dates and locations of our public trainings and webinars, please visit www.grassrootsfundraising.org. In all of our programs, we aim to:

- Help shift people's perspectives on grassroots fundraising to see that it's an integral part of the “real” work.
- Connect fundraising and movement-building by bringing together organizations, hosting dialogues, and sharing ideas and practices.
- Build fundraising skills in a way that is hands-on, practical, and relevant.

We provide analysis, training, and resources to thousands of groups each year. Our programs include:

- Raising Change: A Social Justice Fundraising Conference
- Grassroots Fundraising Journal, a bimonthly magazine
- Internship Program and the Fundraising Academy for Communities of Color, co-sponsored by CompassPoint Nonprofit Services, to develop fundraisers of color
- Training for Trainers to increase the number of progressive fundraising trainers of color
- Training and consulting services, including webinars
- Print, online, and video resources
Dear Conference Participants,

A year ago a diverse crew of fundraisers came together in a small meeting room in downtown Oakland, California to begin planning the second Raising Change: A Social Justice Fundraising Conference. The first Raising Change Conference, in 2006, began with a vision for a new kind of fundraising conference — one that would capture the spirit of the decades of work that GIFT and the Grassroots Fundraising Journal have done and that have inspired and sustained countless grassroots fundraisers fighting for a more just world.

We knew, whether from helping to plan the first Raising Change conference or from being inspired by being there, that this is the conference that speaks to those of us committed to fundraising for social justice. This conference is for those of us who know that fundraising is intimately connected to changing our world for the better and who understand the critical connection between our day-to-day work and the greater struggle for social change.

Over twelve months, the Organizing Committee for this second Raising Change Conference became a community of social justice fundraisers. We confronted the critical fundraising issues of our time, challenged our thinking and perspectives on how we relate to resource development, and filled that sometimes lonely space inhabited by fundraisers trying to change the world. We organized workshops, nagged presenters, and hashed and rehashed debate propositions. We wrote letters and funding proposals, phone banked to raise money to keep the registration fees affordable, and passed out postcards to our communities and allies to spread the word.

Today, we hope we have achieved our goal: to bring you the most inspiring, thought provoking, and empowering fundraising conference possible.

Putting this conference together has been a supportive and inspiring experience, and we are sure this will be true of the conference itself. Thank you to everyone who helped make Raising Change 2008: A Social Justice Fundraising Conference a reality, and thanks to you for participating. Please enjoy the Conference!

The Raising Change 2008 Organizing Committee

**RAISING the ROOF**

*Celebrating Movement: THE OFFICIAL PARTY OF RAISING CHANGE!*

**Friday, July 25th | 5:30 – 8:30 PM**

**AT THE MAIN CONFERENCE SITE:** Saint Francis Hall, St. Mary’s Cathedral Event Center
1111 Gough at Geary, San Francisco

- Join us to re-connect with old friends, meet new ones, and celebrate the new paths we’re forging as social justice fundraisers and movement-builders.
- Relax and unwind with fantastic food, drinks, raffle prizes and movement-inspired entertainment featuring spoken word artist-activists Colored Ink.
- Help choose the winner of a heated “Making the Pitch” competition pitting a graduate of our internship program against our board chair and senior trainer Russell Roybal. You don’t want to miss it!

Even if you’re not attending the conference, you are welcome to join us for this celebration.

**$10–$30 sliding scale donation** (No one turned away for lack of funds)

Bring your questions and your checkbook! | No RSVP needed
Thank you to all the volunteers who helped make Raising Change 2008 happen!

*Organizational affiliations listed for identification purposes only

**ADVISORY COMMITTEE:**

Isabel Anadon, Coalition of African, Arab, Asian, European, and Latino Immigrants of Illinois  
Nikhil Aziz, Grassroots International  
Mauricio Castro, North Carolina Latino Coalition  
Inhe Choi, Crossroads Fund  
William Cordery, Amnesty International  
Chris Crass, Catalyst Project  
Marjorie Fine, The Linchpin Campaign, a Project of Center for Community Change  
Sonya Garcia Ulibarri, YouthBiz  
Sherelle Hessel, Chinook Fund  
Frances Kunreuther, Building Movement Project

Andrea Lee, Mujeres Unidas y Activas  
Elizabeth Lugo, Inner City Struggle  
Roberto Martinez, National Organizers Alliance  
Dahnesh Medora, Technical Assistance for Community Services  
Aurea Montes-Rodriguez, Community Coalition  
Andy Robinson, Consultant  
Monica Simpson, Grassroots Leadership  
Ruben Solis, Southwest Workers Union  
Evonne Tisdale, Center for Community Change  
Craig White, Center for Participatory Change  
Cindy Wiesner, Grassroots Global Justice Alliance

**ORGANIZING COMMITTEE:**

Nicole Branch, Youth Together  
Rory Brown, United Religions Initiative  
Philip Byrdsong, Consultant  
Janet Camarena, The Foundation Center  
Kristen Cashmore, Network in Solidarity with the People of Guatemala  
Lela DaVia, DaVia & Associates Consulting  
Rona Fernandez, Californians for Justice  
C. Davis Fischer, The Foundation Center

Dolores Garay, Consultant  
Helen Kim, GIFT Board and Building Movement Project  
Kim Klein, Klein & Roth Consulting  
Steve Lew, GIFT Board and CompassPoint Nonprofit Services  
Deborah Moss-West, Consultant  
Melissa White, Lavender Youth Recreation & Information Center  
Ari Wohlfeiler, Critical Resistance  
Chauniqua Young, East Bay Community Law Center

**FRIDAY NIGHT EVENT PLANNING COMMITTEE:**

Nicole Hsiang  |  Monica Simpson  |  Vanessa Solis  |  Melissa White  |  Chauniqua Young

**INTERNERSHIP ALUMNI NETWORK COORDINATING COMMITTEE:**

Raquel Bernaldo  |  Cristina González  |  Venecia Malloy  |  Jennifer Samimi, Chair  |  Ruth Zerezghi

**ADDITIONAL VOLUNTEERS:**  Harley Augustino  |  Evette Brandon  |  Sun Mi Hwang

**CONFERENCE COORDINATOR:**  T Ayoka Turner

**CONFERENCE PRODUCTION:**


**GIFT STAFF:**

Jennifer Emiko Boyden, Associate Publisher  |  Priscilla Hung, Co-Director  |  Nan Jessup, Finance Manager  
Stephanie Roth, Co-Director  |  Manish Vaidya, Program & Development Coordinator

**GIFT BOARD OF DIRECTORS:**

Charles Fernandez  |  Jordan T Garcia  |  Helen Kim  |  Steve Lew  |  Tanya Mote  |  Russell Roybal, Chair
Sponsors

We’d like to express our deep gratitude to all of our sponsors who have made Raising Change 2008 possible.

Presenting Sponsor: $10,000
Joe Garrett & John Lombaibo

Contributing Sponsor: $5,000 – $9,999
Astrea Lesbian Foundation for Justice
The California Endowment
Community Investments Fund of the Tides Foundation
Funding Exchange: • Appalachian Community Fund • Crossroads Fund • Fund for Santa Barbara • Hawai’i People’s Fund • Haymarket People’s Fund • Liberty Hill Foundation • MRG Foundation • North Star Fund • Wisconsin Community Fund Wallace Alexander Gerbode Foundation

Sustaining Sponsor: $2,000 – $4,999
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Unitarian Universalist Veatch Program at Shelter Rock
van Löben Sels/RembeRock Foundation
Y & H Soda Foundation

Supporting Sponsor: $500 – $1,999
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Building Movement Project
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Steve Lew
Jan Masaoka / Blue Avocado
Russell Roybal
Marion Sweeney
Melissa White
Unitarian Universalist Funding Program
Shakuntala Vaidya
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Donating Sponsor: to $499
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Will Cordery
Marla Cornelius
Merry Demarest
Mary Dunbar
East Bay Community Law Center
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Charles Fernandez
Rona Fernandez
Marjorie Fine (in memory of Grace Paley)
C Davis Fischer
Joan Flanagan
Jordan T Garcia
Emily Goldfarb
Jim Goronson, WORT Back Porch Community Radio
Judy Hatcher
Hindsight Consulting & Community Investment Network
Priscilla Hung
Si Kahn
Ramesh Kathanadhi
Stacy Kono
Tracy Kronzak
Frances Kunreuther
Joann Leal
Andrea Lee
Elizabeth Lugo & Raul Gonzalez
Neha Mahajan (on behalf of Roop Mahajan)
Carolyn & Jonathon Marley
Roberto Martinez
Dahesh Medora
Aurea Montes-Rodriquez
(in memory of Mr. Otis Williams)
Tanya Mote
Regan Murphy & Helen Borgan
Hai Binh Nguyen & Eric Shih
Heba Nimr
Safehouse Progressive Alliance
for Nonviolence
Monica Simpson
Barbara Smith
Judith Ellen Smith
Somos Mayfair
Nan Langen Steketeet
T Ayoka Turner
Scott Ulliman
Aditi Vaidya
Manish Vaidya
Craig White
Chaunika Young
Youth Together
YWCA of Boulder County

“Pass on the Gifts” Consultant
Sponsors: $150 – $500
James Abernathy
Marilyn Bancel
Marie Beichert, Development Services/granthelper.com
Rebecca Chekouras
Susan Colson, Organizational Consultant
Lela DaVia, DaVia & Associates Consulting
Dolores Garay
Donordigital
Earp Events & Fundraising
Kay Sprinkel Grace, Transforming Philanthropy

Melissa A Irish, Fundraising Counsel
Irwin-Wells Associates
Helen Kim
Amy Kincaid, Change Matters
Jeremy Landau
Deborah Loesch-Griffin, Turning Point, Inc.
Natalia Lopez
Dalya Massachi, Writing for Community Success
Harvey McKinnon Associates
Jo Moore
Deborah Moss-West
Mary M Schmidt, Firehorse Nonprofit Development
Andy Robinson
Kathy Swazy, Impact Communications
Sonya Garcia Ulibarri
Tracy Yassini
Zimmerman Lehman

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NC Gives

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CompassPoint Nonprofit Services & Blue Avocado
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Emerson & Church, Publishers
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The Fund Raising School
Headlands Institute
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The Law Office of Gene Takagi
Liberation Ink
Mal Warwick & Associates
Ian McLeod, The Social Equity Group
Mechanics Bank
National Committee for Responsive Philanthropy
National Community Development Institute
National Gay & Lesbian Task Force
National Organizers Alliance
Network for Good
The Nonprofit Quarterly
Northern California Community Loan Fund
Project South
Sundance Press
SuperPrint
TechSoup
Tolosa Software, Inc.
Third World Coalition of AFSC

Women of Color Resource Center
Conference Overview

Please see the conference schedule on page 12–13 for specific times and locations.

Keynote Speakers

**ROBBY RODRIGUEZ** — Executive Director, SouthWest Organizing Project (SWOP)

Robby is originally from Southern California by way of Tucson, Arizona. He is the Executive Director of the SouthWest Organizing Project. As a student at Cornell, he interned with SWOP during the summer of 1996. After becoming a full-time organizer with SWOP in 1997, he has helped to organize New Mexico communities around issues of youth criminalization, environmental, economic and social justice. He is currently a team member of the Building Movement Project, co-chair of the Pushback Network and a board member of the NM Environmental Law Center.

Robby has also participated in the movement for social justice at the regional, national and international levels by representing SWOP at various conferences and meetings and by participating in and conducting trainings throughout the United States and internationally.

**KATHERINE ACEY** — Executive Director, Astraea Lesbian Foundation for Justice

Katherine Acey is a highly respected activist, best known for her expertise and commitment to lesbian and women’s philanthropy. She has been the executive director of the Astraea Lesbian Foundation for Justice since 1987. The foundation’s grants program funds local, regional and international organizations as well as cultural and media work. In 1990, Astraea established the nation’s first Lesbian Writers Fund; and in 1996, Astraea created The International Fund for Sexual Minorities — the only fund of its kind in the U.S. Katherine has been involved in the Women’s Funding Network since its inception, serving as both board member and chair. She is also a founding member and past chair of Funders for Lesbian and Gay Issues and has served as a board or advisory member to countless organizations including: Women in the Arts, the Center for Anti-Violence Education, New York Women Against Rape, MADRE and Women Make Movies. Katherine is past chair of the National Executive Committee of the Palestine Solidarity Committee, and a member of the Arab Women’s Gathering Organizing Committee. Katherine has traveled extensively speaking on issues of philanthropy, sexual orientation, race and class. Internationally, she has participated in numerous women’s and LGBTI delegations and gatherings in Africa, Asia, Central America and Europe.

Workshops

Choose from 40 different workshops focused on Politics and New Models, Giving and Philanthropy, Boards and Teams, Fundraising Systems, and Fundraising Skills and Strategies. Choose the one that’s right for your experience level and for your role in your organization. We have four workshop blocks over the two days of the conference. In each block, there are 10 workshops to choose from, with one being offered in Spanish and one being presented in English and simultaneously interpreted into Spanish.

One-on-one Consulting

Take advantage of free, 30-minute one-on-one consulting sessions with an experienced consultant. Consulting sessions take place during lunch on Friday and Saturday, and in the late afternoon on Friday. Sign up in the morning during registration. We have over 50 sessions and sign-ups are on a first come, first served basis. Available in English and Spanish. See page 9 for more information.

*continued on next page...*
Facilitated Discussions
Outside of workshops, you have the opportunity to participate in facilitated discussions to talk with your peers on specific topics in a more open and informal setting. Choose between identity-based caucuses, issue-based discussions, skill-based skill-shares, or luncheon roundtables hosted by exhibitors. We are offering over 20 different topics. See page 10 for a list of topics. There is a full list of topics, times, and locations in the registration area.

Raising the Roof: Celebrating Movement
THE OFFICIAL PARTY OF RAISING CHANGE ON FRIDAY EVENING!
Presented by The California Endowment
Join us on Friday night at the main conference site to re-connect with old friends, meet new ones, and celebrate the new paths we’re forging as social justice fundraisers and movement-builders. Relax and unwind with food, drinks, movement-inspired entertainment and more. Enjoy performances by Colored Ink and 2004 National Teen Poetry Slam Champion Kirya Traber. Help choose the winner in a “Making the Pitch” competition. You don’t want to miss it! $10–$30 sliding scale donation accepted at the door; no one turned away for lack of funds. Those not attending the conference are welcome to join us at the reception.

DEBATE: Is the nonprofit sector a vehicle—or has it become a barrier—to social justice?
MODERATED BY KIM KLEIN (Klein & Roth Consulting and Building Movement Project).
Get ready as two teams of debaters go head-to-head on this provocative issue!

DEBATE PROPOSITION

*Whereas:* The nonprofit sector in the United States is the largest in the world, employing almost 10% of the workforce, and being of such a size that were it a single economy, it would be the world’s seventh largest economy;

*Whereas:* By every indicator (health, education, citizen engagement, poverty, etc.) the social problems of the United States are getting worse, even as the nonprofit sector gets bigger;

*Therefore, be it resolved:* Because of its size, focus on professionalism, and competition for funding, the nonprofit sector cannot solve society’s pressing social problems, and a just and lasting solution to these problems must be pursued outside of this sector.

DEBATERS (Organizational affiliations listed for identification purposes only)
- Rona Fernandez (Californians for Justice)
- Stephanie Guilloud (Project South: Institute for the Elimination of Poverty and Genocide)
- Joo-Hyun Kang (formerly at Astraea Lesbian Foundation for Justice and Audre Lorde Project)
- Mark Toney (TURN, The Utility Reform Network)
One-on-One Consulting

These 30-minute sessions offer participants the chance to receive free personalized assistance from experienced fundraisers on a particular topic. Each participating organization can sign up for a single one-on-one session. Please sign up for your one-on-one session on the first day of the conference — sessions will fill up quickly! Schedule subject to change; please see our sign-up board for an updated schedule.

SESSIONS 1–2 • Friday, July 25: 1:00–1:30 PM and 1:30–2:00 PM

Marie Beichert  Database Development, Fundraising Planning, Board Development, Grant-writing, Grants Management
Rona Fernandez  Direct Mail, Fundraising Planning, Board Development, Major Gifts
Miguel Gavaldón (Español/English)  Grant-writing, Grants Management, Special Events, Fundraising Planning, Major Gifts
Peggy Matthews  Major Gifts, Fundraising Planning, Board Development
Mara Perez (Español/English)  Foundations, Fundraising Planning
Russell Roybal  Board Development, Fundraising Planning, Major Gifts
Mel Shaw  Special Events, Fundraising Planning, Major Gifts
Pearl Shaw  Capital Campaigns, Fundraising Planning, Major Gifts
Sonya Garcia Ulibarri  Special Events, Board Development, Fundraising Planning
Bob Zimmerman  Board Development, Capital Campaigns, Major Gifts

SESSIONS 3–4 • Friday, July 25: 4:30–5:00 PM and 5:00–5:30 PM

Philip Byrdsong  See sign-up board
Ellen Gurzinksy  Integrating Fundraising & Program, Major Gifts, Board Development
Judy Hatcher  Organizational Development, Fundraising Planning, Board Development
Deb Janes  Major Gifts, Fundraising Planning, Board Development
Jackie Kaplan  Special Events, Major Gifts, Fundraising Planning
Gayle Roberts  Board Development, Major Gifts, Fundraising Planning
Karen Topakian  Direct Mail, Board Development, Major Gifts
Tracy Yassini  Fundraising Planning, Board Development, Major Gifts

SESSIONS 5–6 • Saturday, July 26: 12:45–1:15 PM and 1:15–1:45 PM

Mauricio Castro (Español/English)  See sign-up board
Lisa Flores  Case Statement, Capital Campaigns, Special Events
Dolores Garay  Major Gifts, Board Development, Fundraising Planning
Fred Goff (Español/English)  Endowments, Capital Campaigns, Major Gifts
Steve Lew  Major Gifts, Fundraising Planning, Board Development
DeQuan Mack  Major Gifts, Board Development, Fundraising Planning
Tanya Mote  Phone Banking, Special Events, Fundraising Planning
Mary Ochs  Special Events, Board Development
Elsa Ríos (Español/English)  Fundraising & Strategic Planning, Board Development, Fundraising Planning
Facilitated Discussion Topics

Please visit the registration area for a full list of topics, times, locations, and to sign up.

IDENTITY-BASED CAUCUSES — open to folks from these communities
- People of color
- Rural fundraisers
- LGBTQ
- New fundraisers
- Immigrants

ISSUE-BASED DIALOGUES — open to folks working on these issues
- Arts
- Media
- Youth empowerment
- Environmental justice
- International issues
- Economic justice
- Electoral work
- Anti-violence
- Immigrant rights
- Racial justice
- Feminist organizing

TOPICAL SKILL-SHARES — open to all conference attendees
- Recent successes with using Web 2.0 & online fundraising
- The delicate dance of foundation fundraising
- Preventing fundraiser burnout
- Follow-up conversations to the debate

EXHIBITOR-LED TOPICAL ROUNDTABLES — open to all conference attendees (Topics TBA)

SPECIAL SESSIONS — open to all conference attendees

- Lifting the Movement from Underneath — For fundraising trainers and consultants only
  Facilitated by Judy Levine, Cause Effective | 12:30 – 2:00 pm, Friday
  This conference provides an unusual opportunity to be in the same space with other consultants and
  trainers from around the country who work primarily with grassroots and social justice organizations
  on building individual donor support for their work. Join us for a conversation on the current issues
  and trends we’re discovering in our work and how we can learn from and support each other.

- For Funders Who Fundraise: Tools for Supporting Donors of Color
  Facilitated by Changemakers | 12:30–2:00 pm, Friday

- Help Shape What’s Next for GIFT and the Grassroots Fundraising Journal
  Facilitated by the GIFT Board of Directors | 4:30–6:00 pm, Friday
  Join the Board of Directors of GIFT and the Journal to help us plan the next 3 years of our new,
  merged organization. Participate in a no-holds-barred discussion on which of our programs are essen-
  tial and which ones need improvement. How can we do more work nationally and in underserved
  communities. How can we collaborate more with other groups and support the social justice move-
  ment. How can we build our own capacity and resource base. Come share your feedback and ideas
  to build a stronger GIFT!

- Robin Hood was Right: Raising Money Strategically to Resource Movement Building
  Facilitated by Grassroots Global Justice Alliance | 4:30–6:00 pm, Friday
  The nonprofit industrial complex and the dependency of grassroots organizations on foundations is
  a growing debate in social movements nationally and internationally. The competition over scarce
  foundation resources for social justice organizing is both a cause and a result of the fragmentation
  of our organizing struggles in the U.S. Grassroots organizations lack a collective analysis and strategy
  for resourcing our movement building efforts. We have not created mechanisms for asserting influence
  on political priorities and accountability of foundations to the movement. The Right has taken advan-
  tage of this and is imposing their political will on funding priorities through foundation boards and
  pressure in Congress. In this discussion we will share an analysis of the state of philanthropy in
  relation to social movements and potential efforts for coordination of social movement strategies.
  We will also look at the resourcing of the US Social Forum as a case study.

- GIFT Internship Alumni Network Gathering
  Facilitated by the Internship Alumni Network Coordinating Committee
  12:15–1:45 pm, Saturday | For alumni of GIFT’s Internship Program only
  In the past 10 years, GIFT’s internship program has trained and graduated more than 100 people of
  color as social justice fundraisers. Now, we’re ready for the next step. Raising Change marks the
  launch of our Internship Alumni Network. The Network will be an ongoing space for leadership
  development, skill training, peer support and mentorship. During this session, we will share our
  goals for the Network, set an agenda for the first year, and map out a plan to make it happen!
The Funding Exchange Network:

Appalachian Community Fund
Hawai‘i People’s Fund
North Star Fund
Haymarket People’s Fund
Crossroads Fund
Chinook Fund
Headwaters Foundation for Justice
Foundation for Change

Fund for Santa Barbara
Liberty Hill Foundation
Wisconsin Community Fund
Funding Exchange National Office
McKenzie River Gathering Foundation
Fund for Southern Communities
Bread and Roses Community Fund
Three Rivers Community Foundation

Celebrates the

Raising Change Conference

for being

the only national conference in the country that brings social justice organizations together specifically to talk about fundraising and how to resource our movements!

www.fex.org
### WORKSHOP LEVELS:
1. New to fundraising (less than 1 year of experience)
2. Experienced fundraiser (1–3 years of experience)
3. Advanced fundraiser (4+ years of experience)

### AUDIENCE:
- A: Organizers/Program Staff
- B: Development/Fundraising Staff
- C: Board Members & Grassroots Leaders
- D: Executive Directors
- E: Everyone, all of the above

### Workshops
**Workshops IN SPANISH ONLY** are highlighted by a white box with no rule.

**Workshops SIMULTANEOUSLY TRANSLATED FROM ENGLISH TO SPANISH** are highlighted by a white box and surrounded by a dotted rule, e.g. "Spanish..."

### At a Glance: Friday, July 25, 2008

<table>
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<tr>
<th>Time</th>
<th>Event Details</th>
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<tr>
<td>7:30–9:00 AM</td>
<td>Registration, Visit Exhibitors, Sign-up for One-on-One Consulting and Facilitated Discussions, and Breakfast</td>
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</table>
| 9:00–10:15 AM | **Welcome and Opening Keynote**
**Keynote Speakers**: Robby Rodriguez, Southwest Organizing Project & Katherine Acey, Astraea Lesbian Foundation for Justice
**Simultaneously Interpreted into Spanish**  
**Patrons Hall at St. Mary’s** |
| 10:15–10:30 AM| Break                                                                                             |
| 10:30 AM–12:30 PM| **Workshop Block I**  
**Boards and Teams**  
**Fundraising Skills and Strategies**  
**Fundraising Systems**  
**Giving and Philanthropy**  
**History, Politics and New Models**  
**Who’s Up Next?: Fundraising Implications & Opportunities with Leadership Transitions**
Helen Kim  
Frances Kunreuther  
Caroline McAndrews  
LEVEL: 1, 2, 3  
AUDIENCE: UU – St. Anna King  
**Not Your Mother’s Workshop on Fundraising & Boards**
Jan Masaoka  
LEVEL: 1, 2, 3  
AUDIENCE: St. Mary’s – C  
**Raising Local Money for International Causes**
Kristen Cashmire, Karolo Aparicio  
Robert Hurst, Ana Maria Murillo  
LEVEL: 1, 2  
AUDIENCE: B, C, D  
ST. MARY’S – B  
**Special Events: Celebrate Your Victories and Raise Money Doing It!**
Elmer Roldan  
LEVEL: 2, 3  
AUDIENCE: E  
UU – MLK  
**Getting Started in Planned Giving**
Byron Johnson  
LEVEL: 2, 3  
AUDIENCE: B, C, D  
UU – Kincaid  
**Una Introducción Básica a la Recaudación de Fondos para Grupos de Base**
Marta Segura  
LEVEL: 1  
AUDIENCE: E  
UU – MURDOCK  
**Who’s Up Next?: Fundraising Implications & Opportunities with Leadership Transitions**
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AUDIENCE: B, C, D  
UU – Kincaid  
**Una Introducción Básica a la Recaudación de Fondos para Grupos de Base**
Marta Segura  
LEVEL: 1  
AUDIENCE: E  
UU – MURDOCK  |
| 12:30–2:00 PM | Lunch, Roundtable Discussions, Visit Exhibitors, One-on-One Consulting Sessions, Facilitated Discussions  
**Patrons Hall at St. Mary’s**  
| 2:00–2:15 PM  | Break                                                                                             |
| 2:15–4:15 PM  | **Workshop Block II**  
**Boards and Teams**  
**Fundraising Skills and Strategies**  
**Fundraising Systems**  
**Giving and Philanthropy**  
**History, Politics and New Models**  
**The Bizarre Love Triangle: How Fundraising, Finance & Program Can Work Together**
Carol Cantwell  
LEVEL: 1, 2  
AUDIENCE: A, B, D  
UU – MURDOCK  
**Raps That Raise Money: Fundraising at Any Gathering**
Mark Toney  
LEVEL: 1, 2  
AUDIENCE: E  
ST. MARY’S – A  
**Fundraising in Rural Communities**
Vernon Kahe, Craig White  
LEVEL: 1, 2, 3  
AUDIENCE: E  
ST. MARY’S – C  
**Conducting an Annual Canvass**
Janet Upadhye  
LEVEL: 1, 2  
AUDIENCE: B, C, D  
ST. MARY’S – MSGR. BOWE  
**Communications & Fundraising: Enhancing the Relationship**
Kevin Cartwright, Rosi Reyes  
LEVEL: 2  
AUDIENCE: B, D  
UU – St. Anna King  
**Capitalism for Anti-Capitalists: Using Earned Income to Fund Your Organization**
Andy Robinson  
LEVEL: 2, 3  
AUDIENCE: E  
UU – Scholefield  
**Lotería, fiestas en casa, bailes comunitarios: el éxito de los eventos organizados por voluntarios**
Natalia López  
LEVEL: 1  
AUDIENCE: B, C, D  
UU – Kincaid  |
| 4:15–6:00 PM  | Break, Visit Exhibitors, One-on-One Consulting, Facilitated Discussions  
**St. Mary’s**  
| 6:00–8:30 PM  | Party: Raising the Roof!  
**St. Francis Hall at St. Mary’s**
AT A GLANCE: **SATURDAY** July 26, 2008

**WORKSHOP LEVELS:**
1. New to fundraising (less than 1 year of experience)
2. Experienced fundraiser (1–3 years of experience)
3. Advanced fundraiser (4+ years of experience)

**AUDIENCE:**
A: Organizers/Program Staff
B: Development/Fundraising Staff
C: Board Members & Grassroots Leaders
D: Executive Directors
E: Everyone, all of the above

Workshops **IN SPANISH ONLY** are highlighted by a white box with no rule.

Workshops **SIMULTANEOUSLY TRANSLATED FROM ENGLISH TO SPANISH** are highlighted by a white box and surrounded by a dotted rule, e.g.

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**7:30 – 9:00 AM**
Breakfast and Visit Exhibitors | ST. MARY’S

**9:00 – 10:00 AM**
Plenary Session / Debate: “IS THE NONPROFIT SECTOR A VEHICLE — OR HAS IT BECOME A BARRIER — TO SOCIAL JUSTICE?”
MODERATED BY KIM KLEIN | DEBATERS: Rona Fernandez, Stephanie Guilloud, Joo-Hyun Kang, Mark Toney

**10:00 – 10:15 AM**
Break

**10:15 AM – 12:15 PM**
**WORKSHOP BLOCK III**

<table>
<thead>
<tr>
<th>BOARDS AND TEAMS</th>
<th>FUNDRAISING SKILLS AND STRATEGIES</th>
<th>FUNDRAISING SYSTEMS</th>
<th>HISTORY, POLITICS AND NEW MODELS</th>
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<td>ST. MARY’S – A</td>
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| Power in Numbers: Grassroots Members Raising Funds for the Movement Rona Fernandez | Making the Case for Membership Dues Mary Kay Harris | Creating a Fundraising Philosophy Kim Klein |
| LEVEL: 1, 2 | LEVEL: 1, 2 | LEVEL: 2, 3 |
| AUDIENCE: E | AUDIENCE: A, B, C | AUDIENCE: E |
| ST. MARY’S – A | UU – SCHOLEFIELD | UU – MLK |

| From Vexation to Vision: Transforming Common Fundraising Challenges into a Vision of Social Justice Fundraising Nicole Branch Melissa White | Grassroots Fundraising 101: Back to Basics Judy Hatcher | Power & Politics: Developing and Funding a New Voter Program Paul Getsos |
| LEVEL: 1 | LEVEL: 1 | LEVEL: 1, 2, 3 |
| UU – MURDOCK | UU – CHAPEL | UU – MURDOCK |

**12:15 – 1:45 PM**
Lunch, Visit Exhibitors, One-on-One Consulting Sessions, Facilitated Discussions | PATRONS HALL AT ST. MARY’S

**1:45 – 3:45 PM**
**WORKSHOP BLOCK IV**

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<thead>
<tr>
<th>BOARDS AND TEAMS</th>
<th>FUNDRAISING SKILLS AND STRATEGIES</th>
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<tbody>
<tr>
<td>Power in Numbers: Grassroots Members Raising Funds for the Movement Rona Fernandez</td>
<td>Make That Ask! A Major Donor Clinic Nisha Anand</td>
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<tr>
<td>LEVEL: 1, 2</td>
<td>LEVEL: 1, 2, 3</td>
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<tr>
<td>AUDIENCE: E</td>
<td>AUDIENCE: B, C, D</td>
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<td>ST. MARY’S – A</td>
<td>UU – CHAPEL</td>
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</table>

| From Vexation to Vision: Transforming Common Fundraising Challenges into a Vision of Social Justice Fundraising Nicole Branch Melissa White | Build, Adapt, Restore, Invest, Achieve – Capital Campaigns for Grassroots Groups Mickey Machnityre | Direct Mail Fundraising: Beyond the Basics Amy O’Connor |
| LEVEL: 1, 2 | LEVEL: 2, 3 | LEVEL: 2, 3 |
| AUDIENCE: B | AUDIENCE: B, C, D | AUDIENCE: E |
| UU – SCHOLEFIELD | ST. MARY’S – A | ST. MARY’S – C |

| Grassroots Youth: Resources for Youth Movements Sagnicthe Salazar | Not Just for Universities: Building Alumni Giving in Social Justice Organizations Raquel Bernaldo, Danielle Mahones, Chauniqua Young | Raising Money with Email Madeline Stanionis |
| LEVEL: 1, 2 | LEVEL: 1, 2 | LEVEL: 1, 2 |
| AUDIENCE: B | AUDIENCE: E | AUDIENCE: E |
| UU – MURDOCK | UU – MURDOCK | UU – MURDOCK |

<table>
<thead>
<tr>
<th>Dive into Development Planning</th>
<th>Raising Money with Email</th>
<th>Recaudación de Fondos para Organizadores y Personal de Programación Mauricio Castro</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sumérjase en los Planes de Desarrollo Financiero</td>
<td>Make That Ask! A Major Donor Clinic Nisha Anand</td>
<td>LEVEL: 2, 3</td>
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<tr>
<td>Russell Roybal</td>
<td>LEVEL: 1, 2</td>
<td>AUDIENCE: E</td>
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**3:45 – 4:00 PM**
Break

**4:00 – 4:30 PM**
Closing Plenary | PATRONS HALL AT ST. MARY’S
Friday morning
10:30 AM–12:30 PM
WORKSHOP BLOCK I

Raising Local Money for International Causes
U.S. based fundraisers are provided unique opportunities and face particular challenges when raising money for international issues. In this session, panelists will focus on best practices, suitable for small and large organizations, such as using traditional and online networking, tours/delegations, special events, and federated giving to acquire, renew, and upgrade donors.

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<tbody>
<tr>
<td>Kristen Cashmore,</td>
<td>Fundraising Skills</td>
<td>New &amp; Experienced</td>
<td>Development staff,</td>
<td>St. Mary’s – B</td>
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<tr>
<td>Network in Solidarity with the People of Guatemala</td>
<td>&amp; Strategies</td>
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<td>Board member/Volunteer, Executive Director</td>
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<td>Karole Aparicio, International Rivers</td>
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<td>Robert Hurst, Pacific Environment</td>
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<td>Ana Maria Murillo, HOMEY</td>
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Special Events: Celebrate Your Victories and Raise Money Doing It!
Special events are a fun and rewarding way to increase visibility for your organization, build your donor base and raise unrestricted funds. Come learn about ways to increase the fundraising potential of your events (beyond ticket sales), from sponsorships, silent auctions and raffles, program book ads and in-kind donations. We’ll also talk about building a strong team of board, staff and members, to organize a successful event.

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<tr>
<td>Elmer Roldan, Community Coalition</td>
<td>Fundraising Skills</td>
<td>Experienced &amp; Advanced</td>
<td>Organizer/Program Staff, Development Staff, Board Member/Volunteer, Executive Director</td>
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<td>&amp; Strategies</td>
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Who’s Up Next?: Fundraising Implications & Opportunities with Leadership Transitions
Organizational leadership in the nonprofit sector is at a high point of transition. The Building Movement Project has worked diligently on understanding this phenomenon while helping organizations strategize how to continually sustain themselves through these hard times. Come to this session to hear about their work on leadership transitions and how fundraising strategies continue to change with generational leadership transition.

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<tr>
<td>Helen Kim, GIFT Board and Building Movement Project</td>
<td>Boards &amp; Teams</td>
<td>New, Experienced &amp; Advanced</td>
<td>Organizer/Program Staff, Development Staff, Board Member/Volunteer, Executive Director</td>
<td>UU – Starr King</td>
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<td>Frances Kunreuther, Building Movement Project</td>
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<td>Caroline McAndrews, Building Movement Project</td>
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Trends in Foundation Funding
As the social justice movement looks towards equalizing wealth in the U.S. and globally, having a critical eye on the role of foundations within a democracy is vital. This session will look at recent trends in foundation funding that are most relevant for social justice and community organizations, including: the exponential growth of mega-foundations whose giving exceeds the gross domestic product of the poorest countries in the world and the severe decrease in funding for people of color organizations and for those working on racial justice issues.

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<tr>
<td>Christine Ahn, National Committee for Responsive Philanthropy</td>
<td>Giving &amp; Philanthropy</td>
<td>New, Experienced &amp; Advanced</td>
<td>Organizer/Program Staff, Development Staff, Board Member/Volunteer, Executive Director</td>
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<tr>
<td>Melissa Johnson, National Committee for Responsive Philanthropy</td>
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<td>Lawrence T. McGill, The Foundation Center</td>
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What’s New in Online Fundraising – Exploring Online Social Technologies & Fundraising
In this session, you’ll learn about what’s new in the world of social networking sites and donation portals. We’ll also explore what makes communications effective online, who’s your target audience and how to reach them.

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<tr>
<td>Kwame Tsikata, Progressive Technology Project</td>
<td>Fundraising Systems</td>
<td>New &amp; Experienced</td>
<td>Development staff &amp; Executive director</td>
<td>St. Mary’s – A</td>
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Getting Started in Planned Giving

What are the first steps to creating a successful planned giving program, especially for social justice orgs? In this workshop, we'll talk about the process for deciding whether to start a planned giving program, what the program might look like, and how to define and ensure its success. We will also talk about the challenges and barriers that smaller social justice and grassroots groups might have to address if they were to venture into this area and explore some of the potential ways to address these challenges.

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<tr>
<td>Byron Johnson, CompassPoint Nonprofit Services</td>
<td>Fundraising Skills &amp; Strategies</td>
<td>Experienced &amp; Advanced</td>
<td>Development staff, Board Member/Volunteer, Executive Director</td>
<td>UU – Kincaid</td>
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Not Your Mother's Workshop on Fundraising & Boards

Many, even most, boards don't fundraise well. We will explore effective strategies for building boards that do. We'll consider different types of board structures; the roles and responsibilities of board members; barriers to fundraising success and how to overcome them.

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<tr>
<td>Jan Masaoka, Blue Avocado</td>
<td>Boards &amp; Teams</td>
<td>New, Experienced &amp; Advanced</td>
<td>Organizer/Program Staff, Development Staff, Board Member/Volunteer, Executive Director</td>
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Racism and Racial Dynamics in Fundraising: A Discussion for White Folks

This is an opportunity for white people to examine the ways in which racism plays out in fundraising. Together we will reflect on our role in the race dynamic, and discuss ways to challenge racism in all aspects of our work. This will be a facilitated discussion, so please bring your questions, experiences and ideas to share.

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<tr>
<td>Stephanie Roth, Grassroots Institute for Fundraising Training (GIFT)</td>
<td>History, Politics &amp; New Models</td>
<td>New, Experienced &amp; Advanced</td>
<td>Organizer/Program Staff, Development Staff, Board Member/Volunteer, Executive Director</td>
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<tr>
<td>Ellen Gurzinsky, Funders for Lesbian &amp; Gay Issues</td>
<td>History, Politics &amp; New Models</td>
<td>New, Experienced &amp; Advanced</td>
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Racism & Racial Dynamics in Fundraising: For People of Color Only!

Racism is an elephant in the room that’s rarely talked about in fundraising. Join us for a conversation about our experiences as people of color doing fundraising work. What challenges have we faced? How can we work together with other people of color to support one another in this work? How do we confront racism while building solidarity with white folks to achieve our common goals for social justice?

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<tr>
<td>Dolores Garay, Consultant</td>
<td>History, Politics &amp; New Models</td>
<td>New, Experienced &amp; Advanced</td>
<td>Organizer/Program Staff, Development Staff, Board Member/Volunteer, Executive Director</td>
<td>St Mary’s – Msgr. Bowe</td>
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El Racismo y Dinámicas Raciales en la Recaudación de Fondos: ¡Solamente para Gente de Color!

El racismo es el tema tabú del cual casi nunca se habla en la recaudación de fondos. Participa con nosotros en una conversación sobre nuestras experiencias como gente de color trabajando en la recaudación de fondos. ¿Qué desafíos hemos enfrentado? ¿Cómo podemos trabajar juntos con otras personas de color para apoyarnos mutuamente en este trabajo? ¿Cómo enfrentamos el racismo mientras que nos extendemos en solidaridad con la gente blanca para poder lograr los objetivos de justicia social que tenemos en común?

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<td>St Mary’s – Msgr. Bowe</td>
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Una Introducción Básica a la Recaudación de Fondos para Grupos de Base

Estas comenzando a establecer y tu deber, si decides aceptarlo, es ayudar a recaudar fondos para tu organización tan querida. ¿Qué son las cosas más importantes que debes saber? ¿Qué debes hacer primero? ¿Cómo puedes adquirir confianza en ti mismo para pedir dinero? Esta sesión se enfocara en los pasos que debes tomar para comenzar a recaudar fondos de individuos en tu comunidad.

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<tr>
<td>Marta Segura, Consultant</td>
<td>Fundraising Skills &amp; Strategies</td>
<td>New</td>
<td>Organizer/Program Staff, Development Staff, Board Member/Volunteer, Executive Director</td>
<td>UU – Murdock</td>
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Flipping the Script: Philanthropy in Communities of Color
Learn how people of color are reinvigorating generations-old models of giving, and changing mainstream assumptions about ‘philanthropy’ in the United States. Identify your community’s existing fundraising models and find ways to create more grassroots ownership of your organization.

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<tr>
<td>Daryl Lester, Hindsight Consulting &amp; the Next Generation of African-Americans in Philanthropy Fund</td>
<td>Giving &amp; Philanthropy</td>
<td>New, Experienced &amp; Advanced</td>
<td>Organizer/Program Staff, Development Staff, Board Member/Volunteer, Executive Director</td>
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<tr>
<td>Stephanie Yang, SYD Consulting</td>
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Raps That Raise Money: Fundraising at Any Gathering
Making a fundraising pitch at a special event, house party, or other gathering is a far more effective technique to raise money than “passing the hat.” In this workshop you will learn practical tips for preparation, making the pitch and following up to increase your event fundraising by $1,000–$10,000.

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<tr>
<td>Mark Toney, TURN Consumer Advocates</td>
<td>Fundraising Skills &amp; Strategies</td>
<td>New &amp; Experienced</td>
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<td>Vernon Kahe, Hopi Education Endowment Fund</td>
<td>Fundraising Skills &amp; Strategies</td>
<td>New, Experienced &amp; Advanced</td>
<td>Organizer/Program Staff, Development Staff, Board Member/Volunteer, Executive Director</td>
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<td>Craig White, Center for Participatory Change</td>
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Fundraising in Rural Communities
Join us for a participatory workshop about the fundraising challenges and opportunities that face organizations in rural communities. Not all rural communities are the same, but there are some key differences in the environments we work in compared to urban areas. Given these differences, which fundraising strategies work for us and which ones can be adapted to fit our needs? How do we deal with smaller populations, greater distances, strained resources, and a history of wealth being extracted and people moving to cities? Participants will have a chance to tell the story of their most successful fundraising activities, and be inspired by what is working for other groups in rural areas across North America.

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<tr>
<td>Craig White, Center for Participatory Change</td>
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The Bizarre Love Triangle: How Fundraising, Finance & Program Can Work Together
Many people assume that fundraisers sit in one corner of the office and bring in the money, finance people sit in another corner and track the money and program people go out and spend the money! Come to this session to see why this paradigm is wrong, and what you can do to set up systems for a more sustainable organization.

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<tr>
<td>Carol Cantwell, Consultant</td>
<td>Boards &amp; Teams</td>
<td>New &amp; Experienced</td>
<td>Organizer/Program Staff, Development Staff, Board Member/Volunteer, Executive Director</td>
<td>UU – Murdock</td>
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Turning Volunteers into Fabulous Fundraisers
Fundraising is a crucial part of grassroots organizing, but it is certainly not seen as the most glamorous task. Through an interactive game, learn about some success stories and innovative strategies for how to engage volunteers in fundraising, and make it something they actually enjoy! We’ll share some lessons from international solidarity as well as community-based organizations, discuss common barriers that prevent volunteers from doing fundraising, and provide some how-to materials and creative ideas for you to take back with you. Bring stories to share of successes and of challenges you’re facing.

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<tr>
<td>Sha Grogan-Brown, Committee in Solidarity with the People of El Salvador (CISPES)</td>
<td>Boards &amp; Teams</td>
<td>New, Experienced &amp; Advanced</td>
<td>Organizer/Program Staff, Development Staff, Board Member/Volunteer, Executive Director</td>
<td>St. Mary’s – B</td>
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How to Get the Most Out of Your Fundraising Database

How can your fundraising database help you raise more money? What information should you track about your donors in order to inform your strategy for approaching and cultivating your donors? If you’re collecting the right kind of information, your database can be an amazing tool in developing a stronger fundraising program. Come learn what your database should tell you and how you can make better use of this increasingly important piece of technology.

**PRESENTERS** | **THEME** | **LEVEL** | **WHO SHOULD ATTEND** | **ROOM**
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Robert L. Weiner, Consultant | Fundraising Systems | New & Experienced | Development staff | UU – MLK

Conducting an Annual Canvass

Have you ever had to go door to door or phonebank for your cause? These are key strategies to building a solid donor base for your organization – ensuring your ability to sustain the work much longer than any grant. Come to this session to see some successful models of leaving fundraising at your computer behind — and getting back to basics with connecting one on one with potential donors.

**PRESENTERS** | **THEME** | **LEVEL** | **WHO SHOULD ATTEND** | **ROOM**
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Janet Upadhye, San Francisco Women Against Rape (SFWAR) | Fundraising Skills & Strategies | New & Experienced | Development Staff, Board Member/Volunteer, Executive Director | St. Mary’s – Msgr. Bowe

Communications & Fundraising: Enhancing the Relationship

The focus of this session will be on the intersection of fundraising & communications – e.g., messaging and its importance for both fundraising and communicating with your constituencies; the materials and tools organizations need to promote their work and enhance their fundraising. Additionally, we will look at the role of annual reports, websites, brochures, etc. This session will help you to get the word out about your work to the folks who should know about you (not just the media).

**PRESENTERS** | **THEME** | **LEVEL** | **WHO SHOULD ATTEND** | **ROOM**
--- | --- | --- | --- | ---
Kevin Cartwright, Service Employees International Union (SEIU) | Fundraising Skills & Strategies | Experienced | Development staff, Executive Director | UU – Starr King
Rosi Reyes, Consultant | Fundraising Skills & Strategies | New & Experienced | Development Staff, Board Member/Volunteer, Executive Director | UU – Starr King

Capitalism for Anti-Capitalists: Using Earned Income to Fund Your Organization

Got an idea for a nonprofit business? Want to learn how to charge for your organization’s expertise? Across the nonprofit community, the largest source of funding isn’t grants or donations — it’s earned income from the sales of mission-related services and goods. In this session, we’ll cover the basics — then it’s your turn to test out your ideas.

**PRESENTERS** | **THEME** | **LEVEL** | **WHO SHOULD ATTEND** | **ROOM**
--- | --- | --- | --- | ---
Andy Robinson, Consultant & Author | Fundraising Skills & Strategies | Experienced & Advanced | Organizer/Program Staff, Development Staff, Board Member/Volunteer, Executive Director | UU – Scholefield

Capitalismo para Anti-Capitalistas: Como Usar los Ingresos de su Trabajo para Financiar su Organización

¿Tiene alguna idea para comenzar un negocio con su organización sin fines de lucro? ¿Quiere aprender como cobrar por la destreza del personal de su organización? A lo largo de la comunidad de organizaciones sin fines de lucro, la mayor fuente de financiamiento no proviene de becas o donaciones – si no del ingreso de las ventas de servicios y mercancías relacionadas a la misión de la organización. En esta sesión, repasaremos los puntos básicos – y después le viene su turno para probar sus ideas.

**PRESENTERS** | **THEME** | **LEVEL** | **WHO SHOULD ATTEND** | **ROOM**
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Natalia López, Consultant | Fundraising Skills & Strategies | New | Development Staff, Board Member/Volunteer, Executive Director | UU – Kincaid

Lotería, fiestas en casa, bailes comunitarios: el éxito de los eventos organizados por voluntarios

Usted no tiene el tiempo, el personal o el dinero para organizar una gran gala o subasta para recaudar dinero para su grupo. Sin embargo, hay maneras de juntar a la gente que quiere apoyar a su organización y divertirse. Venga a este taller para obtener algunos consejos sobre la organización de eventos simples que le pueden ayudar a recaudar $1,000 a $10,000 para su causa y que pueden ser organizados por un grupo pequeño pero comprometido de voluntarios.

**PRESENTERS** | **THEME** | **LEVEL** | **WHO SHOULD ATTEND** | **ROOM**
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Natalia López, Consultant | Fundraising Skills & Strategies | New | Development Staff, Board Member/Volunteer, Executive Director | UU – Kincaid
Saturday morning 10:15 AM – 12:15 PM  WORKSHOP BLOCK III

“Can You Hear Me Now?” Communicating the Power of Organizing to Donors & Funders
Communicating the compelling story of organizing to donors and funders has been perplexing savvy organizers, development staff and executive directors for a long time. This interactive workshop will describe the major types of individual donors who are prospects for supporting community organizing. We will also report on findings from 150 one-on-ones with donors and funders and results of an online survey and address race and class issues that might be barriers to organizers forging relationships with donors and funders.

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<tr>
<td>Marjie Fine, The Linchpin Campaign, a project of Center for Community Change</td>
<td>Fundraising Skills &amp; Strategies</td>
<td>Experienced &amp; Advanced</td>
<td>Organizer/Program Staff, Development Staff, Board Member/Volunteer, Executive Director</td>
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Creating a Fundraising Philosophy
Most organizations know that they should have a gift acceptance policy or investment criteria. But few have an overall written fundraising philosophy — we raise money where we can to do the work that needs to be done. However, this lack of a coherent progressive philosophy is leading us down a destructive path as programs which should be funded by taxes suffer cuts and replace their funding with foundation grants, or organizations that should be funded by individuals turn to earned income instead. Many of these organizations wind up going out of business altogether, decreasing the services available to the community. In this workshop, we will discuss how organizations can develop a fundraising philosophy, and how such a philosophy can lead an organization to raise more money.

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<tr>
<td>Kim Klein, Klein &amp; Roth Consulting</td>
<td>History, Politics &amp; New Models</td>
<td>Experienced &amp; Advanced</td>
<td>Development Staff, Board Member/Volunteer, Executive Director</td>
<td>UU – Starr King</td>
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<tr>
<td>Robby Rodriguez, SouthWest Organizing Project (SWOP)</td>
<td>History, Politics &amp; New Models</td>
<td>Experienced &amp; Advanced</td>
<td>Development Staff, Board Member/Volunteer, Executive Director</td>
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Beyond the Debate: Fundraising & Movement Building
In this interactive process, we’ll think together about some hard questions: How has the nonprofit and capitalist culture of organizing affected our work? What are alternative ways to resource our movement (including alternatives to nonprofits)? How can we practice in our day-to-day lives and in our fundraising-organizing work our collective vision of a just, sustainable world?

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<tr>
<td>Chris Crass, Catalyst Project</td>
<td>History, politics &amp; New models</td>
<td>New, Experienced &amp; Advanced</td>
<td>Organizer/Program Staff, Development Staff, Board Member/Volunteer, Executive Director</td>
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<tr>
<td>Rachel Herzing, Critical Resistance &amp; Left Turn Magazine</td>
<td>History, politics &amp; New models</td>
<td>New, Experienced &amp; Advanced</td>
<td>Organizer/Program Staff, Development Staff, Board Member/Volunteer, Executive Director</td>
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The Personal Touch: Cultivating and Upgrading Donors
There’s a common misconception in fundraising that in order to raise significant gifts from individual donors, you need to know rich people. Come learn how you can grow your individual donor program — and raise more money from your donors at ALL giving levels — by creating more opportunities for contact and engagement with your supporters.

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<td>Sonya Garcia Ulibarri, YouthBiz</td>
<td>Fundraising Skills &amp; Strategies</td>
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<td>Development Staff, Board Member/Volunteer, Executive Director</td>
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Looking Back to Leap Ahead: Evaluating Your Fundraising Results
How do you know what fundraising success is, beyond whether or not you raised your budget? What do you want to look at when doing a year-end evaluation to inform your next year’s fundraising plan? How can you use the evaluation process to assess and strengthen your Board/staff/volunteer capacity to reach out on your organization’s behalf? This session will provide you with tools and tips to help you better understand how well your fundraising is going, so you can build on your success going forward. We will focus on individual donor strategies such as direct mail, special events, and major gift campaigns, as well as the more elusive “indirect fundraising goals” which affect your organization’s long-term capacity to increase your fundraising returns, and also touch briefly on evaluating your foundation fundraising program.

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<tr>
<td>Judy Levine, Cause Effective</td>
<td>Fundraising Systems</td>
<td>Experienced &amp; Advanced</td>
<td>Development staff, Executive Director</td>
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Making the Case for Membership Dues
For organizations that do organizing work with a constituency (that is, where the emphasis of the engagement with a constituency is not a financial one), why is it important that members pay dues? What are advantages and challenges of involving members in fundraising? We’ll answer these questions and look at effective strategies for getting members to pay their dues.

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<tr>
<td>Mary Kay Harris, Direct Action for Rights and Equality (DARE)</td>
<td>Fundraising Skills &amp; Strategies</td>
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<td>Organizer/Program Staff, Development Staff, Board Member/Volunteer</td>
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Grassroots Fundraising 101: Back to Basics
You are just starting out and your assignment, should you choose to accept it, is to help raise money for your beloved organization. What are the most important things you need to know? What should you do first? How can you feel more confident about asking for money? This session will focus on the steps you need to take to start raising money from individuals in your community.

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<tr>
<td>Judy Hatcher, Environmental Support Center</td>
<td>Fundraising Skills &amp; Strategies</td>
<td>New</td>
<td>Organizer/Program Staff, Board Member/Volunteer, Executive Director</td>
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Power and Politics: Developing and Funding a New Voter Program
We will focus on how to develop and fund a new and/or existing voter program. The exciting 2008 primary and upcoming presidential election is just one of the recent developments that have prompted all types of organizations to consider adding an electoral component to their work. Community organizations are determining that involvement in the political process is key to shifting power, and are thinking about how to engage in the electoral process. Developing a strong fundraising plan is critical to running an effective voter program since it can be very resource intensive. This workshop will review the different types of voter work your organization can engage in, how to integrate it into your on-going work and core mission, and how to develop a realistic budget and fundraising plan.

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<tr>
<td>Paul Getsos, Consultant &amp; Writer</td>
<td>Fundraising Skills &amp; Strategies</td>
<td>New, Experienced &amp; Advanced</td>
<td>Organizer/Program Staff, Development Staff, Board Member/Volunteer, Executive Director</td>
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Starting at Home: A Grassroots Fundraising Strategy Session for Immigrant-Led Organizations
This session will offer organizers, fundraisers, community leaders, and board members from immigrant-led organizations a space to share our successful models of raising money from our community for our community. All groups are encouraged to come with one fundraising strategy and one fundraising challenge to share with the group. Together we will find new ideas and solutions.

Como Comenzar en la Casa: Una Sesión de Estrategias para Recaudar Fondos al Nivel de Base para Organizaciones con Liderazgo de Inmigrantes
Esta sesión les ofrecerá a organizadores, recaudadores de fondos, líderes comunitarios y miembros de mesas directivas de organizaciones dirigidas por inmigrantes un espacio para compartir nuestros modelos más efectivos para recaudar dinero de nuestras comunidades para el beneficio de ellas mismas. Les recomendamos a todos que vengan con una estrategia un desafío en la recaudación de fondos para compartir con el grupo. Juntos encontraremos nuevas ideas y soluciones.

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<tr>
<td>Andrea Lee, Mujeres Unidas y Activas</td>
<td>Fundraising Skills &amp; Strategies</td>
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<td>Organizer/Program Staff, Development Staff, Board Member/Volunteer, Executive Director</td>
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<td>Tom Nonpraseurt, Laotian Organizing Project of Asian Pacific Environmental Network</td>
<td>Fundraising Skills &amp; Strategies</td>
<td>New &amp; Experienced</td>
<td>Organizer/Program Staff, Development Staff, Board Member/Volunteer, Executive Director</td>
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Mesas Directivas que Recaudan $!
Muchas, casi todas, las mesas directivas no recaudan fondos muy bien. Vamos a explorar estrategias efectivas para formar mesas directivas que si pueden hacerlo. Consideraremos diferentes tipos de estructuras para la mesa directiva; las papeles y responsabilidades de los miembros de la mesa; las barreras que se enfrentan y como superarlas para lograr éxito en su recaudación de fondos.

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<td>Sara Mendoza, Los Angeles Indigenous Peoples’ Alliance</td>
<td>Boards &amp; Teams</td>
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Power in Numbers: Grassroots Members Raising Funds for the Movement

This will be a political education and skills-building workshop to show staff, board and members of grassroots groups why and how fundraising from the bottom up is the most important way to resource our movement. By looking at how poor and middle class people’s dollars keep corporations and the elite afloat, we will explore our own resistance to raising money within our communities and find ways to transcend this resistance for the collective good.

Make That Ask! A Major Donor Clinic

To have a successful major donor program you need to find good prospects, build a fundraising team, develop relationships with your donors, and be prepared to ask for a gift. This workshop will offer tools for increasing your major donor program and give you a chance to practice making an ask.

From Vexation to Vision: Transforming Common Fundraising Challenges into a Vision of Social Justice Fundraising

Feeling frustrated and alone as a fundraiser? Looking for creativity and vision for your organizations’ fundraising? Come to this session to see how to develop a shared vision for integrating social change work into your fundraising and figure out how to get from where we are to where we want to be. If fundraising is part — or all — of your job, this workshop is for you.

Build, Adapt, Restore, Invest, Achieve – Capital Campaigns for Grassroots Groups

Do you have a large one-time project — such as purchasing or renovating a building, buying a new computer system, or starting an endowment — that you need to raise a lot of money for? A capital campaign is an intensive fundraising effort designed to meet a specific financial goal for a large one-time expenditure that is above and beyond your annual income needs. Come learn about the components and timelines for effective capital campaigns, and get your questions answered — whether you’ve already embarked on a campaign, or want to find out what you need to do to get ready for one.

Direct Mail Fundraising: Beyond the Basics

If you’ve moved beyond the beginning stages of individual donor fundraising, and are wondering if it makes sense to invest more resources in direct mail, this workshop is for you. We’ll address how much direct mail acquisition makes sense, as response rates drop and the cost of sending direct mail increases. You’ll learn what types of organizations do best with direct mail, when more personalized acquisition methods are necessary, and how critical your cultivation, renewal, and major donor programs really are to ensuring a successful direct mail program.
Grassroots Youth: Resources for Youth Movements

Some of the most innovative and exciting grassroots fundraising efforts were spurred by youth in social change movements. This session is aimed at engaging both youth and adult allies in a conversation and interactive session exploring youth innovation in grassroots fundraising and the role that grassroots fundraising plays in providing resources to youth vision. Representatives from youth organizations of varying sizes and stages of development will share their experience and specific techniques to both engage youth in and support youth leadership of grassroots fundraising. This session will combine panel discussion with hands-on participation.

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<td>Sagnicthe Salazar, Youth Together</td>
<td>Boards &amp; Teams</td>
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Not Just for Universities: Building Alumni Giving in Social Justice Organizations

Universities are masters at alumni giving, and few social justice groups seem to have adapted these ideas for their own base of program participants and graduates. In this workshop, seasoned and emerging social justice organizations will give insight into how they cultivate lasting relationships with their base of program participants/graduates, former staff, and board. This will be a panel discussion followed by a “how-to portion” in which you can begin to write an alumni fundraising plan for your organization, and share ideas for success.

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<td>Raquel Bernaldo, Just Communities Central Coast</td>
<td>Fundraising Skills &amp; Strategies</td>
<td>New &amp; Experienced</td>
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<td>Danielle Mahones, Center for Third World Organizing (CTWO)</td>
<td>Fundraising Skills &amp; Strategies</td>
<td>New &amp; Experienced</td>
<td>Organizer/Program Staff, Development Staff, Board Member/Volunteer, Executive Director</td>
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<tr>
<td>Chauniqua Young, East Bay Community Law Center</td>
<td>Fundraising Skills &amp; Strategies</td>
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Raising Money with Email

You’ve read about all the money groups are raising online but haven’t yet figured out how to make it work for your small, grassroots organization that doesn’t have dedicated IT staff. Come learn what you can do to start raising more money online, and most importantly, how improving your email communications can make a difference.

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<td>Madeline Stanionis, Watershed Company</td>
<td>Fundraising Skills &amp; Strategies</td>
<td>New &amp; Experienced</td>
<td>Organizer/Program Staff, Development Staff, Board Member/Volunteer, Executive Director</td>
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Dive into Development Planning

There are four parts to fundraising…plan, plan, plan, and work your plan! Learn the steps to creating a successful development plan. We’ll assess your current situation, taking stock of outside factors, examining cash flow, assigning responsibility, and more! Bring your current income and expense statement. Dive into development planning…the water’s fine!

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<td>Russell Roybal, GIFT Board and National Gay &amp; Lesbian Task Force</td>
<td>Fundraising Skills &amp; Strategies</td>
<td>New &amp; Experienced</td>
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Sumérjase en los Planes de Desarrollo Financiero

Existen cuatro partes en la recaudación... ¡prepara, prepara, prepara, y prepara un plan! Aprende los pasos para crear un plan de desarrollo efectivo. ¡Consideraremos la situación actual de tu organización, estudiando los factores externos, examinando el flujo de capital, asignando responsabilidad, y más! Traiga su estado de cuenta y de ingresos. Sumérjase en el desarrollo de planes ¡el agua esta tibia!

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Recaudación de Fondos para Organizadores y Personal de Programación

Tu eres un organizador o personal de programación en tu organización y has escuchado que la recaudación de fondos y el trabajo de organización comunitaria deben ser mejor integrados. ¿Que quiere decir esto y como podemos llevarlo a cabo sin agregar más trabajo a la gran pila de responsabilidades que ya tienes? Ven a este taller tan emocionante a donde recibirás consejos prácticos para poder aprovechar las oportunidades dentro de tu trabajo organizativo para recaudar fondos — que sorprendentemente también puede fortalecer los programas.

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<tr>
<td>Mauricio Castro, North Carolina Latino Coalition</td>
<td>Fundraising Skills &amp; Strategies</td>
<td>Experienced &amp; Advanced</td>
<td>Organizer/Program Staff, Development Staff, Board Member/Volunteer, Executive Director</td>
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</table>
Christine Ahn is a writer and activist who writes and speaks frequently on trade and globalization, militarism and philanthropy. She is the editor of Shafted: Free Trade and America’s Working Poor, as well as a contributor to the award-winning book, The Revolution Will Not Be Funded. She is a co-founder of the Korea Policy Institute and Korean Americans for Fair Trade. She serves on the board of the National Committee for Responsive Philanthropy. christineahn@mac.com

Isabel Anadan** is the Interim Executive Director of the Coalition of African, Arab, Asian, European & Latino Immigrants of Illinois. She is based in Chicago, Illinois. isabel@c1aaili.org

Nisha Anand is a leading trainer, activist and fundraiser in the global justice, direct action and anti-violence movements in the U.S. She has worked as the National Field Organizer for the War Resisters League, and as the Director of Development for the Ruckus Society and San Francisco Women Against Rape. Nisha is currently on the Board of Directors for SFWAR and the Catalyst Project, and is a trainer for GIFT and The Ruckus Society. nishamanand@yahoo.com

Karolo Aparicio works for International Rivers, an environmental justice organization dedicated to protecting rivers and defending the rights of communities that depend on them. He is a development professional with experience in donor cultivation, special events, educational travel, data management, e-activism and online fundraising. karolo@internationalrivers.org

Nikhil Aziz** is the Executive Director of Grassroots International, which works to build alliances with progressive movements for social change around the world. Before joining Grassroots, Nikhil was the Associate Director at Political Research Associates. Nikhil has built collaborations with activist and advocacy organizations nationwide and continues to speak, teach and write on human rights, international development and social change. nikhilaziz@grassrootsonline.org

Marie Beichert is the founder of Development Services/granthelper.com and has been serving social causes since the sixties. She has extensive experience in grantwriting, donor database management, prospect ID, and systems development for growing organizations. She specializes in service to mission-driven community benefit organizations and has a special interest in activist film and prison reentry. marie@granthelper.com

Raquel Bernaldo is the Program Coordinator for Just Communities Central Coast (formerly the National Conference for Community and Justice of California’s Central Coast). Previously, she served as co-chair of the UC Western Regional LGBTIA Conference. She is a graduate of the GIFT internship program. rberaldo@justcommunitiescc.org

Nicole Branch* has worked in nonprofits in the Bay Area since 1998. Currently the Development Director at Youth Together, Nicole has also worked with the San Francisco Urban Service Project, New College of California, and as a consultant for a number of health and human services, arts, and youth organizations. She holds a BA in African American Studies and Anthropology from the University of Massachusetts. rbarnaldoyouthtogether.net

Rory Brown* works in the Philanthropy and Global Fundraising section at United Religions Initiative. She is based in San Francisco, CA. rbrown@uri.org

Philip Byrdsong* is a member of Association for Fundraising Professionals, Northern California Planned Giving Council, National Center for Black Philanthropy, Development Executive Roundtable, and Disabled American Veterans. He has raised funds for United Way, California Peace Action, Central American Resource Center, NAACP, East Bay Conversion and Reinvestment Committee, and International Association of Machinist & Aerospace Workers. PByrds1048@aol.com

Janet Camarena* is the Director for the Foundation Center — San Francisco. She has been a reference librarian and information specialist working for the Center in a variety of roles for thirteen years. She serves on the Board of the Alameda County Library Foundation and was previously on the Advisory Board of the Young Nonprofit Professionals Network, whose mission is to support future nonprofit and community leaders in the Bay Area. jfc@foundationcenter.org

Carol Cantwell brings over 10 years of nonprofit financial experience. She works with nonprofits and foundations to provide a deeper understanding of the role and power dynamics of money in organizations, in addition to traditional skills-based trainings. Carol sees her mission as demystifying financial information so that it can be used to make informed decisions. carol@runwithfinancials.net

Richard Kevin Cartwright has been a media and communications professional for over thirteen years. He was a Communications Strategist with the SPIN Project, a public interest communications firm helping non-profit organizations improve their overall communications strategy and media campaigns. He continues to produce a bi-weekly education program for Pacifica Radio, Education Today. knif@earthlink.net

Kristen Cashmore* is the Development Manager at the Network in Solidarity with the People of Guatemala. She has been fundraising professionally for a decade — primarily with international organizations, including the nonprofit publisher of Where There is No Doctor. She is a former GIFT intern, board member and a Training for Trainers graduate. mazdiner@sbcglobal.net

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The mission of the National Community Development Institute (NCDI) is to build capacity for social change in communities of color and other marginalized communities.

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Big Think Studios is comprised of a group of designers, thinkers, and pragmatists working to create a positive shift in society. We join with nonprofits, foundations, and public agencies committed to social change to transform complex issues into simple and powerful messages. With bold design, plain language, and some humor, our goal is to educate and inspire. Changing the world is no small task. That’s why we strive to think big. We know that no one understands our clients’ issues better than they do. We couple our communications expertise with their knowledge base to strengthen and extend their work. In a world measured in nanoseconds and crowded with images and information, we help you focus your message, distinguish your organization’s brand, and define and attain precise communications goals. We help you better understand your target audiences and how best to speak to them. And we do all of this with creativity, compassion, and a strong commitment to collaboration.

Collectively, the Big Think Studios staff has over 50 years of experience in advertising, design, and strategic communications. Our capabilities include graphic design (logos, brochures, annual reports, newsletters, direct mail, campaign materials, Flash videos, web design); strategy (branding and visual identity, message development, research and analysis, media planning); and advertising (print, outdoor, broadcast, online media, and more).

CONTACT: Peter Walbridge, Big Think Studios
1428 18th Street, San Francisco, CA 94107
P: (415) 934-1111 ext. 306  |  www.bigthinkstudios.com

ColorLines Magazine gives you more information and more stories more often. Our multiracial team of progressive writers and reporters covers issues of race as they’re unfolding around the country. Whether it’s the Green Movement or youth and sexuality, ColorLines provides news and commentary with a critical racial analysis.

We’re proud to announce that ColorLines was recognized with the 2007 UTNE Independent Press Award for General Excellence for our “unforgettable cover stories,” coverage of the arts and regular updates on the Gulf Coast post-Katrina. But we’re not just a magazine. We’re also a network of people. More than 20 percent of our readers are moved to action because of something they read in ColorLines. Students get inspired to join the racial justice movement, professors share articles with their students and activists connect with organizations around the world through ColorLines articles.

CONTACT: ColorLines Magazine
900 Alice Street, Suite 400, Oakland, CA 94605
(510) 653-3415  |  www.colormagazine.com

CompassPoint Nonprofit Services + Blue Avocado. CompassPoint Nonprofit Services is a consulting, research, and training organization providing nonprofits with management tools, strategies, and resources to lead change in their communities. With offices in San Francisco and Silicon Valley, we work with community-based nonprofits in leadership development, executive transition, strategic planning, boards of directors, finance systems and business planning, fundraising and technology. CompassPoint is also pleased to co-present the Fundraising Academy for Communities of Color with the Grassroots Institute for Fundraising Training, which is now in its fourth year, training over 60 organizations in the San Francisco Bay Area.

Blue Avocado is the new, free, bite-sized magazine for people working through community organizations for social justice. Journalism (example: lawsuit against foundation by would-be grantees), ultra-practical advice (Board Cafe for board members), tips (Ask Rita in HR), lifestyle (why do men in the nonprofit sector wear such bad shoes), 3-Minute Vacations, and more. Founded by CompassPoint and the Nonprofit Insurance Alliance Group, and edited by Jan Masaoka. Publishes 1st and 15th of every month. Subscribe free at www.blueavocado.org.

CONTACT: CompassPoint Nonprofit Services
731 Market Street, Suite 200, San Francisco, CA 94103
(415) 541-9000  |  www.compasspoint.org

CONTACT: Jan Masaoka, Blue Avocado
(415) 722-4703  |  www.blueavocado.org

Design Action Collective + Inkworks Press. Design Action Collective is a worker owned and managed cooperative in Oakland, CA that provides visual communication (print and web design) service for social justice organizations, grassroots and activist groups and progressive small local businesses. We are a union shop (Communication Workers of America) and an Alameda County Certified green business. We are an offshoot of Inkworks Press.

Inkworks Press was formed in 1974 as a worker managed, union printshop. We provide high quality offset printing at affordable prices and offer discounts for peace and social justice organizations. From business cards to books, posters to buttons, with our partners Design Action and
New Solidarity, we offer a range of services unmatched in the Bay area. Inkworks is a Certified Green Business in Alameda County; we stock only recycled papers and adopt the most eco-friendly manufacturing processes. We excel at producing high quality “green” short-run full color brochures, postcards and posters at affordable prices.

CONTACT: Poonam Whabi, Design Action
1710 Franklin Street #300, Oakland, CA 94612
(510) 452-1912 | www.designaction.org

CONTACT: Bernard Marszalek, Inkworks Press
2827 Seventh Street, Berkeley, CA 94710
(510) 845-7111 | www.inkworkspress.org

Development Executives Roundtable (DER) builds thriving organizations and communities by helping nonprofit professionals teach the joy of giving, providing accessible training and peer support for Bay Area fundraisers at all stages of their careers. For over three decades, DER has offered low cost, high quality professional development opportunities. Services include monthly luncheon presentations and quarterly peer support groups. Whether you are looking for your next professional position, seeking a new member for your team, need to locate consulting services, or just want to meet folks who understand and care about the opportunities, challenges and issues we all face as fundraisers, DER is a great way to meet new professional colleagues in a friendly, engaging atmosphere.

CONTACT: Michael Magnaye and Pearl Shaw, Board Members
268 Bush Street #2836, San Francisco, CA 94014
support@dersf.org | www.dersf.org

DonorPerfect / Software, Inc. DonorPerfect Fundraising Software, designed to help nonprofits raise more money, provides flexible, easy-to-use solutions and quality support. The system maintains complete donor and prospect records, memberships, special events, pledge processing gift management, personalized communications and extensive reporting capabilities. Our Web-based product, DonorPerfect Online, allows access to this fundraising data anywhere, anytime. Ask for free demo cd.

CONTACT: Chad Koenig
132 Welsh Road, Suite 140, Horsham, PA 19044
(800) 220-8111 | www.donorperfect.com

eTapestry. “Revolutionizing the Charity World via Technology and Service.” eTapestry is a complete Internet software application for fundraising, donor and prospect management, and all constituent communication. As a web based application, access is available from anywhere at anytime. All backups, updates, and system maintenance are provided — allowing you to focus your time and resources on your organization’s mission.

CONTACT: Mike Kierce
6107 West Airport Blvd Suite 120, Greenfield, IN 46140
(888) 739-3827 | www.eTapestry.com

The Foundation Center. The Foundation Center’s mission is to strengthen the nonprofit sector by advancing knowledge about U.S. philanthropy. Established in 1956, the Foundation Center is the nation’s leading authority on philanthropy, connecting nonprofits and the grantmakers supporting them to tools they can use and information they can trust. The Center maintains the most comprehensive database on U.S. grantmakers and their grants — a robust, accessible knowledge bank for the sector. It also operates research, education, and training programs designed to advance philanthropy at every level. The Center’s web site receives more than 47,000 visits each day, and thousands of people gain access to free resources in its five regional library/learning centers and its national network of more than 340 Cooperating Collections.

CONTACT: Sarah Jo Neubauer
312 Sutter Street, #606, San Francisco, CA 94108
(415) 397-0902 | www.foundationcenter.org
The Fund Raising School. The Center on Philanthropy at Indiana University is a leading academic center dedicated to increasing understanding of philanthropy, improving its practice and enhancing participation in philanthropy through research, education, training, public service and public affairs programs in philanthropy, fundraising, donor education, and nonprofit management. A national and international resource, the Center offers degree programs, online courses, fellowships in philanthropy and nonprofit management, fund raising training through The Fund Raising School, executive leadership programs and a philanthropic studies library and archives. The Fund Raising School offers training for nonprofits on a variety of topics, including major gifts, planned giving, capital campaigns and board leadership. Customized training is also available. Our training is based on theory and research and ideal for adult learners.

**CONTACT:** Maria Mandel and Dave Sternberg
The Fund Raising School, The Center on Philanthropy at Indiana University
550 West North Street, Suite 301, Indianapolis, IN 46202
(800) 982-6692 | www.philanthropy.iupui.edu

Jossey-Bass, an imprint of John Wiley & Sons is the leader in providing cutting edge resources for nonprofit and social leadership professionals. Publications include books, periodicals, and other media to inform and inspire those interested in developing themselves, their organizations and their communities.

**CONTACT:** Erin Moy, Allison Brunner, Lindsay Morton
989 Market Street, 5th Floor, San Francisco, CA 94103
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**Klein & Roth Consulting** provides fundraising and organizational development services to nonprofit organizations working for social change. Our clients represent a diverse cross section of organizations — from community organizing to arts and culture, from advocacy to economic development, from social service to civil rights, and more. We believe that how an organization raises its money is integral to its ability to be a social change agent. We specialize in helping organizations working with and for women, people of color, immigrants, queer, poor and marginalized communities. We have a great deal of expertise with progressive causes and controversial issues, as well as fundraising in rural communities, fundraising for start-up organizations, and fundraising for organizations moving away from reliance on government and foundation funding.

**CONTACT:** Kim Klein and Stephanie Roth
1904 Franklin Street, Suite 707, Oakland, CA 94612
510-893-8933 | www.kleinandroth.com

**Liberation Ink Collective** is an all-volunteer, worker-owned apparel printing and design collective created to fund social justice organizing. The collective was born out of our belief that a truly sustainable movement must be funded from within, sharing values and goals with the vision of social justice grassroots fundraising. Our apparel carry political art and messages, including our Women of Color Revolutionary series, youth power design, etc.

Liberation Ink is a unique movement-building project. We have met great response from friends in the movement who find us everywhere from antiwar marches to the US Social Forum to our online store. Our proceeds currently go to support two groups: the Deporten a la Migra Coalition (a coalition of immigrant rights groups in the San Francisco Bay Area) and the May 1st Alliance for Land, Work and Power (composed of grassroots organizations in working-class communities of color: The San Francisco Day Labor Program, People Organized to Win Employment Rights (POWER), Chinese Progressive Association, Mujeres Unidas y Activas and St. Peter’s Housing Committee).

**CONTACT:** Liberation Ink Collective
390 Arlington St, San Francisco, CA 94131
(415) 577-0628 | www.liberationink.org

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National Committee for Responsive Philanthropy promotes philanthropy that serves the public good, is responsive to people and communities with the least wealth and opportunity, and is held accountable to the highest standards of integrity and openness. We envision a fair, just and democratic society in which the common good is recognized as a high priority; where a robust public sector is empowered to protect, preserve and extend the commonly held resources and the public interest; where a vital nonprofit sector provides voice and value to those most in need; and where all people enjoy equality of opportunity, access and fair treatment without discrimination based on race, gender, sexual orientation, physical ability, economic status, national origin or other identities. We envision philanthropy at its best contributing to this vision of society by operating with the highest standards of integrity and openness and by investing in people and communities with the least wealth and opportunity and the nonprofit organizations that serve and represent them.

**CONTACT:** Melissa Johnson
2001 S Street NW, Suite 620, Washington, DC 20009
(202) 387-9177  |  www.ncrp.org

National Community Development Institute. NCDI's vision is that individuals, organizations, communities of color and other marginalized communities have the capacity to fulfill their unique missions and work together towards building a just society. NCDI works to bring about democracy, equity, and justice in communities across the globe. NCDI's mission is to build capacity for social change in communities of color and other marginalized communities in a culturally-based way. NCDI views capacity building as social justice work which frames its approach to doing capacity building in communities color and with other justice-seeking groups.

NCDI's core strategies are technical support and training services, cross-cultural bridge building, and the development and advancement of the capacity-building field. NCDI utilizes Building Capacity for Social Change (BCSC), a methodology that is rooted in the racial and cultural dynamics of communities, based in social equity principles, shaped by the voice of the community and focused on social transformation. With a visionary board and diverse talented national network of staff and consultants, NCDI is recognized as one of the premier technical assistance providers for grassroots organizations in low-income communities of color.

**CONTACT:** Marco Montenegro, Thu Banh, Carmen Velasquez
900 Alice Street, Suite 300, Oakland, CA 94607
510-763-4120  |  www.ncdinet.org
"Pass on the Gifts"

We are pleased to sponsor Raising Change 2008, together with our fellow consultants. We are working together so that we can “pass on the gifts” of fundraising skills, wisdom and courage that we acquired over the years by fundraising in the social justice community, reading and utilizing the Grassroots Fundraising Journal, and learning from each other.

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National Organizers Alliance. NOA’s mission is to advance progressive organizing for social, economic and environmental justice and to sustain, support and nurture the people of all ages who do it. Join hundreds of community and labor organizers in becoming a member of NOA today. Build a community of organizers. Seek greater connection between your work and the work of others. Share skills, join forces and advance the movement. Consciously combat oppression in all its forms including racism, sexism, homophobia, classism, and other “isms” that divide us. Get together with other organizers to learn and share, commiserate, laugh, sing, acknowledge our personal needs and spiritual selves and have a really good time. Come by NOA’s table to get more information about our work: Retirement Pension Plan; Ark Magazine; Regional & national gatherings; and Annual Organizer Respite Awards. Join NOA’s membership of hundreds of organizers from across the country.

CONTACT: Roberto Martínez
2307 Martin Luther King Jr Ave SE, Washington, DC 20020
(202) 543-6603  |  www.noacentral.org

Network for Good is a nonprofit organization that helps other nonprofits raise money and reach supporters online. We offer easy, affordable and effective online fundraising services, including donation processing, email outreach, and donor management. Network for Good has processed over $150 million in donations for 25,000 nonprofits since its 2001 founding by AOL, Cisco and Yahoo!. Our online fundraising and nonprofit marketing services include: Custom DonateNow; EmailNow; Donor Management Suite, and Training.

CONTACT: Joseph Mouson, Charles Ball, Ben DeBonis
7920 Norfolk Avenue, Suite 520, Bethesda, MD 20814
(888) 284-7978  |  www.networkforgood.org/npo

The Nonprofit Quarterly is the leading quarterly journal for nonprofit practitioners. It circulates the latest research, provides practical advice and promotes critical thinking in the sector. Our readers most commonly describe NPQ as relevant, timely, comprehensive, and irreverent. NPQ’s goal is to inform, challenge and strengthen the work of small to mid sized groups, but our larger mission promotes active democracy. We believe strongly that organizations and systems should be responsive to those they claim to serve and that marginalized and underrepresented groups should gain voice through the work of nonprofit organizations. NPQ strives to remain responsive to our readers and are always in active conversation with them to make sure we stay honest.

CONTACT: Timothy Lyster, Publisher
112 Water Street, Suite 400, Boston, MA 02109
(617) 227-4624  |  www.npqmag.org

Northern California Community Loan Fund provides financing and expertise to strengthen low-income communities by providing loans, offering consulting services and training/workshops regarding financial management and space acquisition, and facilitating a community grants program.

CONTACT: Joshua Simon, Director of Consulting & Grants Programs
870 Market Street, Suite 677, San Francisco, CA 94501
(415) 392-8215  |  www.ncclf.org

Project South: Institute for the Elimination of Poverty & Genocide is a Southern-based organization that strengthens our movement by developing leadership in grassroots communities. Engaged in strategic programming, root cause analysis, and community-based partnerships, Project South seeks to build power for liberation through racial, social, and economic justice. Our commitment to political and financial independence is reflected in our fundraising efforts that value community support over foundation dependence. We create spaces and facilitate convergences that shift the practices of organizing to more liberatory, long-term approaches and results.

CONTACT: Steph Guilloud
9 Gammon Ave., Atlanta, Georgia 30315
(404) 622-0802  |  www.projectsouth.org
Sundance Press solely specializes in the printing and mailing of high-quality, short-run (1000–15,000 copies) publications (magazines, newsletters, programs, etc). If you publish publications like these and need excellent customer service and help with production and distribution — and would like to save money, contact us.

**CONTACT:** Jim Brush  
P.O. Box 26805, Tucson, AZ 85726-6605  
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TechSoup is a comprehensive nonprofit technology resource provider to nonprofits and NGOs around the world. Founded in 1987 as CompuMentor, TechSoup conducts a range of programs on the international, national, and the local level, including the operation of its nonprofit technology Web site, TechSoup, and its distribution service for technology product donations, TechSoup Stock. The TechSoup Web site content includes the Learning Center, the TechSoup blog and our Healthy & Secure Computing workbook, giving nonprofits the resources and information they need to build and maintain a secure information technology infrastructure and fulfill their missions.

The TechSoup Stock program has served more than 74,000 organizations, distributed over 3.5 million products and enabled nonprofit donation recipients to save over $1 billion in IT expenses. As part of TechSoup Stock, the Refurbished Computer Initiative distributes used corporate IT equipment to nonprofit and low-income families, turning used computers and office equipment into effective corporate green philanthropy. TechSoup’s NetSquared Initiative helps nonprofits worldwide take technology a step further; spurring adoption of social Web tools such as blogging and podcasting, which have the potential to transform their effectiveness and impact.

**CONTACT:** Alexis Geslani and Ro Williams  
435 Brannan St., Suite 100, San Francisco, CA 94107  
(415) 633-9300 | www.techsoup.org

Telosa Software, Inc. For over 20 years, Telosa Software has been helping nonprofits spend more time building donor relationships and maximizing their fundraising efforts. We are passionate about delivering affordable, easy-to-use fundraising software and information management solutions that empower nonprofits to focus on and achieve their respective missions and fundraising goals.

**CONTACT:** Bill Fletcher  
610 Cowper Street, Palo Alto, CA 94301  
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Women of Color Resource Center (WCRC) promotes the political, economic, social and cultural well being of women and girls of color in the United States. Informed by a social justice perspective that takes into account the status of women internationally, WCRC is committed to organizing and educating women of color across lines of race, ethnicity, religion, nationality, class, sexual orientation, physical ability and age. WCRC operates through four program areas: Economic Justice and Human Rights, Peace and Solidarity, Popular Education & Leadership Development, and Research & Social Analysis. We employ a range of strategies including legislative advocacy, media activism, public education, and research.

**CONTACT:** Laura Flynn  
1611 Telegraph Ave., Suite 303, Oakland, CA 94606  
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ENTRE LAS IGLESIAS FIRST UNITARIAN UNIVERSALIST Y ST. MARY’S

St. Francis Hall
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recepccion del viernes a la noche

Patron’s Hall
Plenary Sessions
sesiones de plenarias

Exhibitors (expositores)

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Msgr. Bowe room is on upper level. Wheelchair accessible entrance through upper parking lot.
El cuarto de Msgr. Bowe esta en el nivel superior, accesible a sillas de rueda, la entrada se encuentra a traves del estacionamiento.

Site Maps
Mapas del Sitio

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