GIFT Presents the 6th Biennial

MONEY for Our MOVEMENTS

A Social Justice Fundraising Conference

August 12-14, 2016

Denver, CO
Greetings 2016 Money for Our Movements Attendees:

We come together this weekend at a time of great change, deep turmoil, and abundant possibilities. The national conversation on race, gender and economics is more honest and change-oriented than it has been in a very long time. The stakes are high, and demand that we be more nimble, persistent, and imaginative than ever before.

This weekend, we honor the legacy of GIFT’s founders and earliest leaders and community. Our earliest leaders launched GIFT with a powerful vision of the role of money and other resources in movements for social change, and an understanding that we all bring the knowledge, commitment, love for community, and the networks we need. We have long histories of philanthropy within our many communities, whether we call it that or not.

We are building our futures together. As you begin your time at this conference, I ask you to take a moment to write in your journal, to close your eyes, to talk with the folks you’re traveling with, and ask: What does it look like for us to have "enough" - or even to be in a place of plenty? What can we accomplish with "enough"? What would we transform? What would a new way of being look like, feel like, smell like, sound like, taste like? And what will it take to get there?

GIFT is a political home for me because I believe in the power of our communities to vision that future together, across place and across movements, and to mobilize the resources we need to make that future. Communities are taking a hard look at how our money is spent at the local and national level, and are reclaiming our economic and political power to demand a different future.

Finally, a note of deep gratitude to all of the people who make the conference happen: GIFT volunteers, supporters, and donors; generous sponsors, vendors, conference speakers, and workshop planners; the conference program committee and fundraising committee; GIFT board and incredible staff; and each of you in attendance. Most of all, a huge thanks to the Denver movement-building community, especially our tremendous Host Committee, who have welcomed us home to Denver, where GIFT first got started.

WELCOME all! See you at the conference.

In Solidarity,

Lorraine Ramirez

GIFT Board Member
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.

Our Vision for Social Justice Fundraising

- Social justice organizations are owned by the communities they serve.
- Social justice organizations break down stereotypes about who can give and who can't, and ask everyone in their community to become donors.
- People of color committed to social justice values and with an understanding of structural oppression are in leadership positions in fundraising.
- Social justice organizations have self-determination and are accountable to the communities they come from, regardless of their funding sources.
- Fundraising, program, and organizing are interconnected and interdependent.
- A culture of sustainability is prioritized within social justice organizations.

To read more about our vision and framework, please visit grassrootsfundraising.org/why-gift/political-framework

Our Strategies

1. Develop fundraising leaders of colors who are fundraising for social justice and can teach it to others
2. Support community-based organizations to change their fundraising cultures and practices to support social justice fundraising
3. Influence and inspire social justice movements to see fundraising as going hand-in-hand with political goals

Our Programs

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

- Money for Our Movements: A Social Justice Fundraising Conference
- Grassroots Fundraising Journal, a bimonthly magazine
- Training for Trainers to increase the number of progressive fundraising trainers of color
- Training and consulting services, including webinars
- Print, online and video resources

For more information about each program area, as well as how to sign-up and get involved, please visit grassrootsfundraising.org.
THANK YOU TO ALL THE VOLUNTEERS WHO MADE THIS CONFERENCE POSSIBLE!

*Organizations listed for identification purposes only

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For nearly twenty years, through Strengthening Neighborhoods and the Inclusiveness Project, The Denver Foundation has invested significant time and financial resources to develop relationships, programming, and grantmaking in communities of color. Additionally, through its work to grow philanthropy, The Foundation partners with individuals, families, businesses, and other diverse groups to amplify their giving.

Through EPIC and with funding from the W. K. Kellogg Foundation, The Denver Foundation is proud to continue our support of the existing, emerging, and oftentimes invisible acts of philanthropy in communities of color.

EPIC is an ongoing investment that is critical to achieve our mission to inspire people and mobilize resources to strengthen our community.

55 Madison Street, Denver, CO 80206 | www.denverfoundation.org | 303.300.1790
THANK YOU TO ALL OF OUR SPONSORS!
We are deeply grateful to all of our sponsors who made this conference possible.
List current as of 8/3/16. We apologize for any omissions or errors.

Resourcing Our Movements: $20,000+
- Communities for Just Schools Fund
- M-A-C AIDS Fund
- Robert Wood Johnson Foundation

Wellness & Sustainability: $10,000+
- Evelyn & Walter Haas, Jr. Fund

Increasing Access: $5,000+
- HIPGive

Supporting Social Justice Fundraisers: $1,000+
- 350.org
- Colorado Nonprofit Association
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Funded in part by The California Wellness Foundation
Congratulations to GIFT on 10 Years of bringing us Money for Our Movements!

From the staff at Building Movement Project

Frances Kunreuther  Linda Campbell
Sean Thomas-Breitfeld  Noelia Mann

Visit www.buildingmovement.org to download free tools and reports

The Building Movement Project works to strengthen the role of U.S. nonprofit organizations in advancing progressive social change by increasing their capacity to learn, work, and act together in ways that cross traditional divides.

Congratulations to GIFT for keeping our communities strong!

www.greenlining.org

So all families can thrive.

Congratulations to GIFT for another amazing Money for Our Movements conference!

fwdtogether  FwdTogether  http://forwardtogether.org/

Cause Effective

Cause Effective is proud to stand with our GIFT colleagues and be a part of Money for Our Movements: A Social Justice Fundraising Conference

Cause Effective teaches community-based nonprofits how to raise funds and friends.

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GIFT recognizes that multilingual capacity building (such as translation and interpretation) is an organizing issue. The task of incorporating the multiple languages within our movement is not simply a logistical question - communication between diverse groups is integral to successful movement building for social justice.

In order to truly enable everyone's full participation and draw from everyone's wealth of knowledge and experiences, we must address the multiple and often invisible ways that language can perpetuate and aggravate differences in gender, race/ethnicity, culture, sexual orientation, class, age, ability, and capacity to access funding resources.

The capacity to maintain conversations in various languages at the same time facilitates communication and also strengthens the leadership of our communities by promoting the centrality of all the languages we speak and the wisdom and knowledge that is communicated therein. In building our multilingual capacity, we create multilingual spaces where language is used democratically and as a tool of empowerment. We also strengthen cross-cultural alliances by providing the tools and resources necessary for bridging communication across language. To achieve a truly multilingual movement for social justice, we must transform the power of language so that it can no longer divide us but rather will unite us and make us stronger.

GIFT commits to incorporating multilingual access at Money for Our Movements 2016 in the following ways: it will support three languages, Spanish, English and American Sign Language (ASL). It will provide simultaneous interpretation during plenaries and keynote speeches. For each workshop block, there will be one workshop offered in Spanish and at least two workshops interpreted simultaneously in English and Spanish.

Congratulations to GIFT for 20 Years of Supporting the Grassroots Movements’ Self-Determination!

In Solidarity,
Shiree Teng
Social Justice Strategy & Evaluation

“Until the lion learns how to write, every story will glorify the hunter.”

African proverb
LIBERATION IS A COLLECTIVE PROCESS: MONEY FOR OUR MOVEMENTS
CONFERENCE STATEMENT AND POLICIES ON ACCESS

Modeled after policies written by planners of the United States Social Forum and the National Gay and Lesbian Task Force’s Creating Change conference.

We believe in self-determination, self-expression, and in constituent-led organizing, meaning that the people directly affected by oppression are the most equipped to define their own liberation. We believe that the structures that oppress us reinforce and support each other; thus, working at their intersections, we can tear them down. We also believe that structures that oppress one part of our community affect our entire community, and that it is our collective responsibility to tear them down.

We have worked hard in the planning of this conference to try to embody these beliefs. We need your help as participants at this conference to help create a space that is safer, more accessible, and that models the community and world we are working to build with each other.

We are bound to make mistakes in our process, and we need your help to develop better systems. Please visit us at the GIFT table or use your conference evaluation form if you have any questions, concerns, or feedback that can make our journey better.

Transgender Etiquette
Please do not assume anyone’s gender. A person’s appearance, voice, or mannerisms may not indicate their internal gender identity. We consider it polite to ask: “What pronoun do you use?” or “How do you identify?” before using pronouns or gendered words. When registering, some people identified the pronouns they use, and their information is printed on their name tags. If you are unsure of someone’s gender identity, try using that person’s name or gender-neutral terms instead.

Restroom Policy
In solidarity with our trans participants (including: transgender, genderqueer, and other gender nonconforming people), we have designated all-gender restrooms in our space. Many transgender and gender nonconforming people have been harassed, beaten, ridiculed, and arrested in both men’s and women’s restrooms. We have adopted this policy to stand in opposition to the above acts and in solidarity with this community. We know that this is not simply a language or labeling issue: the initiative to create all-gender restrooms is not driven by an avoidance of the angst of choosing an icon for one’s gender identity. It is, rather, centered on the hostility and intimidation that actually occur when some members of our community make either one of the available choices. A restroom is a place that everyone should be able to go without incident and without feeling intimidated. Regardless of what bathroom you use, please let everyone use the facilities in peace.

All-gender restrooms have been designated at the following locations:

Tivoli: R200E, R200F (To the right as you exit Turnhalle)
King Center: R200A, R200B (On 2nd floor)
Plaza Building: R100C, R100D (On 1st floor near North Entrance)

People with Disabilities
We strive to make the conference accessible to people with disabilities. Ableism has led to the use of words like “lame,” “crazy,” and “cripple” for labeling people, as well as for derogatory descriptive terms. Please be aware of the words you choose. Not all disabilities are visible, so avoid assumptions. For example, be patient with different styles of communication or eye contact. A few tips: Don’t interact with service animals. Don’t touch someone or their assistive devices without asking. If they’re using an interpreter, talk directly to the person, not the interpreter. Please don’t ask unnecessarily intrusive questions about people’s bodies. Don’t assume that someone wants help: ask them and wait for an answer before acting.

Child-Friendly Space
We believe that limiting the participation of those with children holds our movements back, and we welcome babies and children at the conference. We understand that it is difficult to find high quality, affordable childcare and that people may have other reasons for bringing their children with them. For example, the presence of babies and children is common in organizing spaces rooted in many cultural traditions. We strive to create a welcoming intergenerational space throughout the conference. Local childcare providers will be providing kids space on site. For those bringing babies or children who would like a separate space anytime during the conference, please see the GIFT table for details.

Scent-Free Space
Scented products are harmful to the health of sensitive individuals, including those with allergies, chemical or environmental sensitivity, chronic heart or lung disease, and those with other chronic illnesses caused by environmental racism. We strive to provide a healthy and welcoming environment for all participants. As much as possible, please refrain from wearing cologne, perfume, and fragrances.

As much as possible, please choose scent-free lotions, creams, shampoo and hair products, and deodorants. If scents and chemicals present a barrier for you, please know that Money for Our Movements is not yet a scent-free conference. (To learn more see peggymunson.com/mcs/fragrancefree.html)

Quiet Space
For those who may need to step away from the busy, active, and interactive environment of the conference for a little while, we will be providing a quiet room in the Tivoli Garage Study Lounge (across from Turnhalle) throughout the event.

We reserve the right to ask you to leave the conference to prevent disruptions or to protect the health and/or safety of conference attendees.
Whereas: Traditional fundraising techniques, including those falling under the rubric of grassroots fundraising, were developed for systemic change and will lead us to liberation.

LadySpeech Sankofa is a renaissance woman. An artist, speaker, writer and poet, LadySpeech is the epitome of her name. A performer who uses her art for healing, progression and revolution, Speech is one of the premier wordsmiths out of Denver, Colorado. Each year since making her break-out debut as host one of the original hosts of Café Nuba (founded by Ashara Ekundayo), Speech has elevated her status and stature.

Friday, August 12 | 9-10:30 a.m. | Turnhalle

Opening Keynote: “The Greatest Gift Movements Can Give: Reparations” with Allen Kwabena Frimpong
Allen will explore our personal journeys as we strive to change our relationship with capitalism in the U.S. What will it take for us to transform our trauma and release debt and doubt from our lives so we can receive clarity, compassion, and creativity for our movements to thrive abundantly?

Allen Kwabena Frimpong is one of the lead organizers of Black Lives Matter in New York City, and is a philanthropic strategist and capacity-builder. Much of his work has been developing transformative ways to support and fund organizations and individuals in building social movements.

Saturday, August 13 | 9-10:30 a.m. | Turnhalle

DEBATE: Should social justice organizations run by and for people of color, immigrants, and low-income people de-emphasize grassroots fundraising strategies?
Joins us as four seasoned fundraisers debate the viability of grassroots fundraising in communities of color!

2016 Money for Our Movements Debate Resolution
Whereas: Traditional fundraising techniques, including those falling under the rubric of grassroots fundraising, were developed and refined to meet the needs of mainstream, mostly white and middle class-led nonprofit organizations;

And whereas: Social justice organizations run by and for people of color, immigrants, and low-income people have tried to use these strategies and remain chronically under-resourced;

Therefore be it Resolved: Social justice organizations run by and for people of color, immigrants, and low-income people will de-emphasize these strategies, and instead will develop other income streams such as advocating for greater access to foundation grants, restoration and creation of new forms of government funding, reparations, small business development, and other forms of income generation more appropriate to the cultures and realities of these organizations.

Debaters
Rona Fernandez has worked with social justice groups for 20 years, raising money as an organizer, development director and board member. In 2006, Rona coordinated the groundbreaking Raising Change Conference (now Money for Our Movements), served on the editorial board of the Grassroots Fundraising Journal and regularly contributes to the magazine.

Sonya Ulabbri brings over 16 years of experience in nonprofit management to her position as President & CEO of Girls Inc. of Metro Denver, an organization that serves 2,500 girls annually with a mission to inspire all girls to be strong, smart, and bold. Before joining Girls Inc. of Metro Denver, Sonya served as executive director of YouthBiz, Inc., and the Grassroots Institute for Fundraising Training.

DeQuan Mack is an organizer, nonprofit consultant, and former training director at GIFT. His fundraising experience includes working for various community organizations nationally and in Colorado. He has extensive background in community organizing, anti-oppression training, and grassroots fundraising. His community and volunteer work has been focused on youth, anti-oppression issues, and eliminating racism.
L’errét Jazelle Ailith is a non-binary trans femme who attended Xavier University of Louisiana and received her Bachelor’s in Chemistry with a minor in Women’s Studies. She is devoted to building solidarity, contributing to trauma healing initiatives, improving public health, and developing/fostering community social awareness and critical analysis.

Moderator
Dolores Garay is currently the associate director of external relations for California Rural Legal Assistance, Inc. and serves on the Editorial Board of the Grassroots Fundraising Journal. She has 20 years fundraising for nonprofits, working with groups fighting for social change in the arenas of education, health, youth, LGBT, media, social justice and philanthropy. Dolores attended UC Berkeley, and lives with her son in Oakland.

Jeannette Huezo is executive director of United for Fair Economy, and an internationally-known popular educator. Originally from El Salvador, Jeannette came to the US in 1989. She has empowered women, immigrants and others facing injustice to participate in the decision-making process around issues that affect their lives.

Sunday, August 14 | 11:30 a.m. -12:45 p.m. | Turnhalle
Closing Plenary: Bold Shifts for Resourcing Our Movements!
Given the prolific growth of nonprofits in the United States during the last 60 years, with 1.5 million registered nonprofits and 90% of those being created since 1950, one would hope that we would see progress being made on social, economic, and racial justice issues. Unfortunately, when you consider wealth inequality, prison rates, hate violence, state-sanctioned violence, environmental degradation, etc. the reverse is true. We need bold shifts in our strategies and how we work together in order to create the change we all desire. What shifts and solutions hold most promise for you? What gives you hope for the future? Why do you do the work you do?

Closing Speakers
Based in Brooklyn, New York, Gabriel Foster is the cofounder and executive director of the Trans Justice Funding Project. Gabriel is a former staff member of the Sylvia Rivera Law Project and a current board member for Funders for LGBT Issues as well as an ABFE Connecting Leader Fellow, class of 2015-2016. He also enjoys dreaming big, laughing with dear ones and pug memes.

Isa Noyola is director of programs at Transgender Law Center, where she works extensively for the release of transgender women from ICE detention and an end to deportations. Isa identifies as a translatina, activist, and cultural organizer and is passionate about abolishing oppressive systems that criminalize trans and queer immigrant communities of color. She was named by Colorlines as one of the 15 Remarkable Women of Color Who Rocked 2015.

Kim Klein is an internationally known trainer, speaker and coauthored the recently released the Bright Spots in Fundraising report. She has a wide range of nonprofit experience, having worked as staff and as a volunteer and a board member. Kim cofounded the Grassroots Fundraising Journal in 1981 and was its publisher for 25 years.

Moderator
Hayat Imam is an American-Muslim of Bangladeshi origin. She is a feminist-activist who has committed her work life to building global social justice movements in Bangladesh, Indonesia, the Philippines and the USA. Ms. Imam was executive director of the Boston Women’s Fund, where she organized a grassroots campaign to raise $2 million. She was Chair of the Board of Grassroots International, and is an active member of Mass Peace Action and Dorchester People for Peace.
<table>
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<tr>
<th>Workshop</th>
<th>Track</th>
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<th>Description</th>
<th>Speakers</th>
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</thead>
<tbody>
<tr>
<td>Doubling Down: How to Integrate Fundraising</td>
<td>Skills &amp; Strategies</td>
<td>Intermediate, 2-4 yrs</td>
<td>Build fundraising right into your program and organizing activities. Learn how to identify new supporters, deeply engage current donors, make more asks and say “thank you” as you do the work central to your mission. Effectively connect board members, volunteers and supporters to your cause with fewer “fundraising-only” events. Connecting fundraising and program events can stimulate your board to create a year-round board fundraising plan!</td>
<td>Ngozi Okaro &amp; Gregory Cohen</td>
<td>PL 116</td>
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<td>More than Money: Building a Strong Membership</td>
<td>Skills &amp; Strategies</td>
<td>All Levels</td>
<td>See how groups across the country have built a membership base, and how a solid membership program can transform your funding and the way you contend for power in your organizing campaigns. You will learn about the basic infrastructure, skills, and organizational culture you need to create to make membership dues a core part of your fundraising (and power-building) strategy.</td>
<td>Rona Fernandez</td>
<td>KC 203</td>
</tr>
<tr>
<td>Team Fundraising: Yes, You Can Raise $25k</td>
<td>Skills &amp; Strategies</td>
<td>All Levels</td>
<td>This session will walk you through how to run a short-term, team fundraising campaign, meet an ambitious fundraising goal ($25,000 to $75,000), bring more team members into your fundraising process, deepen your network of supporters, and strengthen staff skills and organizational capacity - without increasing the workload of staff members. Case studies will be offered from 9to5 and Nebraska Appleseed, both of which ran “$25k in 5 Days” campaigns in 2015 and surpassed their goals.</td>
<td>Nasreen Jilani &amp; Nic Swiercek</td>
<td>KC 210</td>
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<tr>
<td>Powerful, Compelling Appeals</td>
<td>Skills &amp; Strategies</td>
<td>All Levels</td>
<td>People committed to social change want to know which organizations can use their donations most effectively. But they are inundated with information and it can be hard to make your appeal stand out from competing messages of all types. Participate in this practical, interactive workshop to hone your skills in grabbing readers’ attention, focusing it on what is unique about your work, and moving them from sympathy to action. We will examine examples, discuss how they’re written and consider how they could be improved. Take this opportunity to share your work and get valuable feedback, or learn from what others present. If you’re planning to attend this workshop, please complete this brief pre-workshop survey: surveymonkey.com/r/QJDPK6V</td>
<td>Tova Perlmutter</td>
<td>PL 130</td>
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<td>Grassroots Accountability While Navigating</td>
<td>Skills &amp; Strategies</td>
<td>All Levels</td>
<td>Trans Women of Color in San Francisco, organizing for safety, power, and economic justice have changed the landscape of funding options. In a matter of years, through strategic organizing and tactical interventions, both El/La Para TransLatinas and TGI Justice Project, two very grassroots organizations, landed contracts with the City of SF. Further, along with others, both were instrumental in leveraging the City of SF to fund the founding of TAJA’s Coalition, a grassroots accountability coalition. Join organizers and directors as they break down the process and help map out some of their story of hustling for the movement and managing accountability with the people we need to always be aligned with.</td>
<td>Susana Cáceres, Danielle West, Jai’ Shavers &amp; Lhundyn Palmer</td>
<td>PL 132</td>
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<tr>
<td>Raising Funds from Religious Organizations</td>
<td>Skills &amp; Strategies</td>
<td>All Levels</td>
<td>This workshop will provide the participants with the history, background, skills and tools that are necessary to begin to develop and design a strategy and plan to raise funds from both the institutional churches and synagogues and to access the individuals within the congregations to become donors. This session will drill down deeply into understanding the different types of funds that are available, how to access them, the “politics” involved in giving, and how to make introductions.</td>
<td>Rich Male</td>
<td>PL 114</td>
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<td>Making the Ask 101</td>
<td>Skills &amp; Strategies</td>
<td>0-2 Years Of Fundraising Experience</td>
<td>This session is an introduction to asking individuals for money for folks who are new to fundraising or who want to brush up their skills. We will discuss why making the ask is critical to social justice fundraising, learn about common and best practices in 1-on-1 fundraising, and practice together telling our stories to make connections with individuals and ask them to give money for our movements.</td>
<td>Rachel Todd</td>
<td>KC 212</td>
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<td>Workshop</td>
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<td>If You Build it They Will Come: Creating a Culture of Fundraising</td>
<td>Boards &amp; Teams</td>
<td>All Levels</td>
<td>Is your staff missing the “fun” in fundraising? Engaging staff and board in fundraising for your organization can be challenging, but success really depends on a solid foundation. If you put the right systems, trainings, and tools in place, everyone in your organization can contribute to fundraising activities in a way that is manageable, skills-building AND fun. This training will explain how to create the systems, expectations and skills that result in organization-wide fundraising.</td>
<td>Beth Rayfield</td>
<td>KC 215</td>
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<td>Understanding Constituent Relationship Management Systems (CRMs)</td>
<td>Fundraising Systems</td>
<td>0-2 Years of Experience</td>
<td>Communications, organizing and fundraising are dependent on effectively managing constituent information. Organizations are successful at fundraising to the extent that they have meaningful relationships with all the constituents of the organization. Workshop participants will gain increased comfort with CRM/DRM systems, have increased facility in describing their function in organizational communications and fundraising and take home tools that will assist them in decision-making about purchases of these important tools.</td>
<td>Rebecca Johnson</td>
<td>KC 213</td>
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<td>Implicit Bias and Your Social Justice Fundraising</td>
<td>Giving &amp; Philanthropy</td>
<td>All Levels</td>
<td>As social justice advocates, we're dedicated to overturning oppressive systems. Yet mind science tells us that “implicit bias” – the dominant cultural assumptions that influence our subconscious – can roadblock the relationships we need to organize and build solidarity. What does this mean for social justice fundraising: in how donors perceive our work, and how we perceive our donors? Through real life stories and the latest data, we'll strategize how to account for implicit bias and expand our fundraising potential.</td>
<td>Ben Barge</td>
<td>KC 308</td>
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<tr>
<td>Strategic Space Sharing: Grassroots Collaborations, Displacement &amp; Unforeseen Successes Beyond Tight Budgets</td>
<td>History, Politics &amp; New Models</td>
<td>All Levels</td>
<td>Come learn the recipe to the TGJP, St James Infirmary &amp; TAJA’s Coalition lemonade. Gentrification is real. TGJP was displaced from SF, and welcomed back to share offices with SJL only to be jointly displaced the following year. Not only are the organizations both stronger through/in spite/ (because of?—the) teams work to react and stay functional, but both groups have learned tremendous amounts about grassroots fundraising, non-profit displacement mitigation support, and resource sharing.</td>
<td>Stephany Ashley, Aria Sa’id, Wazi Maret &amp; Kwan Moon</td>
<td>KC 218</td>
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<td>Aligning Philanthropy to Social Justice: From Problematic History to Innovative Movement-Building Models</td>
<td>History, Politics &amp; New Models</td>
<td>All Levels</td>
<td>This workshop will examine how fundraising fits into the history of race, class and wealth that’s shaped our country’s current social and political reality. It will explore Social Justice Philanthropy as a tool to challenge current inequalities and mobilize resources for change, using Chinook Fund and the Giving Project model as case studies. Discussion on the application of principles and approaches to attendees’ fundraising contexts will be included.</td>
<td>Deme Yuan &amp; Jessica Nelson</td>
<td>KC 303</td>
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<td>Well, THAT isn’t working. Now what?</td>
<td>Online Fundraising, Social Media &amp; Communications</td>
<td>All Levels</td>
<td>Ugh! Your open rates dropped, your average gift shrank, and where are your Facebook supporters? (We’ve all been there.) This session uses industry benchmarks to give us a sense of what’s possible online—and focuses on the next steps you can take when your program’s not quite up to snuff. In this participatory session, we'll share examples of tactics that can help you turn the corner when it’s clear your online fundraising program could be doing more.</td>
<td>Nzinga Kone-Miller</td>
<td>KC 305</td>
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<td>Don’t Be a Stranger: Fundraising through Communications</td>
<td>Online Fundraising, Social Media &amp; Communications</td>
<td>0-2 Years Of Experience</td>
<td>Communicating with your community is vital to raising funds for your movement. But if the only time you reach out to your supporters is when you want to ask them for money, pretty soon they will stop paying attention to what you say. Learn how to give your donors what THEY want, so they think of you as a trusted friend and feel glad to hear from you and support you.</td>
<td>Dennis Fischman</td>
<td>KC 307</td>
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<td>Los tiempos de las Vacas Flacas</td>
<td>Spanish Language</td>
<td>All Levels</td>
<td>Los tiempos de las Vacas Flacas. Un entrenamiento interactivo donde hablaremos y practicaremos sobre los tiempos dificiles y como estar mejor preparad@s para momentos dificiles economicamente y organizativa</td>
<td>Abel Valladares</td>
<td>KC 206</td>
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<td>Workshop</td>
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<td>Building Authenticity in the Major Donor Relationship</td>
<td>Skills &amp; Strategies</td>
<td>2-4 Years of Experience</td>
<td>Nurturing truly powerful experiences with major donors requires effective systems but also a willingness to embrace the organic nature of relationship: to nurture authenticity. This workshop examines some of the values and practices that allow a strong major donor program to emerge: efficient systems, effective management, self-awareness and reflection are all required. The facilitator will provide a frame and entry points for discussion, but open space for dialogue, reflection and skill sharing will be central.</td>
<td>Tanya Mote</td>
<td>PL 130</td>
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<tr>
<td>Party On! Throwing Awesome House Party Fundraisers</td>
<td>Skills &amp; Strategies</td>
<td>0-2 Years of Fundraising Experience</td>
<td>House parties are a useful way to engage volunteers, build your list of supporters, and raise money fast. Learn how to be the life of the party with tested tips and tricks to boost fundraising and add donors to your organization. Funky party hat optional.</td>
<td>Jeff Pinzino</td>
<td>KC 210</td>
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<tr>
<td>We Got $5 On It: Community Funding Campaigns for Radical Work</td>
<td>Skills &amp; Strategies</td>
<td>All Levels</td>
<td>500 for $5 began as a wild dream and with the help of community members to give $5 every month with the goal to raise a minimum of $30,000 per year for our more radical and critical work. Come learn the steps it took to establish the campaign and our progress so far.</td>
<td>Cecelia Kluding-Rodriguez &amp; Mimi Madrid</td>
<td>PL 132</td>
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<td>Gutsy Grant Seeking for Grassroots Organizations New to Winning Grant</td>
<td>Skills &amp; Strategies</td>
<td>2-4 Years of Experience</td>
<td>Would you like expert guidance on identifying the most likely grant opportunities for advocacy, social change projects, or general operations? In this session, you’ll learn trends in social justice grant making; discover how to plan a sustainable grants strategy that aligns to your organization’s plans and values; gain tips for uncovering the most appropriate and winnable grant opportunities; and even get to practice your phone “cold call” skills with a real grant maker.</td>
<td>Lauren Steiner, Dana Textoris, Nelson Beckford, &amp; Jocelyn Wong</td>
<td>KC 203</td>
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<td>Crowdfunding for Social Justice: Strategies &amp; Best Practices</td>
<td>Online Fundraising, Social Media &amp; Communications</td>
<td>0-2 Years Of Experience</td>
<td>Join the national crowdfunding nonprofit lobby (in our back yards) to explore how crowdfunding can be used not only to raise cash, but also to promote community buy-in, build awareness of your work, and grow a strong local base of support over time. Through real-life case studies of successfully-funded projects, this session will give attendees a firm understanding of when and how to use crowdfunding effectively to support their work.</td>
<td>David Weinberger &amp; Ethany Uttech</td>
<td>PL 116</td>
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<td>An Overview of ‘Development’</td>
<td>Skills &amp; Strategies</td>
<td>0-2 Years Of Experience</td>
<td>&quot;An Overview of ‘Development’&quot; provides a basic overview of the different aspects of fundraising in the modern climate. Attendees will have an opportunity to practice 'the ask' in fundraising, receive feedback, and will be exposed to the concept of donor pipelines and strategic planning in fundraising.</td>
<td>Vivienne Felix</td>
<td>PL 112</td>
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<td>Designing a Successful Fundraising Campaign: It’s About More Than Money</td>
<td>Skills &amp; Strategies</td>
<td>2-4 Years of Experience</td>
<td>Design a fundraising campaign that strengthens volunteer leadership, builds community, and meets your financial goal. Based on lessons learned designing and implementing 25+ volunteer-led fundraising campaigns ranging from $200,000 to $700,000 in rural Nebraska communities.</td>
<td>Greta Leach &amp; Karen X. Gomez</td>
<td>KC 308</td>
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<td>Beyond Money for Our Movements: Building Grassroots Fundraiser Networks at Home</td>
<td>Skills &amp; Strategies</td>
<td>All Levels</td>
<td>Ever feel like you’re the only one in your state trying to raise money without giving in to the nonprofit industrial complex? So did we. The session is facilitated by Boston grassroots fundraisers who met at Money for Our Movements 2014 and carried the camaraderie home with us. This session will cover how we did it, what we could do better, and small group time to sow the seeds of local grassroots fundraiser networks.</td>
<td>Erica Rotman &amp; Jaclyn Barbarow</td>
<td>KC 218</td>
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<td>Building an Effective Board of Directors: Thinking Strategically</td>
<td>Boards &amp; Teams</td>
<td>2-4 Years of Experience</td>
<td>Imagine what your nonprofit could accomplish if all your board members were 100% committed to the fundraising and strategic planning of the organization. Board members need guidance and strict roles and responsibilities to ensure that they are effective members of the organization. This workshop will focus on how to create an effective board culture, recruit community leaders for an organizational needs rather than seat fillers, and develop a process for effective management of a board to ensure that everyone is actively engaged.</td>
<td>Leah Weiner</td>
<td>KC 318</td>
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<td>Make a Plan! Creating Informed &amp; Useful Fundraising Plans</td>
<td>Fundraising Systems</td>
<td>2-4 Years Of Experience</td>
<td>Is your organization raising money without a plan? Do you wish your fundraising goals and timelines were more realistic? Have a basic fundraising plan but suspect there are ways to take it to the next level? Curious how donor pyramids, gift range charts, and budgets can improve your fundraising plan? Come to this hands-on workshop where we will cover how to create an informed, manageable, and useful individual donor fundraising plan, step-by-step.</td>
<td>Priscilla Hung</td>
<td>KC 212</td>
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<td>#RealTalk with Major Donors</td>
<td>Giving &amp; Philanthropy</td>
<td>0-2 Years Of Experience</td>
<td>How do you navigate power dynamics, stay grounded in grassroots fundraising values, and meet your fundraising goals while having the relationships you want with your donors? A panel of major donors will discuss their experiences and considerations about giving with plenty of time for candid Q&amp;A from the room. The workshop will also include time to think through and practice major donor fundraising strategies that are shared throughout the panel discussion.</td>
<td>Mac Liman, Ian Fuller, Lucille Echohawk &amp; Casey Llewellyn</td>
<td>KC 307</td>
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<td>Bright Spots: How Some Social Justice Groups Are Winning in Fundraising</td>
<td>History, Politics &amp; New Models</td>
<td>2-4 Years Of Experience</td>
<td>This session goes beyond the technical and professional knowledge of fundraising and shines a light on what is working for some groups in growing and sustaining support from donors, when most other groups are struggling. Together with the Haas Jr. Fund and a research team from CompassPoint, Klein and Roth took a deep dive into 16 social justice organizations who were beating the odds and seeing significant, sustained successes in individual donor fundraising to learn how they did it. Kim Klein and Steve Lew, two members of the research team, will describe four distinct characteristics that these groups share in raising money, growing relationships and making fundraising core to their work. The good news is that almost any organization can benefit from the &quot;bright spot&quot; mindsets and we will use many examples from the report help participants try on these shifts in traditional fundraising. compasspoint.org/fundraising-brightspots</td>
<td>Kim Klein &amp; Steve Lew</td>
<td>KC 215</td>
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<td>The Devil is in the Details: Prepping Your Web Content Strategy for Fundraising</td>
<td>Online Fundraising, Social Media &amp; Communications</td>
<td>All Levels</td>
<td>Many of us have worked on fundraising campaigns where we think of overall strategy and fundraising plan. While this is great for the campaign we also need to start thinking about our content strategy, especially keeping in mind how donors and prospects will experience our campaigns online. In this session we will look at how planning and preparing your online content strategy can make your fundraising campaign more successful. This session is applicable to all skill levels and organizational roles.</td>
<td>Tomás Aguilar &amp; Alice Aguilar</td>
<td>KC 305</td>
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<td>Planned Giving With Few Resources and Little Time</td>
<td>Skills &amp; Strategies</td>
<td>2-4 Years Of Experience</td>
<td>You might be encouraging donors to make legacy gifts, and you may have received some. But you may be unsure what to say if a donor proposes a complicated gift. Or you may be uncertain how to begin or jump start a planned giving conversation with a donor. Or you may be having trouble getting information from an estate administrator. Bring your questions and stories to this clinic/facilitated discussion. Together we’ll unravel your knotty planned giving issues.</td>
<td>Stan Yogi</td>
<td>KC 213</td>
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<td>Una Introducción Básica a la Recaudación de Fondos</td>
<td>Spanish Language</td>
<td>All Levels</td>
<td>En este taller nos enfocaremos sobre las diversas estrategias en la recaudación de fondos para nuestras organizaciones, de donde llegan las donaciones, y las estrategias más efectivas para recaudar fondos de nuestras comunidades de base.</td>
<td>Jose Dominguez &amp; Veronica Garcia</td>
<td>PL 114</td>
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<td>Moviendo montañas: el poder del crowdfunding para revitalizar tu recaudación en línea</td>
<td>Spanish Language</td>
<td>All Levels</td>
<td>La evolución constante de la tecnología y la comunicación por redes sociales sigue transformando nuestra manera de dar. ¿Tu organización cuenta con una estrategia de recaudación en línea que lo refleja? / ¿Estás al día con tu estrategia de recaudación en línea? Con el equipo de HiPGive aprenderás cómo lanzar innovadores y exitosas campañas de crowdfunding que te permitirán vincularle con movimientos sociales, generar fondos de contrapartida y alcanzar nuevas audiencias.</td>
<td>Andrea Perez</td>
<td>KC 201</td>
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**Money for Our Movements: A Social Justice Fundraising Conference 2016**
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<tr>
<td>Starting A Major Gifts Program for Small and Medium Institutions</td>
<td>Skills &amp; Strategies</td>
<td>All Levels</td>
<td>Too many small and medium nonprofits are wholly unaware of the world of Individual Major Giving, Prospect Research and Management. Or they think of prospect research as a luxury reserved for universities and hospitals. Yet many would agree that great prospecting is the difference between staying a small institution and entering &quot;the major leagues&quot; of fundraising. We will confront misconceptions and fears about individual major giving, wealthy philanthropists and money. We will review various options to make prospect research happen at institutions with small staffs and budgets. We will leave the presentation with clear expectations, goals and roles clearly defined.</td>
<td>Armando Zumaya</td>
<td>KC 213</td>
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<td>Major Member Leadership: Training Members as Major Donor Solicitors</td>
<td>Skills &amp; Strategies</td>
<td>2-4 Years Of Experience</td>
<td>Who wants to talk to development staff? NOBODY. Who wants to talk to passionate, engaged, brilliant member leaders? EVERYONE. Member leaders - perhaps even more than board or staff - can be incredibly powerful major donor solicitors for our organizations. In this workshop we'll talk through strategies to unleash the power of members in a major donor program, and what we need to do as development staff to channel that potential into lasting donor relationships (and big checks)!.</td>
<td>Audrey Bruner &amp; Ari Wohlfeiler</td>
<td>KC 215</td>
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<td>BEFORE the Fundraising Event Check List</td>
<td>Skills &amp; Strategies</td>
<td>2-4 Years Of Experience</td>
<td>The Fundraising Event: It’s a love-hate relationship. This session will help development staff determine whether or not a fundraising event is the right thing for them. And, if not now, when? Come explore: - Are you planning a fundraising event or a FUNraising event? Let’s be clear! - What does a fundraising event need to be successful and what resources do you need? - How does the event strengthen/fit into your overall fundraising strategy? Staff in the early stages of planning their first fundraising event are encouraged to attend as there will be some time set aside for some small group work.</td>
<td>Jessica de Jesus</td>
<td>KC 305</td>
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<td>Everything You Wanted to Ask and Were Afraid to Ask about Foundations, Proposals and Program Officers</td>
<td>Skills &amp; Strategies</td>
<td>0-2 Years Of Fundraising Experience</td>
<td>Join Marjorie Fine, noted former grantmaker and current fundraising trainer and coach, and your colleagues for some learning, sharing, discussion and cheerleading on finding the pleasure and excitement in fundraising from foundations. We will explore writing winning proposals, understanding program officers, how to conduct a funder meeting, build a relationship and share stories—good, bad and ugly. Come with your questions, come ready to laugh, come ready to share and let your hair down but most of all...come!</td>
<td>Marjorie Fine</td>
<td>PL 130</td>
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<td>The Board and Fundraising: Board Members Speak Out</td>
<td>Boards &amp; Teams</td>
<td>All Levels</td>
<td>Do you struggle with creating a strong and engaged board of directors? Are you looking for ways to increase their leadership in the organization as well as their participation in fundraising? Come hear from a panel of board members about what they think is important to understand from their unique perspectives. Gain insight and ideas for how to build a powerful partnership with the board, and raise more money in the process.</td>
<td>Stephanie Roth, Tova Perlmutter, Dolores Garay, &amp; Victor Vialpando</td>
<td>PL 132</td>
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<td>Speak Theory of Change to Power</td>
<td>Fundraising Systems</td>
<td>All Levels</td>
<td>What's really behind the goals, objectives, outcome and impact questions in those funding proposal guidelines? Funders want to understand how your plans (Theory of Change) will bring about the changes (Outcome/Impact) you propose, but a language barrier often exists. Translate the language of foundation, corporate, and government funders in this hands-on session, and leave with the beginnings of your own &quot;logic model&quot; and the tools to lead your team on the road to grantwriting success. Best for fundraisers with some experience in reading grant guidelines and strategy development.</td>
<td>Marie Beichert</td>
<td>KC 210</td>
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<td>Why Should Millennials Care About Giving?</td>
<td>Giving &amp; Philanthropy</td>
<td>0-2 Years Of Experience</td>
<td>This session examines why it is important to cultivate the next generation of donors and tips for making giving accessible to millennials. The Young Latino Philanthropists share their vision for a new narrative and present ideas on how to attract and keep young donors.</td>
<td>Mitchell Gonzales, Amanda Reyes &amp; Adrián Nava</td>
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**Workshop** | **Track** | **Level** | **Description** | **Speaker(s)** | **Room**
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Ending the Racial & Gender Wealth Divide: Investing in Trans Women & Gender Non-Conforming People of Color | History, Politics & New Models | All Levels | Increased media attention to violence against Trans Women of Color has not yet translated into meaningful investment and sustainability of grassroots organizations fighting on our behalf. What is lost from these narratives is that Trans Women and Gender Non-Conforming People (especially Black Transfeminine People) are most likely to live in poverty and most likely to be criminalized. In this workshop we will challenge the deliberate erasure of Trans and Gender Non-Conforming People from racial and economic justice movements and show participants how centering and investing in the work of Trans Women and Gender Non-Conforming people challenges the racial and gender wealth divide. | Alok Vaid-Menon, Janetta Johnson, Woods Ervin & Tanya Walker | KC 308
We Slay Online: 11 Things You Must Do To Raise Thousands On The Internet | Online Fundraising, Social Media & Communications | All Levels | In this session you’ll learn how social justice organizations are raising thousands of dollars online. We’ll share eleven things every organization should do and how to avoid some common mistakes. You’ll leave with practical next steps you can take to improve your online fundraising results, resources to learn more, and a list of free and low-cost tools to make your fundraising more effective. | Maria Nakae & Randall Smith | KC 307
Putting Your Data to Good Use: Data Viz for the Rest of Us | Online Fundraising, Social Media & Communications | 2-4 Years Of Experience | Join us for a conversation about the best practices for communicating with your data, whether you are using basic Excel charts or the latest and greatest (free and cheap) technology. You’ll leave this session with a better understanding of how to use your data to communicate with peers, board members, donors, and the public. | Heather Yandow | KC 318
Restructure, Rebuild, Renew: Matching Your Data Management Practices to Your Mission | Online Fundraising, Social Media & Communications | All Levels | As nonprofits, it’s important to make sure the data you’re collecting is actionable and builds narratives about your work. Learn how to move beyond thinking about grant report requirements to align your data collection practices more closely to your mission. | Nina Deremer | KC 203
Creando una Estrategia de Membresía Para Su Organización | Spanish Language | All Levels | A través de una discusión facilitada por los participantes puede plantear preguntas y determinar si el desarrollo de una estrategia de membresía es apropiada para sus propias organizaciones, y partir con herramientas y recursos para iniciar. | Lydia Sierra | KC 201
Planned Giving Troubleshooting Clinic | Skills & Strategies | Advanced | You might be encouraging donors to make legacy gifts, and you may have received some. But you may be unsure what to say if a donor proposes a complicated gift. Or you may be uncertain how to begin or jump start a planned giving conversation with a donor. Or you may be having trouble getting information from an estate administrator. Bring your questions and stories to this clinic/facilitated discussion. Together we’ll unravel your knotty planned giving issues. | Stan Yogi | PL 116
Social Enterprise 101: A Sustainable Fundraising Tool | History, Politics & New Models | All Levels | Social enterprise is not a new concept but is increasingly becoming an idea nonprofits are interested in exploring as a source of unrestricted revenue and way to increase mission impact. Please join Sonya Ulibarri of Girls Inc. of Metro Denver and Julie Voyles of the Colorado Nonprofit Social Enterprise Exchange to explore what is social enterprise, how it can integrate with traditional fundraising strategies, and begin to explore potential social enterprise ideas for your nonprofit. | Julie Voyles & Sonya Ulibarri | KC 212
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<td>Surveys and Segments: Building Your Major Donor Strategy</td>
<td>Skills &amp; Strategies</td>
<td>2-4 Years Of Experience</td>
<td>Join this session if you know who your major donors are and want to engage more deeply with them, and you want to explore these questions: What sort of information do I wish to know about my major donors? How to know which of my major donors is open to having ‘the ask’ conversation? How can I build relationships with a diverse range of major donors, and move past a one-size-fits-all approach?</td>
<td>Jack Hui Litster</td>
<td>KC 318</td>
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<td>How Much Does a Dollar Cost: Putting Your Fundraising Where Your Integrity Is</td>
<td>Skills &amp; Strategies</td>
<td>All Levels</td>
<td>This workshop will ask some questions from participants that will walk participants through the song to create a space for vulnerability around the following questions: What type of relationship do folx have with money? In what ways has asking for money harmed you? In what ways has asking for money for something that’s attached to your higher values changed your life? What opportunities or challenges do you personally have with fundraising? We will envision new ways to build resources to invest in the futures that have yet to be realized through our social justice work.</td>
<td>Jasmine Burnett</td>
<td>KC 218</td>
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<td>Cold Calling &amp; Prospecting for Development Officers</td>
<td>Skills &amp; Strategies</td>
<td>All Levels</td>
<td>What do you do when you have a great prospect that nobody knows? This happens all too often to development officers of all levels. For many staff who are growing a major gifts program this is often the majority of their portfolio of major gifts prospects. This training will help you get focused, learn techniques, tips and methods to reach cold donors and get that first meeting.</td>
<td>Armando Zumaya</td>
<td>KC 213</td>
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<tr>
<td>The Power of Peer Coaching for Major Gifts Development</td>
<td>Skills &amp; Strategies</td>
<td>2-4 Years Of Experience</td>
<td>A lot of us know the things that build donor relationships, yet there are a mountain of other tasks and reasons why we never get to those things in our day. Participants in the Fundraising Academy for Communities of Color have found that getting coached in their approach, next steps, and motivation to act can make the difference between procrastination and building a solid donor relationship. Coaching helps to tap into each person’s knowledge and resources, and this workshop will introduce you to a peer-based model. Learn how to coach and be coached, and overcome a fundraising barrier. Since the focus of learning is major gift development, please come with at least one major gift prospect in mind.</td>
<td>Steve Lew</td>
<td>KC 208</td>
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<td>Power in Numbers: Breaking Down Budgets &amp; Financials</td>
<td>Skills &amp; Strategies</td>
<td>0-2 Years Of Experience</td>
<td>Creating budgets and reading financial reports are more powerful aspects of your work than you may think. Come to this session to demystify the process of both. Learn how creating a budget gives you a template and financial reports help you stay on track as you implement your mission-driven work throughout the year. Both give you the power to communicate the financial health of your organization to your staff, board members, funders, donors, and community. Our motto is “Be courageous. Fear not. Come join us.”</td>
<td>Sonia Plata &amp; Nan Jessup</td>
<td>KC 203</td>
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<tr>
<td>Big-Time Galas for Grassroots Groups: Hosting an Event that Delivers for Your Mission</td>
<td>Skills &amp; Strategies</td>
<td>All Levels</td>
<td>Who says social justice galas have to be staid and stale, with little impact on the bottom-line? In this session, we’ll go over what it takes to host a successful gala that lays fertile ground for the acquisition of long-term donors with high-level giving capacity. We will go over forming a strategic plan with a revenue goal, budget, timeline, and how to leverage the three secret ingredients to put on a successful event.</td>
<td>Harvir Kaur</td>
<td>PL 112</td>
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<td>Finding My Voice: Building Relationships through Storytelling</td>
<td>Skills &amp; Strategies</td>
<td>0-2 Years Of Experience</td>
<td>Finding and sharing your personal narrative is a powerful way to build and strengthen relationships with donors, potential donors, Board members, partners, and volunteers by identifying shared values and experiences. This interactive workshop is designed to practice starting a conversation about shared hopes and dreams for the future of your community. Participants will work to develop a personal narrative and practice sharing it with others.</td>
<td>Karl Shaddock &amp; Great Leach</td>
<td>PL 132</td>
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<td>Stronger Together: Creating the Essential ED+DD Partnership</td>
<td>Boards &amp; Teams</td>
<td>All Levels</td>
<td>We theorize that a winning executive director and development director partnership can be a solution to many critical and common impediments to philanthropic development success. Attendees can anticipate our candid discussion of how such challenges presented themselves at Transgender Law Center; our responses, failures, and successes; and, the partnership we built to defy odds and generate unprecedented resources.</td>
<td>C. Nathan Harris &amp; Kris Hayashi</td>
<td>PL 130</td>
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<td>Giving Circles in Communities of Color</td>
<td>Giving &amp; Philanthropy</td>
<td>All Levels</td>
<td>Giving Circles create change through philanthropy by pooling together solicited donations and contributions from community donors/themselves and redistribute those funds (through grants) to individuals or organizations doing work in that community. Come learn how LatinasGive, Denver African American Philanthropists (DAAP), and Sisterhood of Philanthropists in Need (SPIN) have grown to 70 members, raising $50,000 to support 19 different organizations.</td>
<td>Marlene DeLaRosa, Javon Brame, Barclay Jones, Adrienne Mansanares &amp; Tanaka Shipp</td>
<td>KC 212</td>
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<td>An Introduction to Popular Education</td>
<td>History, Politics &amp; New Models</td>
<td>All Levels</td>
<td>Popular education is crucial to learning. It shifts awareness, allowing people to solve real-world problems. Largely shaped by Paulo Freire, it's been a tool for oppressed people to learn relevant skills and attitudes relevant to their organizing. This workshop will cover the basic practices of popular education, helping people think creatively about training and skill-development in a fundraising context.</td>
<td>Jeannette Huez &amp; Benjamin Trolio</td>
<td>KC 210</td>
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<tr>
<td>Black, Indigenous, People of Color Traditions, Strategies, and Stories for Our Collective Survival &amp; Resiliency</td>
<td>History, Politics &amp; New Models</td>
<td>All Levels</td>
<td>This workshop is for Black, Indigenous, and People of Color to explore concepts of wealth, worthiness, and collective well-being inside of white supremacy and the racial/gender wealth divide gap. How have our people collectively resourced our survival? What are our experiences and relationships to giving and fundraising as people of color within the conditions of white supremacy? How can we engage our own communities and build effective relationships to allies to resource our collective survival and liberation? Join us for discussion, storytelling, and games as we map our traditions of giving, share current strategies, and lessons learned within our communities and movements.</td>
<td>Alok Vaid-Menon, Tanya Walker &amp; Cecelia Kluding-Rodriguez</td>
<td>KC 308</td>
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<tr>
<td>Breath and Depth: How to Build Your Base and Move Them to Action Online</td>
<td>Online Fundraising, Social Media &amp; Communications</td>
<td>All Levels</td>
<td>Join us to learn how to recruit a base of support with petitions and use email, campaign calls and micro-targeted online ads to move them to donate. We’ll share the little known tactics that a small public interest law firm used to mobilize hundreds of people and raise thousands of dollars in ten days. You’ll also learn the secret Facebook ad strategy that a Senate campaign used to increase their average gift size by 87%.</td>
<td>Randall Smith</td>
<td>KC 307</td>
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<td>Visual Communications for Change (but not spare change!)</td>
<td>Online Fundraising, Social Media &amp; Communications</td>
<td>All Levels</td>
<td>Design and communication for fundraising continue to shift as online trends change with new technologies and media. We will talk about: case studies for online fundraising campaigns and the visual techniques used. How to optimize your website for biggest impact for fundraising. What makes an effective visual meme for social media, and what really is data visualization and infographics? Participants will also work together to create an integrated design strategy for a fundraising campaign.</td>
<td>Nadia Khashtag &amp; Andrea Salazar</td>
<td>KC 305</td>
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<td>Moving Towards an Integrated Grassroots Fundraising Culture: Data, Tools, and Practices</td>
<td>Online Fundraising, Social Media &amp; Communications</td>
<td>All Levels</td>
<td>This workshop will help groups explore what it takes to integrate their grassroots fundraising with on-going organizing and communications activities with a multichannel approach. We will emphasize how successful fundraising campaigns are fundamentally dependent on four core components: • A well-designed fundraising plan, • Meaningful and current information (data), • Powerful communications skills, and • The technical infrastructure and skills to make it all work. This session is applicable to all skill levels and organizational roles.</td>
<td>Alice Aguilar &amp; Tomas Aguilar</td>
<td>KC 215</td>
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<td>Casa de Paz, CO: Luchando por Justicia Traves del Deporte y la Amistad</td>
<td>Spanish Language</td>
<td>All Levels</td>
<td>La Volleyball Latino es una liga de recaudación de fondos para los gastos de la Casa de Paz, un hogar de hospitalidad para familias afectadas por las detenciones migratorias. Han incrementado de seis equipos a ochenta y seis en sólo tres años. Aprenda ideas prácticas sobre cómo crear, desarrollar y mantener una liga de deportes, mientras se enfoca en mantener unidas a las familias, cuyo es la misión central.</td>
<td>Sarah Jackson</td>
<td>KC 206</td>
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<td>Change Maker Funders’ Breakout</td>
<td>Caucus</td>
<td>All Levels</td>
<td>This breakout session provides an opportunity for funders to share what they are learning thus far at the conference, and how it might inform their grantmaking. In particular, participants will discuss how to directly support the fundraising and general capacity-building work of community-based organizations, and to share models, best practices, success stories, and mistakes made in doing so. Funders will gain a network of peers to partner with and learn from over the next two years.</td>
<td>Lorraine Ramirez</td>
<td>KC 201</td>
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<td>From Zero to Sixty: How National People’s Action Built a Strong Individual Giving Program in Two Years</td>
<td>Skills &amp; Strategies</td>
<td>All Levels</td>
<td>Come learn how National People’s Action has grown leaps and bounds with the following programs: Fundraising and Membership Canvass, Direct Mail, Phone, Individual Donor Visits, Online, and Events. This case study will walk participants through the how and why we built up these pieces and honestly talk about our strengths and weaknesses. Our model can be adapted and adapted for any social justice organization and this session will give people concrete plans to implement at home.</td>
<td>Mary Grace Wolf, Arturo Clark &amp; Gaby Wagener-Sobrero</td>
<td>PL 132</td>
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<td>DIY Screenprinting and Stenciling for the Creative Activist</td>
<td>Skills &amp; Strategies</td>
<td>All Levels</td>
<td>How do you bring your social justice campaign to life? Art of course. Art speaks to the heart and changing hearts and minds are what our work is about. This session that will teach activists of all ages and abilities simple hands on stenciling and screenprinting techniques that will enable anyone to create their own posters, t-shirts, tote bags and other social justice ephemera to promote their organization’s campaign in a creative and artful way.</td>
<td>Jose Dominguez</td>
<td>PL 130</td>
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<td>Mama, Can You Help Me Out? Making the Movement Happen One Penny at a Time</td>
<td>Caucus</td>
<td>All Levels</td>
<td>This session will provide a space for conversations around fundraising in rural, low-income communities of color, creating opportunities for participants to share their experiences, struggles and successes. Bringing our stories together provides the unique opportunity to form a basis for our future movements in grassroots fundraising. Having shared your story, you will leave this space with new connections and inspirations for continuing your movement back home.</td>
<td>Justin Garoutte</td>
<td>KC 308</td>
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<td>Can the Revolution be Funded?</td>
<td>History, Politics &amp; New Models</td>
<td>All Levels</td>
<td>Philanthropy has traditionally been a tool of the 1%, a way to control social movements by attaching strings to money. Does it have to be this way? We will embark on a journey to shift from top-down grantmaking to bottom-up resource redistribution. Using pop-ed tools, we will facilitate an interactive visioning/strategy session that will harness the expertise of those most impacted by the lack of access to financial resources and envision what radical funding could look like. The goal: transformative resources for transformative movements.</td>
<td>Kendra Hicks &amp; Jax Gil</td>
<td>KC 307</td>
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<td>Class Identity in Fundraising</td>
<td>History, Politics &amp; New Models</td>
<td>All Levels</td>
<td>This interactive workshop will engage attendees in examining how their class identities influence their thoughts, assumptions, feelings, and actions related to fundraising. We will examine the positive and negative impacts of those influences, and discuss how we can bring further intentionality to our practice so that we do not reproduce classism while we are moving resources towards social justice.</td>
<td>Ceema Samini &amp; Nora Bashir</td>
<td>KC 212</td>
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<td>Telling Great Stories to Advance Your Cause</td>
<td>Online Fundraising, Social Media &amp; Communications</td>
<td>All Levels</td>
<td>People support nonprofits and the causes they champion because of an emotional connection. Facts and figures can be mind-numbing, but a story opens ears, eyes, minds and hearts. In this interactive course, we will learn how construct great stories to use in your fundraising, advocacy, and volunteer recruitment efforts. You will leave with tools to build stories, plus one practiced story about your work and impact in the world.</td>
<td>Heather Yandow</td>
<td>KC 213</td>
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<td>Crowdfunding for Social Justice: Strategies &amp; Best Practices</td>
<td>Online Fundraising, Social Media &amp; Communications</td>
<td>0-2 Years Of Experience</td>
<td>Join the national crowdfunding nonprofit ioby (in our back yards) to explore how crowdfunding can be used not only to raise cash, but also to promote community buy-in, build awareness of your work, and grow a strong local base of support over time. Through real-life case studies of successfully-funded projects, this session will give attendees a firm understanding of when and how to use crowdfunding effectively to support their work.</td>
<td>David Weinberger &amp; Ethany Uttech</td>
<td>KC 305</td>
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<td>Mindful Movements: A Mind, Body and Spirit workout to improve mental clarity and focus</td>
<td>Wellness &amp; Sustainability</td>
<td>All Levels</td>
<td>Mindful Movements, a work out for mind, body, and spirit is designed to improve mental clarity and clear brain fog while improving physical and emotional strength and stamina. Participants should come dressed in comfortable loose fitting clothing, may be done barefooted or with a soft soled fitness shoe or sneakers.</td>
<td>Diem Jones</td>
<td>KC 215</td>
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Ya Inició la Fiesta - Fiestas divertidas en Hogares a fin de Recaudar Fondos

Las fiestas en casa se prestan para engranar con los voluntarios, crear una lista de seguidores, y recaudar fondos rápidamente. Aprenda a ser el alma de la fiesta con consejos y trucos probados para aumentar la recaudación de fondos y añadir donantes a la organización. El sombrero de fiesta es opcional.

Jeff Pinzino
KC 210

Power in Numbers: Breaking Down Budgets & Financials

Creating budgets and reading financial reports are more powerful aspects of your work than you may think. Come to this session to demystify the process of both. Learn how creating a budget gives you a template and financial reports help you stay on track as you implement your mission-driven work throughout the year. Both give you the power to communicate the financial health of your organization to your staff, board members, funders, donors, and community. Our motto is “Be courageous. Fear not. Come join us.”

Sonia Plata & Nan Jessup
PL 116

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**PRESENTER BIOS**

**Abel Valladares** works as the programs coordinator of CAPACES Leadership Institute. As coordinator of the “CAPACES” collaborative, Abel fosters leadership and unites nine grassroots organizations based in the Latino communities of Salem and Woodburn. Abel co-led the donor fundraising campaign to establish the CAPACES Leadership Institute and is one of the Institute’s inaugural staff. He is a proud immigrant from Queretaro, Mexico.

**Adrián Nava**, a current International Studies student, brings six years of experience in LGBT advocacy, gender violence education, and immigrant rights organizing. Adrián currently works as a peer educator on gender violence at the University of Denver, serves on a national LGBT resource group for young people, and is the youth advisory coordinator for Colorado Youth Matter’s Maximizing Success federal initiative.

Previous to her new role as VP & COO of the Colorado Nonprofit Association, **Adrienne Mansanares** managed a nationally-recognized program increasing leadership of people of color in nonprofits, involving $1 million in grantmaking and community action strategies. She is a Trustee of Planned Parenthood of the Rocky Mountains and the Women’s Foundation of Colorado, a fellow with the Latino Leadership Institute, and a recipient of the 2014 Mayor’s Diversity Award.

**Alice Aguilar**, PTP’s executive director, has worn many hats while working with and within community organizing groups for over 20 years. Alice is deeply committed to helping groups integrate their organizing, fundraising, communications work and leveraging appropriate uses of technology to maximize their efforts to WIN.

**Allen Kwabena Frimpong** is one of the lead organizers of Black Lives Matter in New York City, and is a philanthropic strategist and capacity-builder. Much of his work has been developing transformative ways to support and fund organizations and individuals in building social movements.

**Alok Vaid-Menon** is a nonbinary South Asian organizer and cultural worker and serves as the grassroots fundraising coordinator at the Audre Lorde Project, an organizing center for and by Lesbian, Gay, Bisexual, Trans, Two Spirit, and Gender Non Conforming People of Color in New York City.

**Amanda Reyes**, Young Latino Philanthropists Fundraising Chair, has experience as a contract negotiator in both government and private sectors. Amanda uses her knowledge and skills to facilitate opportunities to help communities thrive. Amanda infuses her work with authenticity, inclusiveness, fun and vision.

**Andrea Perez**'s passion for social impact began with her work using media and technology to raise international awareness about the human right violations and political unrest in her home country, Venezuela. She has cofounded two nonprofit organizations and is currently the HIPGive Project and Marketing Manager at Hispanics in Philanthropy.

**Andrea Salazar** has over ten years of experience in open source content management systems and four years working with Design Action Collective. She is committed to the social justice movement and is passionate about issues of immigrant rights. Andrea is also excited to connect with and support other women of color programmers and developers.

**Ari Wohlfeiler** is a deputy director at Jewish Voice for Peace (JVP). He manages their development project and co-leads JVP’s Digital Team.

**Aria Sa’id** serves as program director for St. James Infirmary, a peer-based occupational health and safety clinic for sex workers.

Nationally noted trainer, lecturer and acting development officer, **Armando Zumaya** has been a development officer for 31 years. He has focused his trainings and expertise on teaching prospecting to development officers and bridging the gap between prospect research and management teams and the field development officers they work with to boost fundraising.

**Arturo Clark** began his career as a community organizer at National People’s Action in 2010, serving as administrator for the “Showdown in America” campaign, which put thousands of people in the streets in support of critical financial reforms after the financial crash of 2008. Arturo is currently the deputy development director at National People’s Action.

**Audrey Bruner** is the development associate at Jewish Voice for Peace (JVP), and focuses on JVP’s major donor and monthly sustainer programs.

As a field associate at the National Committee for Responsive Philanthropy, **Ben Barge** is passionate about mobilizing resources for community-led, systemic change. Before NCRP, Ben worked as a fellow at the Z. Smith Reynolds Foundation where he coordinated an emerging network of rural funders, managed a nonprofit internship program for diverse next generation leaders, and helped improve responsive programming for Latino-led grantees.

**Ben Trolio** is the development associate at United for a Fair Economy. Prior to fundraising work, he’s organized young people to challenge the fossil fuel industry, call for fair pay and build a livable future. He’s originally from upstate New York.

**Beth Rayfield** has 12 years’ experience in social justice fundraising and joined CHIRLA as the Director of Development in 2008. She is a former union organizer, and a Fellow in the Rockwood Cross-Movement Leadership Institute. CHIRLA’s donor model is a case study in a national research project conducted by CompassPoint.

**C. Nathan Harris**’ 12+ years in philanthropic development have been dedicated to the greater good, serving Transgender Law Center as director of development and director of advancement 2012-2016. Nathan regards philanthropy as integral and
transformational to social justice movements. Currently he is centennial campaign director for ACLU Foundation of Northern California.

Casey Llewellyn is a writer and theater maker whose work interrogates identity, collectivity and form. She is also on staff at the Criminal Justice Initiative (CJI) doing communications and development. Casey works with her family to give money through her family foundation and with her mom, and is a member of the Solidaire network.

Cecelia Kluding-Rodriguez is part of the 5th generation of her family to be born in what is today called Colorado. Cecelia works with Buried Seedz of Resistance (BSEEDZ) – a youth-led project to break cycles of violence affecting LGBTQ young people using strategies of community organizing, arts and media, and direct action—as the Director of Youth Organizing.

Ceema Samimi is an adjunct professor teaching classes on research, program evaluation, and special topics with a social justice lens. She is a social worker and social justice advocate, focusing on ending the criminalization of youth and ending the prison pipeline. Ceema is a current Giving Project cohort member with the Chinook Fund and a former GIFT intern.

Dana Textoris has been a fundraiser and grant writer for nonprofits and ballot initiative campaigns in California and Ohio. Today she helps nonprofits get grants as Executive Consultant for Grants Plus and she volunteers for FrontLine Service, which seeks to overcome homelessness, crises, and trauma for people in Northeast Ohio.

danielle west is a white genderqueer woman of trans experience and development director of TGI Justice Project, a group of transgender people – inside and outside of prisons, jails and detention centers – working for safety and power. Learning from years of grassroots organizing, danni is committed to reparations and resource redistribution.

David Weinberger leads ioby’s partnerships with government agencies. He previously worked as a NYC Urban Fellow and Project Planner at the NYC Department of Transportation, helping to develop and implement WalkNYC. He studied public policy and political science at Hunter College, where he focused on sustainable urban development.

Deme Yuan, Chinook Fund’s program director, is responsible for implementing the Giving Project, an innovative model of funding social change that includes community building, political education, fundraising and grantmaking training, and connects members to Colorado’s radical grassroots social justice organizing. Deme has nearly fifteen years experience in the nonprofit sector.

At Communicate! Consulting, Dennis Fischman helps nonprofits win loyal friends. Passionate about social change, I left a senior management position that had grown more and more technical so I could help nonprofit organizations tell their stories in person, in writing, online, and through social media.

Diem Jones is an arts administrator, poet and musician. He is cofounder and executive director of Voices of Our Nations Arts Foundation and recently director of grants at the Houston Arts Alliance. Jones was also deputy director for Arts Council Silicon, and served as administrative director of East Bay Center for the Performing Arts.

Erica Rotman originally hails from Montreal, QC where she cut her teeth on activism while volunteering at her university’s sexual assault centre. After hopping around in various organizing efforts and cities, Erica has landed in Boston and at Bikes Not Bombs where she sees her work in fundraising as a core tenant of community organizing. Erica’s favorite vegetable is the carrot.

Ethany Uttech focuses on partnership building and training local leaders for the national nonprofit crowdfunding platform ioby. Before joining the ioby team, Ethany led Brooklyn Arts Council’s grant-giving and professional development programs for seven years. She has spoken widely on the topics of grant writing, nonprofit management, and grassroots fundraising.

Gaby Wagener-Sobrero is a development associate at National People’s Action. Gaby has registered thousands of Latino voters in low-turnout areas during internship at the United Hispanic Leadership Institute and a volunteer position as Civic Engagement Outreach Chair at La Colectiva – a student-led advocacy organization at the University of Illinois.

Gregory Cohen joined Cause Effective in 2006 and has provided training and coaching on fundraising and governance to hundreds of nonprofits. For over 35 years, he has worked with nonprofits including establishing six start-ups, including in youth development, global health and low-income housing.

Greta Leach is the director of community development philanthropy with Nebraska Community Foundation (NCF). She directs NCF’s programs to help the organization’s 1,700+ volunteers use philanthropy and fundraising to create bright futures for their hometowns.

Harvir Kaur leads the growth of an individual donor base that can support Participatory Budget Project’s work to empower thousands of people and reinvent democracy. Previously, Harvir worked with Brandworkers as their development coordinator leading their fundraising efforts and helping key allies engage with local food-making workers to escalate the effort for a just food system.

Heather Yandow brings 15 years of nonprofit experience as facilitator, trainer, coalition leader, project manager, and fundraiser to Third Space. She helps organizations with strategic planning, business model design, implementing fundraising strategies, and going from good to great.
PRESENTER BIOS CONTINUED

A lover of ideas, arts, and movement, **Ian Fuller** is on a determined path of living through sharing, community, and awareness. He is a cofounder and partner of WestFuller Advisors, a boutique wealth management firm in New York City and Chatham, NJ that builds and preserves legacies of wealth for progressive individuals, families and institutions.

**Jack Hui Litster** is one of two fundraising managers at Inter Pares, an international social justice organization based in Ottawa, Canada. Jack’s focus is engagement with major donors and legacy donors, and coordinating relationships with foundations. Jack’s also a dad and a drummer. For more information, visit interpares.ca.

**Jaclyn Barbarow**’s roots are in small-town Georgia, the central Florida suburbs, and her New Jersey-Italian family. She has a BA in religion from Emory University and an MA in Nonprofit Organizations from the University of Georgia. She loves writing thank-you notes, connecting people with one another, and learning from the teenagers she works alongside.

**Jai’ Shavers** is the lead organizer at BreakOUT!, a youth membership-based organization that seeks to end the criminalization of queer and trans youth of color in New Orleans, LA. A native of Baton Rouge, Louisiana, Jai’ identifies as a Black gender non-conforming queer person and is dedicated to the liberation of their people. Jai’ uses They/Them/Theirs pronouns.

**Janetta Johnson** is an Afro-American Trans woman and executive director of TGI Justice Project, a group of transgender people—inside and outside of prison—creating a united family in the struggle for survival and freedom. As a formerly incarcerated trans person, Janetta has faced adversity and this has informed her community work as well as her deep investment in the liberation of all Black trans and gender non-conforming people.

With a facilitation style that bridges humor, candor and grace with measurable results and sustainable impact, **Jasmine Burnett** works to collect a set of contributions that will transform the way society thinks about Justice, Love and Diversity. She’s supported grassroots fundraising and culture shift processes with the Audre Lorde Project, Streetwise and Safe and is a founding member of SisterReach in Memphis, TN.

A Colorado native, **Javon Brame** grew up in Northeast Denver (Park Hill) where his parents stressed leadership and the responsibility to give back to the community. He is a passionate advocate for social justice and is a change agent who enjoys working with individuals, groups, and organizations on strategies to better serve marginalized communities.

**Jax Gil** is a writer, theater lover, and facilitator of community at the intersection of creativity and social transformation. Jax is drawn to the healing and self-actualization work of transnational and diasporic communities through dialogue, storytelling, and other forms of engaged performance. A proud costeño, they are fascinated with rhythm, memory, myth, and the mestizaje imaginary.

**Jeannette Huezo** is executive director of United for Fair Economy, and an internationally-known popular educator. Originally from El Salvador, Jeannette came to the US in 1989. She has empowered women, immigrants and others facing injustice to participate in the decision-making process around issues that affect their lives.

**Jeff Pinzino**, CFRE, is associate director of the Midwest Academy. He has been a movement funder and fundraiser since 2002 with groups such as the Illinois Coalition for Immigrant and Refugee Rights, National People’s Action, Fresh Moves Mobile Produce Market, and Woods Fund of Chicago.

**Jessica de Jesus** earned her event planning chops from more than 16 years of fundraising experience for organizations such as the Level Playing Field Institute and the Ella Baker Center for Human Rights. In 2013, she started Homegrown Events, a small production company committed to designing events that tell the special stories of her client organizations.

**Jessica Nelson** is a part-time math and sciences tutor and a part-time Physics B.S. student at MSU Denver in addition to supporting Chinook Fund in every way she can. Jessica is thankful to be a part of the Chinook Fund team and feels empowered in making change from the administrative and support level for this work.

**Jocelyn Wong** is the director of development at the Ella Baker Center for Human Rights in Oakland, CA. She previously served as the director of foundation support at the ACLU of Northern California. Her experience also includes developing partnerships and securing resources for organizations serving youth, families and queer communities.

**Jose Dominguez** is a veteran of the DMV’s nonprofit community and has more than fifteen years of experience in nonprofit management and youth program development. He has managed grants at the DC Children and Youth Investment Trust Corporation, developed events such as the DC Hip Hop Theatre Festival at the DC Art Commission, and directed after-school programs at the Young Playwright’s Theater and the Shakespeare Theatre.

**Julie Voyles** has worked in the nonprofit and philanthropic sectors since 1987 and in 2011 Julie launched her nonprofit and foundation consulting business. In 2012, Julie cofounded the Colorado Nonprofit Social Enterprise Exchange, which trains nonprofits to finance, launch, and operate social enterprises.

**Justin Garoutte** is an Antonito native who recently returned home. He is the founder of Valleybound, the Antonito School and Community Garden, and works as the executive director of Conejos Clean Water, a grassroots nonprofit focusing on
environmental, economic, social, and food justice issues in the Conejos Land Grant Region.

**Karen X Gomez** is executive director of Centro Hispano Comunitario de Nebraska in Columbus, NE. She is also an entrepreneur, licensed realtor, and Fund Advisory Committee member of the Columbus Area Community Foundation Fund.

**Karl Shaddock**, as assistant director of community development philanthropy with Nebraska Community Foundation, helps Nebraska communities use philanthropy and asset-based approaches as tools for rural community development. Karl oversees a number of development strategies and also serves as the contact for the southwest region, which includes his hometown.

**Kendra Hicks** is the director of radical philanthropy for the Eastern Region at Resist. As a first generation Afro-Latina she's committed herself to building resilience in communities and capacity in organizations to better center the leadership of those most impacted by structural inequities. A deep spiritual practice, capoeira angola and snarky humor keep her grounded in the work. She's your local radical negra.

**Kim Klein** is an internationally known trainer, speaker and co-authored the recently released the Bright Spots in Fundraising report. She has a wide range of nonprofit experience, having worked as staff and as a volunteer and a board member. Kim co-founded the *Grassroots Fundraising Journal* in 1981 and was its publisher for 25 years.

**Kris Hayashi** has 20+ years of movement building, leadership and organizing experience. As a public transgender person of color, Kris has led in TGNC movements for justice for 13+ years. Since 2015 Kris has served Transgender Law Center as executive director – the largest trans-led, trans-specific organization in the nation.

**Kwan Moonlite** is a member of BreakOUT!, a youth membership-based organization that seeks to end the criminalization of queer and trans youth of color in New Orleans, LA. A native New Orleanian, Kwan identifies as a non-binary queer femme, certified kitty lover and tree hugger, community fighter and healer, particularly practiced in Crystal Healing and other forms of healing justice.

**Lauren Steiner** was a filmmaker, attorney, college instructor, and nonprofit development executive before founding Grants Plus in 2007 to help nonprofits raise the funds they need to change the world. Today Grants Plus has helped nonprofits raise over $70 million. Lauren volunteers for AFP Greater Cleveland Chapter, Grant Professionals Association Ohio–Northern Chapter, and Love-A-Stray dog shelter.

In her 14+ years in the nonprofit sector, **Leah Weiner** has worked as an executive director, development director and program director at organizations such as Cedars-Sinai Medical Center, Los Angeles Review of Books, and the YMCA. Leah is the founder of the Nonprofit Learning Lab, an organization dedicated to empowering and supporting nonprofit professionals.

**Lhundyn Palmer** is a Building Our Power Institute Organizer and Founding Member of BreakOUT!, a youth membership-based organization that seeks to end the criminalization of queer and trans youth of color in New Orleans, LA.

**Lorraine Ramirez** is currently a program manager at Neighborhood Funders Group for Funders for Justice, a funder-organizing initiative focused on police accountability and racial justice, which launched in late 2014 in solidarity with the uprisings in Ferguson, MO. She has worked in social justice philanthropy for over a decade, in the areas of peoples’ movements against gentrification and the foreclosure crisis, LGBTQ rights, gender justice, and anti-violence organizing strategies.

**Lucille Echohawk** is a citizen of the Pawnee Nation of Oklahoma and resides in Arvada, Colorado. She has volunteered in the Indian child welfare field for more than twenty years, is the former executive director of the Denver Indian Family Resource Center, and currently serves as a Volunteer in Service to America (VISTA) with Spirit of the Sun, Inc.

**Lydia Sierra** is the development director at Community Connections for Youth. She is responsible for supporting CCFY’s development and fundraising activities. She is a native of the Bronx and has over twenty years experience serving in the nonprofit sector. Lydia possesses a Master’s degree in Human Services and Administration from Audrey Cohen College. She enjoys reading and writing for relaxation.

**Mac Liman** was born and raised in Colorado. She is passionate about organizing people around privileged identities—especially young people who, like her, have class privilege—and she is honored to have been able to do this work with beautiful, cross-class, multiracial community at Resource Generation since 2005 and the Chinook Fund since 2007.

**Maria Nakae** is the development director at Forward Together, a multi-issue organization that works at the intersection of race, gender and sexuality to ensure that all families have the support and resources they need to thrive. Her team works with Powerlabs to design and execute creative digital strategies that inspire their online supporters to donate, often for the first time.

Serving social causes since the sixties, **Marie Beichert** specializes in research, program development and proposal writing for mission-driven community benefit organizations. Her boots on the ground experience in nonprofit, educational, and governmental organizations includes service to powerful voices at
Mandela Foods Cooperative, Hip Hop for Change and Ella Baker Center for Human Rights.

**Marjorie Fine** is a coach, trainer and consultant for community organizing organizations and grant makers on social justice philanthropy and fundraising. Marjorie served as Executive Director for both the Unitarian Universalist Veatch Program at Shelter Rock and the North Star Fund. She believes fundraisers are the unsung heroes of organizing.

**Marlene DeLaRosa** has spent her life serving the Latino Community in many different capacities with the following organizations; Circle of Latina Leadership, NCLR, Latin American Education Foundation, and her neighborhood high school. She is a founding member of LatinasGive giving circle. Marlene has also taken fundraising training from GIFT.

**Mary Grace Wolf** leads the National People’s Action Organized Money Program, which helps network affiliates expand their base of individual donors in-state through peer-coaching, on-site training, and building a strong culture of asking. Mary Grace also established NPAs Chicago-based street fundraising canvass that has brought in $150,000 over the last two years.

**Mimi Madrid Puga** is a queer 2Spirit IndiaMexicaXicanx creature birthed in El Paso, TX. Mimi brings years of experience in community and youth organizing, curriculum building and implementation, program development, and fundraising. As a survivor of violence Mimi finds faith and love through family, art, spirituality and community organizing. Mimi is the director of training & organizing at Survivors Organizing for Liberation.

**Mitchell Gonzalez** is the founder and co-chair of the Young Latino Philanthropists, an initiative of the Latino Community Foundation of Colorado. Mitchell brings a fresh and innovative perspective in philanthropy by incorporating his business skills with a solid commitment to social change. As a millennial, he is redefining traditional philanthropy.

**Nadia Khastagir** has been with Design Action for 12 years as a graphic designer. Lately she has been focusing more on concept work, messaging, branding, and story-based strategy. Nadia is also part of #AsiansforBlackLives, The Ruckus Society and is on the board of San Francisco Women Against Rape.

**Nan Jessup** is the finance & operations director at GIFT. Although she came with a background in small business finance, Jessup has been very excited to use her knowledge to work for social justice. She knows first hand the importance of clearly communicating the financial situation of an organization.

**Nasreen Jilani** is development director at 9to5 National Association of Working Women. Nasreen has 15 years of experience fundraising for social change with membership-based organizations, youth organizers and neighborhood groups. As a first-generation American raised in the South with parents of Pakistani and German origin, Nasreen enjoys working for social change at the intersections of multiple identities, cultures and experiences.

**Nelson Beckford** is senior program officer for Strong Communities at the Saint Luke’s Foundation in Cleveland. He oversees all aspects of the Foundation’s grant portfolio designed to catalyze and sustain opportunities to improve social conditions, improve physical environments, and promote healthy community design in targeted neighborhoods.

**Ngozi Okaro** joined Cause Effective 2014, bringing along her expertise in resource development, governance, leadership development, and strategic planning/operations. She specializes in major gifts, event strategy, and formulating convincing cases for support, resulting in improved board engagement and sustained revenue streams.

**Nic Swiercek** is director of development & engagement at Nebraska Appleseed, a legal advocacy organization that fights for a just society. Nic has managed Appleseed’s fundraising efforts since 2010, tripling its donor base and doubling its annual budget. Nic previously served as an organizer and field director on ballot initiative and legislative campaigns for health care access, affirmative action, and LGBT rights.

**Nina Deremer** is the director of professional services for NeonCRM. Nina has 7+ years of nonprofit experience and discovered a passion for databases in college working for the University of Chicago. She enjoys putting her rather unusual love of spreadsheets and formulas to work for nonprofits.

**Nora Bashir** is executive director of Chinook Fund. Nora has leveraged the voices of women, immigrant communities, and low-wage workers by means of community organizing, advocacy, and securing resources for marginalized communities. She received a B.A. in Communications and Women’s Studies and a Masters in Multicultural Communication at DePaul University.

**Nzinga Koné-Miller** has over 13 years experience helping nonprofits use digital tools to raise money and create social change. Nzinga has developed strategy, written copy, launched campaigns, and raised money with many organizations, including Mercy Corps, The Nation, National LGBTQ Task Force, ACORN, and more.

**Priscilla Hung** is deputy director of Move to End Violence, a 10-year movement-building project of the NoVo Foundation to end gender-based violence. Priscilla is a former executive director of GIFT and continues to serve on the editorial board of the Journal. She is on the board of the National Committee for Responsive Philanthropy.

**Rachel Todd** is a Buffalo native who has been with the Clean Air: Organizing for Health and Justice since April 2013. She manages their grassroots development program, including special
events, donor and member acquisition, engagement, and database management and has helped grow the organization’s grassroots income by almost 30 percent.

Randall Smith is the founder of PowerLabs where he helps organizers use digital strategies to recruit and mobilize people, raise money and win campaigns. Previously, he supported campaigns on Change.org. He started using the internet as a tool to build power in the 90’s with the global justice movement.

Rebecca Johnson brings her over 30 years of experience as a writer, fundraising organizer and popular educator to help grassroots social and environmental justice organizations build successful grassroots fundraising programs. Rebecca is a core consultant with the RoadMap Consulting team and teaches at Sarah Lawrence College.

Richard Male has been involved in working in the field of social justice and community organizing for over 40 years starting off with civil rights work in the Mississippi Delta. Rich has been involved in assisting grassroots organizations grow and develop throughout the United States as well as Africa. Middle East, Asia and Central America.

Rona Fernandez has worked with social justice groups for 20 years, raising money as an organizer, development director and board member. In 2006, Rona coordinated the groundbreaking Raising Change Conference (now Money for Our Movements), served on the editorial board of the Grassroots Fundraising Journal and regularly contributes to the magazine.

Sarah Jackson went to the US/Mexico border and saw separated families. She returned to Colorado and opened Casa de Paz, a home offering free housing for families affected by immigrant detention. To pay the operating expenses, Sarah started Volleyball Latino. Sarah's hopes to help end the isolating experience of detention.

As program manager, Sonia Plata leads New Detroit's Civic Engagement priority area, focused on strengthening community-based organizations. As an advocate of Latino rights, Plata serves as board chair of Latino Family Services and is an advisory board member for the Center for Latino/a and Latin American Studies at Wayne State University.

Sonya Ulibarri brings over 16 years of experience in nonprofit management to her position as President & CEO of Girls Inc. of Metro Denver, an organization that serves 2,500 girls annually with a mission to inspire all girls to be strong, smart, and bold. Before joining Girls Inc. of Metro Denver, Sonya served as executive director of YouthBiz, Inc., and the Grassroots Institute for Fundraising Training.

Stan Yogi has more than 25 years of experience with nonprofit organizations in fundraising and grantmaking. For 14 years, he was director of planned giving at the ACLU of Northern California, where he was also responsible for securing foundation grants and raising major annual gifts.

Stephanie Roth is a trainer, consultant and coach for nonprofits, with a focus on fundraising, board development and meeting facilitation. She also works part time as a major gifts officer at the National Network of Abortion Funds. Stephanie has written widely on the topic of fundraising and organizational development, and is a frequent contributor to the Grassroots Fundraising Journal.

Stephany Ashley is the executive director of the St. James Infirmary—the first Occupational Health & Safety Clinic by and for sex workers in the country. She is an experienced political strategist who has worked on various progressive campaigns. Her work focuses on combating the harms of stigma, poverty and criminalization.

Steve Lew is a senior project director for CompassPoint Nonprofit Services where he coaches and teaches donor development, communication skills and multicultural organizational development within the CompassPoint training series. Steve has co-led the Fundraising Academy for Communities of Color, an intensive training and coaching series offered by CompassPoint and GIFT over the past 10 years.

Susana Cáceres is a queer embryonic immigrant, made in El Salvador and born in Los Angeles. She directs El/La Para TransLatinas in San Francisco that provides a safe space and holistic support to translatinas, transwomen of Latin American descent. She also helps run Mujer U’wa, a transnational solidarity organization that collectively works with women of the U’wa tribe in Colombia.

Tanaka Shipp serves as Post-Secondary Specialist/Facilitator with Goodwill Industries of Denver. In this role she has an opportunity to do what she loves on a daily basis: working hands-on creating opportunities to expose her teen mom students at Florence Crittenton High School, a DPS pathways school, to career alternatives and overall support navigating their post-secondary options.

Tanya Mote has been with Su Teatro since 1997. She has served as a board member for the Grassroots Institute for Fundraising Training (GIFT) and the National Performance Network and is a track coordinator for the Allied Media Conference (Resourcing and Sustaining Our Movements). She teaches courses for DU and is a facilitator for Colorado Creative Industries–Colorado Change Leader Program.

Tanya Walker is a Black trans veteran activist and a proud Board Member of the Audre Lorde Project.

Tomás Aguilar, PTP’s PowerBase Specialist, is an educator, organizer, communicator, and self-taught technologist and is driven by a passion for social change. Tomás has worked at
PRESENTER BIOS CONTINUED

the intersection of technology and organizing for workers’ and immigrants’ rights and safety, as well as racial and environmental justice.

Tova Perlmutter has over 25 years experience in fundraising, communications, administration, and advocacy. Since 2012, her clients have raised hundreds of thousands of dollars and built stronger supporter relationships. From 2006-2012, she directed Detroit’s Sugar Law Center for Economic and Social Justice, a national nonprofit for worker rights and racial justice.

Veronica Garcia was raised on the U.S./Mexico border in El Paso, Texas. She has over 20 years of experience working with social justice nonprofit organizations and community groups on issues including health care disparities, access to quality education, community development, anti-violence initiatives, LGBTQ equity, anti-racism, immigrant rights, and community organizing.

Vivienne Felix is a student affairs practitioner with 10+ years of experience in nonprofit and higher education fundraising, college access programming, and assessment. Her areas of expertise include strategic planning in fundraising, direct solicitation, and communications. At present, Vivienne is an Employer Partnerships Developer for the CUNY Early College Initiative.

Wazi Maret is a Black trans* educator, organizer, and warrior artist from Hyattsville, MD, now living in Oakland, CA. Wazi is dedicated to the liberation of all Black people and all people impacted by violent systems of oppression. He works with TGI Justice Project, Black Lives Matter and Black Youth Project 100.

Woods Ervin is an organizer with Transgender Gender Variant Intersex Justice Project in San Francisco. Woods has supported formerly incarcerated transgender youth at the Broadway Youth Center in Chicago and the Transformative Justice Law Project. Woods is currently works to dismantle the prison industrial complex as an organizer with Critical Resistance.

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**EXHIBITORS**

**Colorado Nonprofit Association** leads, serves and strengthens Colorado’s nonprofit community to improve the quality of life throughout our state.

We are the collective voice of Colorado’s nonprofit sector and a statewide membership organization helping nonprofits fulfill their mission to make Colorado a better place to live. Members have access to resources, education and publications at reduced or no cost.

We work so that Colorado has the nation’s most effective, vibrant and innovative nonprofit community that is essential to the quality of life in our state.

Gerry Rasel | 303.813.4202 | grasel@ColoradoNonprofits.org
ColoradoNonprofits.org

**Design Action** serves movements for social, economic and environmental justice with high quality yet affordable graphic design and visual communications.

We work to amplify organizations’ messages through strategic visual communications and web development services, which inspire people to take action.

We do this under the leadership and vision of our “clients” — activists and organizers leading the fight for a better world. We are a worker-owned cooperative based in Oakland, CA and are proud members of Communication Workers of America Local 39521, AFL-CIO, Grassroots Global Justice, the Network of Bay Area Worker Cooperatives and the U.S. Federation of Worker Cooperatives.

Nadia Khastagir | 510.452.1912 | nadia@designaction.org
designaction.org

**Grants Plus** ([grants-plus.com](http://grants-plus.com)) is a Cleveland-based firm that has helped nonprofits in 20+ states raise more than $70 million in grant funding since 2007. The company helps organizations find and win grants by conducting comprehensive searches for grant prospects; writing persuasive, customized grant proposals; and coaching clients to build better relationships with funders and pursue a smarter grants strategy. The company’s 16 staff are former development directors, executive directors, and grant writers who have been in our clients’ shoes.

Among Grants Plus’s past and present clients are policy and advocacy organizations including League of Conservation Voters, North Carolina Partnerships for Children, Ohio Environmental Council, Mental Health & Addiction Advocacy Coalition, and ACLU of Northern California.

One of the fastest-growing small businesses in Northeast Ohio, Grants Plus won a 2016 Smart Women: Progressive Organization award from Smart Business and the Weatherhead 100 Upstart Award for three consecutive years.

Grants Plus thrives due to a company culture that prioritizes wellness of self, team, and community. Grants Plus was one of six organizations in the country to win the 2016 National Psychologically Healthy Workplace Award from the American Psychological Association for workplace practices that promote employee involvement, health and safety, growth and development, and work-life fit.

**HIPGive** ([hipgive.org](http://hipgive.org)) is a crowdfunding platform and online community developed by Hispanics in Philanthropy to help Latino Individuals, foundations and corporations fund innovative social impact projects and movements across the Americas. In just 2 years, HIPGive has channeled nearly $1 million dollars in individuals donations of less than $100 on average towards 250 projects across the region by providing the technology, training, matching funds, and exciting initiatives that generate more exposure and success for our causes. HIPGive could not exist if it wasn’t for the “crowd” of people that have joined to make a difference. If you would like to be a part of this movement follow them @HIPGive and sign up at HIPGive.org to find out about all the exciting matching funds initiatives and opportunities coming up this year.

**Klein and Roth Consulting** ([kleinandroth.com](http://kleinandroth.com)) helps organizations build strong fundraising programs that are mission-driven and grounded in social justice values. We provide consulting, coaching and training in fundraising and board development. While we work with a broad range of organizations and issues, most of our clients have budgets of less than $2 million and boards comprised of their constituency.

We have a great deal of expertise working in low income and marginalized communities, with progressive causes and controversial issues, as well as fundraising in rural communities, for start-up organizations, and organizations moving away from reliance on foundation dollars. Our fees are reasonable; we can travel to meet in person or work by phone and teleconference.

Come visit us in the exhibit area, and check out the newest edition (hot off the press!) of Kim Klein's classic “Fundraising for Social Change,” and “Reliable Fundraising in Unreliable Times.”

The **National Committee for Responsive Philanthropy** ([NCRP](http://ncrp.org)) 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. NCRP is the only watchdog organization in philanthropy, representing the voices and needs of nonprofits, movements and communities to grantmaking institutions. Get in touch! We want to make sure philanthropy hears from YOU.
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Pyramid Atlantic Art Center is a 501(c)(3) non-profit contemporary arts center based in Hyattsville, MD that was founded in 1981 by noted artist and teacher Helen C. Frederick to provide a setting for artistic collaboration and dialogue. Since then, Pyramid has played a critical role in the art world by:

- hosting hundreds of artists in residence
- developing outreach programs for students and the community
- offering classes for artists of all levels
- producing and publishing numerous print and artist book editions
- conserving and collecting works on paper
- curating exhibitions both locally and throughout the world
- providing professional development programs for teachers

We believe that prints, handmade paper, and artist books are a source of inspiration; that experimentation leads to discovery; that collaboration leads to accessibility; that creativity is the cornerstone of the learning process.

For nearly twenty years, through Strengthening Neighborhoods and the Inclusiveness Project, The Denver Foundation has invested significant time and financial resources to develop relationships, programming, and grantmaking in communities of color. Additionally, through its work to grow philanthropy, The Foundation partners with individuals, families, businesses, and other diverse groups to amplify their giving. Through EPIC (Elevating Philanthropy in Communities of Color) and with funding from the W. K. Kellogg Foundation, The Denver Foundation is proud to continue our support of the existing, emerging, and oftentimes invisible acts of philanthropy in communities of color.

Connect - Interactive, informative, and fun events that bring together community-minded individuals to build relationships.

Learn - Education sessions on giving strategically, including charitable tools, family philanthropy, leaving a legacy, and issue briefings on important community topics.

Partner - A trusted community partner for 90 years, The Denver Foundation is here to help everyday philanthropists realize the full potential of their giving. We connect, amplify, and support people at whatever level they give of their time, talent, treasure, and testimony. Together, we strengthen communities across Metro Denver and beyond.

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Visit denverfoundation.org or call 303.300.1790 to learn more.

Voqal is the collaboration of five nonprofit organizations that got their start transmitting educational video programs to schools in the mid-80s using frequencies regulated by the Federal Communications Commission (FCC). In 2013, after three dynamic decades, these five organizations came together under one brand: Voqal.

Today, Voqal works through its distinct individual initiatives: Mobile Citizen, Voqal Fund, Voqal Education, Voqal Fellowship and Independent Spectrum to support nonprofit organizations and individuals using technology and media to advance social equity and build an educated, empowered and engaged public. Through these efforts Voqal provide grants, fellowships, affordable internet access, educational support and wireless spectrum advocacy. Each of the Voqal initiatives contributes individually and collectively towards delivering the Voqal promise of a more just and equitable world.

To learn more about Voqal and its programs visit voqal.org

Cal Wellness salutes GIFT for helping sustain grassroots movements.

Visit us at CalWellness.org, and follow us on Twitter @CalWellness.

Third Wave's Mobilize Power Fund is a rapid response fund for direct action and community organizing. Grants are dedicated to work led by women of color, queer, trans, and intersex youth of color, and low-income youth, with a focus on flexible and immediate funding!

How to apply: [http://thirdwavefund.org/mobilize-power-fund](http://thirdwavefund.org/mobilize-power-fund)

Grants are reviewed monthly all year round! Proposals are accepted in many formats, including phone call, written narrative, or video.
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- Acknowledge the economy, but don’t dwell on it
- Examine your fundraising program for weaknesses and fix them

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“Your sound, practical advice based on strong activist ethics and philosophy have built my fundraising toolkit, given me confidence, and improved my outcomes. Thanks!”

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For more information email: Sarah@kgnu.org
Conference Schedule At a Glance

Friday, August 12th

7:30-9 a.m. Registration, breakfast, exhibitors (Turnhalle, Tivoli Student Union)
9-10:30 a.m. Welcome & Opening Keynote
10:45 a.m.-12:45 p.m. Workshop Block I
12:45-2 p.m. Lunch & Break (Exhibitors, Consulting Café, Networking)
2:15-4:15 p.m. Workshop Block II
4:30-5 p.m. Consulting Café
5 p.m. Reception featuring DJ Amen: Celebrate 20 Years of GIFT!

SpringHill Suites Denver Downtown
1190 Auraria Pkwy

Saturday, August 13th

7:30-9 a.m. Breakfast & exhibitors (Turnhalle, Tivoli Student Union)
9-10:30 a.m. Debate
10:45 a.m.-12:45 p.m. Workshop Block III
12:45-2 p.m. Lunch & Break (Exhibitors, Consulting Café, Networking)
2:15-4:15 p.m. Workshop Block IV
4:30-5 p.m. Consulting Café

Sunday, August 14th

7:30-9 a.m. Breakfast & exhibitors (Turnhalle, Tivoli Student Union)
9-11 a.m. Workshop Block V
11:30 a.m.-12:45 p.m. Closing Plenary