



Co-President's Message:

By Mitchel Sloan

The AFP Santa Barbara/Ventura Counties Chapter board of directors recently held our annual retreat to plan a year aimed at meeting the needs of all our members. Here are some of the highlights for 2008:

We will continue our efforts to provide quality educational programs through our monthly luncheon meetings and the annual Fundraising Symposium to be held in July.

- In November, we will celebrate philanthropy in our region at the annual National Philanthropy Day Awards Luncheon.

- We will continue to provide and enhance scholarship opportunities for our members in support of their educational and professional development.

- On the technology front, we are planning to launch the AFP Santa Barbara/Ventura Counties Chapter website to serve our members more dynamically and efficiently.

- "We're Going Green." This year, we're going to an email invitation system for our monthly luncheon meetings to save time, cut costs, and help the environment. In 2007, we began delivering this newsletter electronically via email in addition to sending out a printed copy in the mail.

As our chapter looks forward to the future, we would be remised if we did not pause to acknowledge

our outgoing board members. We thank Anne Dewey, Les Esposito, Anne Kratz, and Ed Lewis for their leadership and efforts in providing our chapter the opportunity to reach new heights.



We encourage you to renew your commitment to AFP by joining a chapter committee, participating in our events, and introducing oth-

ers to the value of AFP. Please feel free to contact myself or co-president Becca Merrell or one of our board members with your ideas and feedback (You can find the board member roster with contact information located on the back cover in this newsletter). We look forward to seeing you in 2008.

Send Us Your E-Mail Address!

If you haven't already received our AFP Chapter December 2007 Newsletter or 2008 program meeting notices by email, please send your current email address to Caroline Grange at cgrange@sbnature2.org. If you have re-located or changed jobs, please make sure that we have your correct email address after you make the move.

Currently, our chapter will only be mailing hard copy of our AFP Newsletter which publishes four times a year. We are sorry for any inconvenience that this change causes our membership. We trying to save on paper, postage, and resources.

Rochelle Rose, Newsletter Editor



Your AFP Chapter board members at recent Board Retreat hosted at the Santa Barbara Museum of Natural History. Nearby Mission Creek was running due to the recent rains and provided a beautiful setting for a productive day planning AFP programs for 2008.

Looking for a Job? On-Line Resume is Latest for Job Seekers

Are resumes old-fashioned? Well, you don't see many paper resumes anymore, and resumes are certainly getting more high-tech and Internet based. VisualCV is taking it one step further, offering a free online resume, which is actually more like a full portfolio than a resume, to job seekers.

A VisualCV is an online resume that includes all the facets of a traditional resume, with add-ons like video, images, and links to your accomplishments. Your VisualCV resume looks like a typical resume with your work history, education, achievements, and awards, but the right side of your VisualCV page can include a video, links, references, and other information you would like to highlight.

You can securely share different versions with your own network of employers, colleagues and friends, and control who sees what. For information visit: www.visualcv.com.

Planned Giving Association Contacts

**Planned Giving Round Table
of Ventura County:**
venturacountyplannedgiving.com

**Planned Giving Roundtable of
Santa Barbara Council President:**
Judy Goodbody, CFRE, RIA, CTR
Phone: 805 965-8591 ext.120
Fax: 805 962-3461

AFP Scholarships

Partial scholarships are available to members for our upcoming Symposium on Fundraising in July.

Contact Rebecca Anderson
Scholarship Committee Chair
805 687-6065

Nonprofit Postage Rates to Increase in May

Nonprofit mail rates are expected to increase by an average of 0.7 percent starting on May 12. The rate case, filed by the U.S. Postal Service and expected to be approved by the U.S. Postage Commission, includes changes to all types of mail, including first-class mail, standard mail, periodicals, package services and special services.

The Alliance of Nonprofit Mailers reports that organizations will see rate changes in the following:

- Standard Mail Nonprofit Regular Letters: 0.8 % increase
- Standard Mail Nonprofit Regular Flats: 1.2 % decrease
- Standard Mail Nonprofit Regular Parcels and Non-Flat Machinable: 7.6% increase
- Standard Mail Nonprofit ECR: 2.2% increase

In addition, the cost of a first-class postage stamp will increase by a penny to 42 cents. Mailers can continue to use the Forever Stamps they purchased for 41 cents, even after the price change. The Postal Service has announced it will have 5 billion Forever Stamps in stock to meet increased demand before the price change.

How to Plan an Invigorating Retreat

*This is an excerpt from the article Field Work (And Play)
by Richard Valachovic in Board Member magazine.*

1. Determine your objectives for the experience.
2. Identify your theme — relate it to a current issue or focus of the organization.
3. Determine your destination. Being somewhere other than in the boardroom is essential. Start local.
4. You might consider a speaker to present as part of the retreat. Locate a speaker with expertise in your area; this could spark some new ideas!
5. Create an agenda that includes a "unique opportunity," such as a private, behind-the-scenes tour, that provides your board members with a special experience.
6. Most important, follow up with a discussion that extracts the lessons learned and applies them to the organization. Write up retreat notes! And remember, this is real

work! Some board members may think that they are not working if they are not looking at a binder of board reports. Just as meeting with the auditor is real work and a characteristic of a good steward, so too is learning and creating a culture of innovation.

45th Annual AFP International Conference

March 30 - April 2, 2008

San Diego Convention Center
111 W. Harbor Drive
San Diego, California

Registration starts at \$695
for AFP members.

Visit www.afp.org to register.

New AFP Chapter Members!

By Caroline Grange, VP Membership

The Santa Barbara/Ventura Counties Chapter of AFP is delighted to welcome these new members to our organization:

Angelique Davis, Director of Development, Habitat for Humanity of Southern California

Jennifer Freed, Executive Assistant, Santa Barbara Family YMCA

Carrie Hughes, Assistant Director of Development and Communications, Casa Pacifica

Amanda Kastelic, Community Relations Manager, Hospice of Santa Barbara

Charles Lockwook, Director of Development, The Magic Foundation

Nancy Christel, Vice President of Marketing and Development, Sansum Clinic

Douglas McRae, Director Major and Planned Gifts, Sansum Diabetes Research Institute

Bonnie Weigel, Festival Manager, California Strawberry Festival

Michelle Turner, Dev. Director, Catholic Charities Fresno

With 140 members, AFP Santa Barbara/Ventura expands the capabilities of area fundraisers through education, mentoring and advocacy

efforts. By equipping development professionals with useful tools, and by building public awareness of the power of philanthropy, AFP Santa Barbara/Ventura champions philanthropy as a cause.

Join us today and be a part of the dynamic Santa Barbara/Ventura chapter!

Contact Caroline Grange at 805-682-4711 ext. 109 or at cgrange@sbnature2.org.

AFP member benefits include:

- AFP Career Planner – an online tool that allows you to identify your own skill level and define areas of improvement and then helps you find the resources you need to improve those skills

- AFP Resource Center – AFP staff are available to answer questions on a wide range of topics, from gift acceptance policies to state registration requirements

- Advancing Philanthropy magazine – the award winning publication that provides ideas and strategies for nonprofit professionals

- eWire newsletter – weekly online publication containing news, information, and links to job postings.

AFP Chapter Goes Green

By Bonnie Campbell,
VP Communications

Welcome to 2008, where I hope everyone finds themselves healthy and happily doing what they love to do! I wanted to make quick mention that our AFP Monthly Luncheon Seminars will be posted by e-blasts rather than snail-mail. We are trying to keep our local AFP Chapter “green” by limiting our waste of paper. I encourage you to have Dorie Zabriskie’s email address saved in your contact list and send her an email requesting to be included in the e-blasts - afpsbv@aol.com.

If you have a prefer to receive your flyers by mail, simply let me know at bonnie@sbclinics.com.

We will soon be launching our very own chapter’s website, which is very exciting news! We will let you know as soon as it’s up so you can check our calendar of events, purchase seminar tickets online and read our newsletters online. Until then, please visit www.tixity.com for postings of our events locally.

IRS Update, November 2007:

Updated Compliance Guidelines for Public Charities and Private Foundations

It’s not always easy being part of a 501(c)(3) organization; keeping track of all the rules and regulations involved can be a daunting task. The IRS, however, has recently made things a bit easier by issuing updated versions of two useful brochures for public charities and private foundations. Publications 4221-PC

and 4221-PF are designed to aid organizations in understanding the requirements involved in retaining their tax-exempt status. Even if you already have a firm grasp of the rules, it’s important to remember that the sector has undergone some significant changes in recent years, most notably those involving the Pension Protec-

tion Act of 2006. If you or someone at your organization hasn’t already taken a look at one of these updated guides, it’s probably time that you did.

Hard copies of these publications can be ordered by calling the IRS toll-free at 1-800-829-3676. They can also be downloaded in PDF format from the IRS Web site.

- Compliance Guide for Public Charities, www.irs.gov/pub/irs-pdf/p4221pc.pdf
- Compliance Guide for Private Foundations, www.irs.gov/pub/irs-pdf/p4221pf.pdf

2008 Board of Directors
Association of Fundraising Professionals
Santa Barbara / Ventura Counties Chapter

Mailing Address: P.O. Box 1564, Santa Barbara CA 93102

Becca Merrell, CFRE; Co-President

Netzel Associates
805 682-8779 x167

Mitchel Sloan; Co-President

California State University, Channel Islands
805 437-8916

Tamara Skov

Immediate Past President

Visiting Nurse & Hospice Care SB
805 690-6282

Bonnie Campbell

Vice President, Communications

Santa Barbara Neighborhood Clinics
805 968- 1511 x109

Caroline Grange

Vice President, Membership

Santa Barbara Museum of Natural History
805 437-8916 x109

Rich Holmes

Vice President, Finance

California Lutheran University
805 493-3586

Andrea McFarling

Vice President, Professional Development

Marymount of Santa Barbara
805 569-1811 x234

Elaine Mah Best; Secretary

Work Training Programs, Inc.
805 966-3310 x11

Rochelle Rose, CFRE

Newsletter Editor

Symposium on Fundraising, Co-Chair

People's Self-Help Housing
805 448-8338

Rebecca Anderson; Scholarship Chair

Scholarship Foundation of SB
805 687-7027 x136

Jeanne Benitez

FOOD Share, Inc.
805 983-7100 x122

Joshua Chan, MPA

805 403-3394

Frances Goodrow

Fielding Graduate University
805 898-2951

Monica Intaglietta; Registrar

Child Abuse Listening Mediation
805 965-2376 x149

Karen Jensen

Habitat for Humanity of Ventura County
805 485-6065

Dena Jenson

Symposium on Fundraising, Co-Chair

Ventura County Community Foundation
805 988-0196

Carla Long

Cottage Health System
805 879-8987

Billie Maunz; Ethics Chair

Non Profit Management & Fundraising
Solutions
805 682-7755

Rick Politte, CFRE

Southeast Ventura Co. YMCA

805 497-3081

Madeline Serrano Sattler

Boys & Girls Clubs of Conejo & Las
Virgenes
818 760-0905 x103

Dorie Zabrinkie (non board)

Employment Opportunities Chair
Consultant
805 650-7112



2008 Calendar

AFP Luncheons

(11:30-1:30 p.m.)

\$30 members, \$40 non-members

RSVP to Monica Intaglietta, Registrar

805 965-2376 x149

SANTA BARBARA meetings held at
the Fiesta Room

Fess Parker's Doubletree Resort
633 E. Cabrillo Blvd.

VENTURA meetings are held at
Pierpoint Inn, 550 Sanjon Road.

**March 12 / Ventura
Planned Giving**

**April 9 / Santa Barbara
Corporate Giving Panel**

**May 14 / Ventura
Not Spreading Yourself Too Thin**

**June 11 Santa Barbara
The Importance of Stewardship**

**July / TBD
Symposium on Fundraising**
Dena Jenson and Rochelle Rose,
Co-Chairs

No meeting in August 2008

**September 17 / Ventura
Annual Sustainability**

**October 8 / Santa Barbara
Ethical Fundraising**

**November / Ventura
National Philanthropy Day**

**December
Annual Holiday Meeting**



ASSOCIATION OF FUNDRAISING PROFESSIONALS

Santa Barbara / Ventura Counties Chapters
P.O. Box 1564, Santa Barbara, CA 93102-1564

Address Service Requested