
AFP Suncoast July Newsletter

1 message

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News from AFP Suncoast Chapter

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July Monthly E-Newsletter



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Message from the President

MY AFP STORY

About 8 years ago, I found myself out of a job and for the first time in many years looking for work. Through my previous position, I had formed many wonderful nonprofit/development relationships and found myself turning to some of these individuals for guidance. Each person I chose to reach out to told me about AFP and the local Suncoast Chapter. They spoke about the networking opportunities, encouraging me to attend the monthly lunches which would assist me in my job search. They also told me about the chapter's job bank on their website and urged me to check this on a weekly basis to help me in seeking employment within a nonprofit. These opportunities helped me in landing a job at The Florida Aquarium as their Individual and Planned Giving Manager. [READ MORE....](#)

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AFP Suncoast Chapter Administrator

Chandra Tracy
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Join AFP Today!

The Association of Fundraising Professionals (AFP) represents more than 30,000 members around the world working to advance philanthropy. Join today - benefit today!

Welcome New Members

- Merrell Dickey - Hillsborough Education Foundation
- Jessica Garcia - RCS, Inc.
- Julie Miller - LiFT Academy & LiFT University
- Lisa Primiani - Pennington & Company
- Tania Rodrigues - USO Central Florida, Inc.

4th Annual Planned Giving Symposium Taking Care of Business

Wednesday, August 31, 2016

Business owners must, at some point, put a plan in place for the succession of their business when they are no longer willing or able to run it. Will it just be closed and forgotten? Will it be passed on to children? Will it be sold? The business owner needs to talk over his options with trusted, knowledgeable financial and legal professionals, and work to put a plan in place that best meets the needs of that business owner. A savvy advisor will be able to present the available options for the personal situation of their client and the type of business their client owns.

Similarly, every charity, small and large, has relationships with donors who are business owners. How do development professionals identify and communicate with those donors about their businesses and whether they

Click [HERE](#) for more info.

Job Bank

Whether you are seeking a job or have one to offer, the AFP Suncoast Job Bank is a perfect place to find opportunities. Currently we have postings for the following:

- [Senior Major Gift Officer](#)

June 27, 2016 (EDT)

Chapters Health System, Sun City Center, FL

- [Corporate and Foundation Development Officer](#)

June 27, 2016 (EDT)

Saint Leo University, Saint Leo, FL

- [Vice President for Development](#)

June 27, 2016 (EDT)

Meals on Wheels Plus of Manatee/Bradenton, FL

- [Assistant Director of Development, Young Alumni Engagement & Philanthropy](#)

June 29, 2016 (EDT)

University of South Florida, Tampa

- [Philanthropy Officer](#)

June 29, 2016 (EDT)

WEDU Development Division

- [Director of Advancement](#)

July 02, 2016 (EDT)

Alpha House of Tampa, Inc.

- [Assistant Director of Planned Giving](#)

July 02, 2016 (EDT)

Johns Hopkins All Children's Hospital - St. Petersburg, FL

- [Marketing & Communications Coordinator](#)

July 05, 2016 (EDT)

have considered including a charitable component to their business succession plan.

The fourth annual Planned Giving Symposium, hosted by (PPP and AFP) will focus on business succession planning from the perspective of the financial/legal professionals helping their clients create a business succession plan, as well as from the perspective of development professionals, who need to understand what options are available to business owners, and how and under what circumstances a charitable component can be included in that planning, so they can have meaningful conversations with their donors about including their charity in their business succession planning.

7:30 a.m. ~ Registration/Breakfast

8:30 a.m. ~ Welcome & Session 1

9:45 a.m. ~ Session 2 (Breakouts)

11:00 a.m. ~ Panel Discussion

Noon ~ Closing

Lions Eye Institute

CLICK [HERE](#) FOR MORE INFORMATION OR TO REGISTER!

National Philanthropy Day



CLICK [HERE](#) FOR NOMINATIONS INFORMATION - DEADLINE - AUGUST 1ST

CLICK [HERE](#) FOR SPONSORSHIP AND RESERVATION INFORMATION - EARLY BIRD DEADLINE IS AUGUST 14TH!

Lloyd Horton Award

Time to Honor our Own

- [Director of Development](#)

July 11, 2016 (EDT)

Marco Island Academy, Marco
Island, FL

- [Development Manager](#)

July 11, 2016 (EDT)

Academy Prep Center of St.
Petersburg - St. Petersburg, FL

- [President/CEO](#)

July 11, 2016 (EDT)

Alliance for Independence -
Lakeland, FL

- [CEO Girl Scouts of Southern
Alabama](#)

July 14, 2016 (EDT)

Girl Scouts of Southern Alabama

- [Special Events Coordinator](#)

July 17, 2016 (EDT)

The Florida Holocaust Museum

- [Director of Philanthropy](#)

July 17, 2016 (EDT)

Bok Tower Gardens, Inc., Lake
Wales, Florida

- [Corporate Regional Development
Manager](#)

July 20, 2016 (EDT)

The ALS Association Florida
Chapter, Inc. - Tampa, FL

- [Development Coordinator](#)

July 20, 2016 (EDT)

The ALS Association Florida
Chapter, Inc. - Tampa, FL

Dear Colleagues,

It is that time of the year again when we start thinking about honoring one of our own!

The **Lloyd Horton Lifetime Achievement Award** recognizes an individual's extraordinary contribution and dedication to the fundraising profession. Competitive candidates will have outstanding professional and volunteer contributions to AFP, to the philanthropy profession, and to the Tampa Bay Community.

Among several requirements:

- 15 years as a professional in development;
- Holds the CFRE certification;
- Has been a mentor to others in the profession; and,
- Has served the Suncoast Chapter

The selected honoree will be recognized at the chapter's National Philanthropy Day luncheon and will be further honored at the chapter's December luncheon.

To see the full listing of criteria and to access the nomination form, go to:
<http://www.afpsuncoast.org/Lloyd-Horton-Award>

Please note that nominations are due by the close of business on **Friday, September 9!**

Happy nominating!

Bill F. Faucett, PhD, CFRE

Immediate Past President



Chapter members may post job listings at no cost; non-members may post listings for \$50/month. Visit the [Job Bank](#) for more details.

Be The Cause



You Can Make A Difference at AFP

You can "Be The Cause"

Make your gift today to support:

1. Diversity & Inclusion
2. Professional Development
3. Research

Visit AFPFoundation.org/bethecause or Text "BeTheCause" to 61416

Please contact me to learn more...we appreciate your support.

Rich Strehl 813 609-4868 / rstrehl@cftampabay.org

July Ethics Case: The Big Favor

Ethical standards and principles are the foundation for maintaining public trust for every AFP member. Have you ever wondered what you would do when confronted with an ethical dilemma? In our Monthly Ethics Article, AFP Suncoast explores some common quandaries with Case Studies to help you test your knowledge.

July Ethics Case: The Big Favor

It is April 15 (U.S. tax filing deadline), and you are in your first week as director of development for a charity when you get a phone call from the charity's largest donor. The donor is the chairman of a Fortune 500 corporation who has given several million dollars to the charity and already has a building named for him. He announces that his tax advisor says he needs to make another donation for the previous year and that he is sending over a check for \$100,000. He asks you to prepare a letter of acknowledgment dated prior to last December 31. Before you can think of what to say, he hangs up.

A. What should you do?

B. Suppose you inform your CEO about the offer and the CEO says, "Don't worry about it, I'll write the letter." What should you do?

C. Suppose that upon further investigation you learn that occasionally in the past the charity has done similar favors for some of its large donors. What should you do?

[Click here](#) for the answers to these ethical questions.

A Note from our Sponsor



Thank you so much for allowing us to come and address your wonderful organization this week. Siracusa Staffing & Leasing is dedicated to improving the world we live in and especially our community locally. Our primary charity has always been The Arc Tampa Bay, but we also support a number of other local charities. We strive to give back to the community in any way we can. We host events, we donate money, we introduce new people to the causes that we believe in and we donate our time.

One way that we would like to extend our desire to assist charities in our area is to offer our services to charities at greatly reduced prices. As I mentioned at the meeting this week, I will be happy to forgo my own personal commissions. With that flexibility, we will be able to negotiate very low costs to pass along to you and your worthy organizations. As for the providers that we work with, most of them allow us great leniency in our pricing models.

The only thing we ask for in return is that you spread the good word of how we perform for you.

We can assist with your workers' comp needs by reducing your out-of-pocket costs, improving your efficiency and reducing your HR headaches. And on the staffing side, if you are in need of any qualified candidates, we can help fill your pipeline with qualified candidates to fill any positions you may have open through temp to perm or direct hire.

I promise you, if you are a charity that performs good deeds in the Tampa Bay area, we will help you like no one else!

"There is only one PEO Broker!"

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