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The Monthly Publication of the
Development Executives Network
July 2007

DEN update

UPCOMING DEN LUNCH MEETINGS AT TARPY'S ROADHOUSE

August 17

Examining Our Fundraising Ethics Does the End Always Justify the Means?

Led by Lisa Bennett, CFRE, of The Cornerstone Group,

"The vast majority of the time, interests of donors, non-profits, and the community coincide perfectly, and philanthropy makes the world a better place. Once in a while, however, the balance of power (represented by money) gets out of balance. One of the parties - donor, volunteer, Board member, development staff, executive director - may step over the line. But where, exactly, *is* this "line"? Entering the field from another sector, you may find that the ethics rules are subtly different here, and you could use a road map. Stay in the development field long enough, and you'll certainly encounter an ethical dilemma or two along the way.

Come to this lively discussion of some of the most commonly encountered ethical dilemmas in our not-for-profit sector. Share experiences (without naming names!) with your colleagues. See how you can benefit from tools available to you, including a practical decision-making model developed by a scholar-ethicist.

September 21

Building Strong Teams Among Staff and Board

SPCA Executive Director-Gary Tiscornia
Board President-Sherrie McCullough
Director of Development-Susan Koza

October 19

Women and Wealth: Understanding the Female Donor

Learn why women's philanthropy is poised for transformation and growth, and leave with takeaways and action steps for increasing your capacity to cultivate women donors.

Speaker **Mary Alex Needham** leads her own consulting firm (globalcapacityconsulting.com), providing strategic guidance and tailored interventions to nonprofits and NGOs (Non-Governmental Organizations).

PROFESSIONAL DEVELOPMENT...



Basics of Board Leadership – *for individuals*

Individuals interested in joining a nonprofit Board of Directors, as well as existing board members interested in strengthening their skills, can learn the key roles and responsibilities of nonprofit board membership in this workshop. Topics include the purpose of nonprofit boards, board/staff relations, use of committees, and best practices for nonprofit boards. Participants interested in volunteering for a local nonprofit board can receive help finding an organization that matches their interests and skills through LeaderLink. LeaderLink matches community volunteers with nonprofit organizations seeking new board members. It is a county-wide collaboration between the Community Foundation for Monterey County and Leadership Monterey Peninsula.

Grace Hammond, principal of E.G. Hammond Consulting, has nearly 20 years experience as a consultant to nonprofit organizations, specializing in organizational development, fund development, strategic planning, and boards of directors. Her experience as a trainer includes numerous nonprofit boards, community foundations, CompassPoint Nonprofit Services, San Jose State University's Nonprofit Management Program, and Tokyo University's Graduate School.

Date and Time: July 10, 2007, 5:30 to 8:30 PM, **Fee:** \$35.00 includes a light supper.

Location: Shoreline Occupational Services, 249 10th Street, Marina [directions](#)

[Register now](#)

Meet the Boards

For participants in LeaderLink's "Board Matching" Service* only. This workshop will explore nonprofit board topics in more depth and provide an opportunity to meet representatives of nonprofit organizations interested in expanding their boards. If you meet an organization that interests you, you will have the opportunity to schedule a follow-up meeting to discuss the possibility of joining their board.

(* Prerequisite – Participation in Building Your Board for Agency Success or Basics of Board Leadership workshops taken at any time that it was offered)

Kaki Rusmore, Program Officer for the Management Assistance Program of the Community Foundation for Monterey County has over 25 years experience in organizational development training and consulting with local and international nonprofits. She has served on numerous boards and has provided organizational development services to many others.

Date and Time: July 26, 2007, 5:00 to 7:00 PM

Fee: \$25.00 includes a light supper.

Location: Shoreline Occupational Services, 249 10th Street, Marina [directions](#)

[Register now](#)

More information: Kaki Rusmore and Kathryn Hart, Community Foundation for Monterey County

2354 Garden Road, Monterey, CA 93940, Tel 831- 375-9712, Fax 831-375-4731

www.cfmco.org

Mission Statement of the Community Foundation for Monterey County

We improve the quality of life in Monterey County by raising, managing, and distributing charitable funds to worthy organizations, and by creating positive connections between donors and their interests.



2007 DEN Board of Directors

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Reservations

Lauren Cohen
MY Museum
Lauren@MYMuseum.org

Nonprofit Good Practice Guide

The Nonprofit Good Practice Guide is an online project of the Dorothy A. Johnson Center for Philanthropy and Nonprofit Leadership of Grand Valley State University. The Guide is a one step shop for nonprofit and foundation information, in quickly finding resources for immediate needs or utilization as a staff training tool.

www.npgoodpractice.org

LYCEUM OF MONTEREY COUNTY

is seeking volunteers:

- Fundraising Assistant (Aug - Sept 07)
- Grant Proof Reader (Year-round)
Flexible volunteer hours

TO VOLUNTEER: Email resume to:

JULIETTE@LYCEUM.ORG

SEND PHOTO'S, WORKSHOP
INFORMATION, JOB
OPPORTUNITIES and
SUGGESTIONS TO:

Juliette Calandra Ferguson
at juliette@lyceum.org

by Friday, June 29th to get into the
July Edition!

JOB OPENINGS...



Development Assistant/Grant Writer Monterey Museum of Art

The Monterey Museum of Art seeks an energetic and creative person to join the Development Department. Working with the Director of Development, the Development Assistant/Grant Writer is responsible for foundation and corporate grant research, writing, and reporting of grants. As part of the Development and Membership team, this individual is involved in events, annual fund and other fundraising activities. The professional environment of the Museum is fast paced and rewarding.

The successful candidate will possess a college degree, plus 1-3 years experience in a similar position. This is a full-time position with a benefits package. Strong written and communication skills required.

Please submit resume and cover letter, in confidence, to: Robin Venuti, Director of Development, Monterey Museum of Art, 559 Pacific Street, Monterey, CA 94940, rvenuti@montereyart.org

The Monterey Museum of Art is an Equal Opportunity Employer.

DEN MEETINGS

**12 Noon – 1:30 PM every 3rd Friday
Tarpy's Roadhouse**

- **August 17**
- **September 21**
- **October 19**
- **November 16**

Did you renew your DEN Membership!