

To: Board of Visitors
Executive Committee
Center Advisory Boards

From: Eugene R. Tempel, Executive Director

Date: October 26, 2007

Subject: Center on Philanthropy Activities

We are pleased to announce that Joy Persall, executive director of Native Americans in Philanthropy, has recently joined the Center's Board of Visitors. She holds a B.A. in Multicultural Nonprofit Administration and was previously the Associate Director of the Headwaters Foundation for Justice. She has completed an Emerging Philanthropic Leaders Fellowship from the national Council on Foundations, served on the board of Minnesota Alliance for Progressive Action and the Funding Exchange. She currently serves on the Board of The National Network of Grantmakers, is chair of grantmaking for Changemakers, and serves on the Headwaters Foundation for Justice Fund of the Sacred Circle community grantmaking committee.

The Center has a long history with Native Americans in Philanthropy (NAP). In 1995, The Fund Raising School (TFRS) co-created with NAP a fundraising curriculum developed specifically for tribal colleges and universities. NAP identified individuals to participate in a train-the-trainers program conducted by TFRS to provide instructors to teach the new curriculum. About a year ago NAP approached us again about updating the course materials. We have brought together our Millennium project, TFRS, and NAP to complete this update. TFRS will provide the content knowledge and NAP will provide the context (i.e., Native American values). We look forward to getting this off the ground next year. The curriculum will be co-owned by the Center and NAP.

The Center has received excellent press coverage of our various projects over the years. We are pleased to note that the Center is prominently featured in the October 15th issue of the *NonProfit Times* in the cover story and in a second article focusing on advanced degrees in philanthropic studies. Our colleague and Board of Visitors member Bob Hartsook is pictured on the cover with Adrian Sargeant, the Hartsook chair at IUPUI, and is also quoted in the article. Our alums Jason Chandler, Belmont University, and Laura Bingham, Peace College, are also profiled and quoted. You can read the articles by clicking on the link <http://www.nptimes.com/07Oct/npt-071015-2.html>.

I just returned from attending the *Slate* 60 Conference on Innovative Philanthropy, co-sponsored by *Slate* magazine, the William J. Clinton Foundation, and the Clinton School of Public Service. You will recall that *Slate* is now the sponsor of the enhanced Million Dollar List. *Slate* magazine was initially conceived and developed by Microsoft. In 1996, *Slate* editor Michael Kinsley was intrigued by Ted Turner's remarks made concerning the *Forbes* 400 list of richest Americans, which he believed provided an incentive for amassing wealth instead of giving it away. This inspired the development of the *Slate* 60 list recognizing the largest individual gifts each year. *Slate* hopes that the wealthy will compete to contribute in a way that benefits the greater good. The *Slate* 60 Conference included many notables who are themselves on the *Slate* 60 list and provided an opportunity to hear major issues and challenges that philanthropists are tackling and some of the new and innovative approaches being tried. Of particular interest are the trends to create social networks through the internet, to develop my space networks related to causes, and raise money using blogs. Some of us have a whole new vocabulary to learn.

This fall, Dr. David Some, former Vice Chancellor at Moi University in Kenya, and his wife Dr. Fatuma Some are on sabbatical at IUPUI. I first met David last summer when Bill Plater, Josh Sprunger, and I traveled to Kenya to conduct fundraising training at Moi University. The IU School of Medicine and Moi University have had a long-term partnership that started as a faculty and student exchange program and which has now developed as one of the premier HIV/AIDS prevention and treatment programs in the world, the Academic Model for the Prevention and Treatment of HIV (AMPATH). Last fall IUPUI entered into a new comprehensive and strategic partnership with Moi University to develop new collaborations across many other schools, departments and disciplines. The purpose of David's visit is two-fold, to learn more about ways to establish a foundation for Moi University that will support its fundraising program and to establish an institute at Moi University that will help them better understand the potential for fundraising in Kenya and provide training and assistance to other universities to establish their own fundraising programs.

In many ways, Dr. Fatuma Some is also a pioneer. She was the first woman hired to be a part of Moi University's medical faculty. After running a successful private practice for many years, she is now transitioning to resume her teaching for Moi University. Fatuma is spending her time in Indianapolis in rounds with IU-Kenya partnership doctors, learning more about ways that the two schools can enhance their collaboration.

We were pleased to have Howard Buffett and Molly Wilson from the Buffett Foundation visit the Center this month. They were in Indianapolis to conduct a site visit of the IU-Kenya partnership, which Fran Quigley and Bob Einterz manage. The Center is working with the Buffett Foundation as well on a small research project to assist them in evaluating the grantmaking landscape.

We are also hosting our colleagues from Community Counselling Service (CCS) this month. They will meet with 15 to 20 of our MA and MPA students during their visit to the Center. CCS is a fundraising consulting firm seeking to identify candidates to fill Associate Director positions. If selected, our graduates will provide on-site fundraising and management consulting, work collaboratively with senior consultants, and assist with the design, development, and implementation of fundraising campaigns. CCS provides a great opportunity for graduating students to begin their careers, and they already have hired three Center and SPEA alumni from IU. This is a good example of how organizations can benefit by partnering with the Center, gaining access to a pool of talented students who possess both the skills and advanced education required to be successful in the field.

I am pleased to report that the Center on Philanthropy's new publication *For the Public Good* has received a Silver Medal award from the Council for Advancement and Support of Education District V (CASE V). On an annual basis, CASE V honors institutions who demonstrate outstanding achievement in the concept and execution of advancement programs and communications. The IU Foundation Marketing Group worked with us, creating the booklet and capturing the essence of what philanthropy truly is in a compelling and elegant way. Equally important, the document effectively communicates how the Center fulfills the mission of increasing the understanding of philanthropy, improving its practice and enhancing participation in philanthropy.

The Lake Institute led a seminar this month entitled "Creating Congregational Cultures of Generosity" from Oct. 2-4 for the Texas Methodist Foundation Institute on Clergy & Congregational Excellence. Approximately 35 clergy members participated in the program. The course was designed to provide congregations with the latest fundraising techniques and to help them develop their own capital/building campaigns. The seminar focuses on a three-pronged approach: leadership with integrity, institutional accountability, and donor sensitivity. A new manual was produced specifically for this course, which will soon be copyrighted. As an exploratory program, Bill Enright also conducted "Spiritual Values and Philanthropic Discernment" for the Texas Methodist Foundation staff.

This was for a smaller, in-house group of approximately 10-15 people. Dates are being discussed for further collaborations and we hope this leads to a longer-term partnership with the Texas Methodist Foundation.

In a partnership project with the Lake Institute and TFRS, Bill Enright and Tim Seiler co-taught the third installment of “Foundations of Fundraising,” which concludes our first year of work with the United Church of Christ (UCC) in Cleveland. Participants represented various levels of congregational work (local, regional, and national) and consisted of staff, conference ministers, and local pastors from UCC. The Center’s ability to develop these types of collaborative projects utilizing the many strengths of our internal programs is what gives us our reputation as a leader in the field. The depth and breadth of both the Lake Institute and TFRS allows us to develop this specialized program for congregational leaders. The Lake Institute and TFRS are continuing to work collaboratively and will debut two new sessions entitled “Faith & Fundraising,” which will be offered next year. This course is an outgrowth of Lake Institute and TFRS’s partnership on the UCC training.

Thanks for your support of our work. As always, your comments and suggestions are welcome.