

COUNCIL ON PHILANTHROPY

presents the

13TH ANNUAL

PHILANTHROPY
MIDWEST CONFERENCE

Friday, September 9, 2005
Hyatt Regency Crown Center
Kansas City, Missouri
7:30 a.m. – 3:00 p.m.

Profitable Paths



in the Not-for-Profit World



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Philanthropy Midwest Conference

Profitable Paths in the Not-for-Profit World

- Hear the **Keynote Address by Paul Carttar**, executive vice chancellor for university relations at the University of Kansas, on “Social Entrepreneurship: Panacea or Quagmire?” (page 3).
- Expand your **knowledge** on the theory and practice of philanthropy and nonprofit management in 20 workshops **for all levels of experience**, with at least 10 designed for advanced professionals. The conference features both local and national experts (pages 8-10).
- Too many workshops to choose from? Cover as many topics as possible and reward key staff and volunteers by investing in their professional development. **Staff and volunteers can attend the conference at discounted Council member rates** if they register with a Council member from the same organization (page 11).
- Share samples of your organization’s printed publications, videos, CD-ROMs and other media at the **Professional Resource Exchange** (page 4).
- Enter your best newsletter, invitation, special event publication, annual report, membership or fundraising appeal in the third annual **Philly Awards in Philanthropy Marketing Excellence**. New this year is a category recognizing outstanding electronic communications. Winners will be announced at the conference luncheon, placed on display and recognized in the Council newsletter, Voice of Philanthropy (page 5).
- Visit **exhibits** to discover new goods, services and learning opportunities (page 2).
- Connect with **people and ideas** to advance your career, your organization and your community.



Information and Logistics

Conference Information

Conference Chair

Amber Bourek
816-461-4188, ext. 342, abourek@hopehouse-ejc.org

Exhibit Coordinators

Jan Murfield
913-233-9288, janmurfield@kc.rr.com

Pat Smithson
913-754-2502, psmithson@z3graphix.com

Council on Philanthropy

Kristy Bailey
816-235-6259, council@kcphilnet.org

Registration Fees and Deadlines

Early registrations, with savings of \$15 per person, must be postmarked **by August 12, 2005**. Pre-registration is recommended. The Council may not be able to provide lunch and accommodate workshop selections for onsite registrants. **Cancellations received after September 2, 2005, will be charged a \$50 processing fee.** No shows will be billed. Registration and membership application forms are on pages 11 and 12 of this catalog and also available online at www.kcphilnet.org.

	Council Members & Staff/Volunteers*	Non-members
By August 12	\$125	\$150
After August 12	\$140	\$165

* Staff and volunteers from the same organization as a Council member may attend at Council member rates if they register with a Council member.

Hyatt Regency Crown Center

The Hyatt is located at 2345 McGee St. For detailed directions, call the hotel at 816-421-1234 or visit the hotel's website at www.crowncenter.hyatt.com.

Self-parking in an eight-level garage is available just north of the front drive. The higher levels usually have more open spaces. Guests should pull a ticket when entering, take the elevator to the 1st level and follow signs to the lobby. All conference participants will receive a parking pass to cover the cost of parking during the conference. Overnight parking is extra.

Overnight accommodations are available at the Hyatt on Thursday night for \$99. Transportation from Kansas City International Airport to the hotel can be arranged by calling the KCI Shuttle at 816-243-5000 before arriving in Kansas City.



Keynote Address

PAUL CARTTAR

Social Entrepreneurship: Panacea or Quagmire?

In February 2005, 464 nonprofit organizations entered the Third National Business Plan Competition for Nonprofit Organizations sponsored by the Yale School of Management – The Goldman Sachs Foundation Partnership on Nonprofit Ventures, hoping to share \$500,000 in prize money and business planning assistance.

That same month, the Harvard Business Review published “Should Nonprofits Seek Profits?” Written by two top officials at the Bridgespan Group, a Boston-based organization founded in 1999 that provides strategic planning and management advice to charities, the article argues that too many nonprofit groups make the mistake of trying to start profit-making businesses.

These events reflect the nonprofit sector’s ongoing debate over the merits of “social entrepreneurship.” Who’s right? Or more precisely, is it right for you?

“Much of the answer lies in how you define social entrepreneurship,” says Paul Carttar, co-founder of the Bridgespan Group, former COO of the Ewing Marion Kauffman Foundation and current executive vice chancellor for external affairs at the University of Kansas. “The phrase tends to mean different things to different people.”

“To some, it simply means good business practices, such as accounting, legal compliance, personnel management and goal-setting. At the opposite extreme, it can mean the creation of for-profit enterprises to fund nonprofit missions. To others, it means the creation and growth of innovative, mission-seeking rather than profit-seeking enterprises. What everyone pretty much agrees is that the central question is where does revenue come from?”



Carttar, who grew up in Lawrence, Kan., will bring both local and national perspective to these issues in his keynote address at the Philanthropy Midwest Conference. A 1976 graduate of KU with a bachelor’s degree in English and Economics, he also holds an MBA from Stanford University.

Carttar began his career in 1977 as assistant economist and budget analyst for the U.S. Senate Budget Committee. In 1978, he became a research assistant to Arthur Burns, former chairman of the Federal Reserve Board, and in 1982 was selected by Burns, then U.S. ambassador to West Germany, as his special assistant. Carttar returned to the U.S. to join Bain & Co., Inc., a worldwide management consulting company from 1983 to 1990. During the next nine years, he held various management positions with companies in the health care industry before moving to the nonprofit sector with the creation of the Bridgespan Group.

Carttar’s reputation in strategic planning and nonprofit management has led to speaking engagements at universities such as Harvard, MIT and Northwestern, as well as at conferences nationwide. His recent publications include “Zeroing in on Impact” in the Fall 2004 Stanford University Social Innovation Review.

Special Opportunities

New Member Benefits

Join the Council Today for Valuable Benefits

The Council serves as Greater Kansas City's "voice of philanthropy" through programs and services that help you learn and build relationships in the nonprofit community. It is the area's only membership organization that provides access to education, partners and decision makers in the nonprofit sector and uniquely brings funders and nonprofits together to achieve positive change in the community.

Become a **NEW** Council member by September 9, 2005, and **receive 15 months of membership at the low 12-month rate (page 12)**. That means your membership begins September 1, 2005 and runs through December 31, 2006.

As a Council member, you'll be entitled to **discounted Philanthropy Midwest Conference** registration and other benefits as well:

- Educational Programs
- Information Services
- Grantmaker Programs
- Collaboration & Leadership Development Opportunities
- Philanthropy Awareness & Celebration

You may photocopy the Membership Application form on page 12 and mail it to the Council on Philanthropy, P.O. Box 5813, Kansas City, MO 64171-0813 or fax to 816-235-5727. You may also join at www.kcphilnet.org. For membership information, call the Council at 816-235-6259.

New Member Orientation

If you recently joined the Council on Philanthropy, you'll want to start your conference day at 7:30 a.m. with a half-hour New Member Orientation.

- Learn about programs and services.
- Find out ways to get involved.
- Meet other new members.

For more information, contact Membership Co-Chairs Cindy Worthy at 816-561-5372 or cindy@esckc.org or Kate Allen at 816-346-1361 or kallen@cmh.edu.

Professional Resource Exchange

Showcase Your Publications & Marketing Materials

The Council on Philanthropy invites you to share your organization's publications and marketing materials at the Professional Resource Exchange. This is an opportunity to exhibit your work, share ideas and spread the word about your organization.

Please bring items for display to the conference registration desk. These may include but are not limited to:

- Magazines/Newsletters/Journals
- Feature Stories
- Membership Materials
- Annual Reports
- Fundraising/Campaign Materials
- Calendars/Posters
- Give-Away/Promotional Items
- Internal Audience Pieces
- Special Event Materials

For more information, contact Andrea Babbit, Resource Exchange Chair, at 816-561-1087 or ababbit@gmail.com.

The Philly Awards



Philly Awards in Philanthropy Marketing Excellence

Honors to Be Given in Six Categories

Proud of a newsletter, membership promotion or other marketing communication piece you developed? Get the recognition you deserve by participating in the third annual Philly Awards Competition.

Eligibility: Publications created between August 17, 2004, and August 16, 2005

Award Categories: Best in show overall plus first and second place winners will be named in the following categories:

- (1) Annual Reports
- (2) Electronic Communications
- (3) Invitations/Special Event Publications
- (4) Membership and Fundraising Appeals
- (5) Newsletters
- (6) One-Person, Low-Budget Publications

Judging Criteria: A panel of seasoned communications professionals who are not members of the Council will judge entries prior to the conference based on the following criteria:

- Quality of writing
- Creativity
- Effective graphic design
- Printing quality
- Overall appearance
- Achieves objectives

Submission Fee: \$10 per entry

Submission Deadline: August 17, 2005

Recognition: Award winners will be announced at the Philanthropy Midwest Conference, placed on display and recognized in the Council newsletter. Voice of Philanthropy.

Information: Elisa Knight
816-960-0708, ext. 116
elisa@crn.org

Philly Awards Entry Form

Please photocopy blank entry form for multiple submissions.

NOTE: Please include SIX (6) copies of each entry for review by the judging panel.

Name of Contact Person _____ Job Title _____
Organization _____
Address _____
Phone _____ Fax _____ E-Mail _____

Payment information (\$10 per entry):

___ Check enclosed made payable to the Council on Philanthropy

___ Please charge to my ___ Visa ___ MasterCard

Card No. _____

Exp. Date _____

V-Code (3-digit italicized code on signature panel) _____

Signature _____

Name as it appears on card _____

Award Category (check one):

- ___ Annual Reports
___ Electronic Communications
___ Invitations/Special Event Publications
___ Membership and Fundraising Appeals
___ Newsletters
___ One-Person, Low-Budget Publications

A typed summary of one-to-two pages must accompany each entry. Please provide the following information:

- Objective of the project and relationship to objectives of the organization
- Description of target audience
- Projected budget and actual expenses
- Explanation of your role in producing entry
- List of individuals or agencies involved in the project and brief explanation of their roles
- Results

The Philly judging committee reserves the right to review each entry to ensure it is entered in the most appropriate category. The Philly Awards recognize marketing excellence by nonprofit professionals and organizations. For this reason, awards are presented directly to nonprofit organizations rather than for-profit agencies involved in the production of entries.

Please mail submission(s) with entry form(s) and payment to: Philly Awards, Council on Philanthropy, P.O. Box 5813, Kansas City, MO 64171-0813. For more information, contact Elisa Knight at 816-960-0708, ext. 116 or elisa@crn.org. The Council regrets that submissions cannot be returned.

Day at a Glance

		A	B	C
7:30 – 8:30	Registration New Member Orientation Continental Breakfast Exhibits			
8:30 – 9:45	Keynote Address			
9:45 – 10:00	Exhibits			
10:00 – 11:00	Session 1	Beyond the Usual Suspects: Mining Data on a Modest Budget (Part 1)* <i>Surale Phillips, Decision Support Partners, Inc.</i>	The Road to Successful Lobbying* <i>Bonnie Sue Cooper, Councilwoman, 2nd District-at-Large, Kansas City, Mo.</i>	Growing Your Nonprofit: Considerations Developing an Income Venture <i>Kevin Flattery, N Business Solution</i>
11:00 – 11:15	Exhibits			
11:15 – 12:15	Session 2	Beyond the Usual Suspects: Mining Data on a Modest Budget (Part 2)* <i>Surale Phillips, Decision Support Partners, Inc.</i>	Fire Up Support for Your Organization <i>Angelo Trozzolo, Trozzolo Communications Group</i>	Social Entrepreneurship Life Kansas City <i>Panelists: Catherine Briedenthal, YW Kansas City Kansas Dougherty, DeLa Education Center. Barbara Ross, W Solutions. Modern Kevin Flattery, N Business Solution</i>
12:15 – 12:30	Exhibits			
12:30 – 1:45	Luncheon Philly Awards			
1:45 – 2:00	Exhibits			
2:00 – 3:00	Session 3	Strategy Execution: Creating a Plan that Gets Off the Bookshelf <i>Mary McClure, Right Management Consultants</i>	E-Mail: The New "Swiss Army Knife" of Marketing* <i>Michael Diamond, 3 Buddies</i>	Kansas City Ch Foundation Sp Trends <i>Jeffrey Spivak, T City Star</i>

* Designed for professionals with five or more years experience.

	D	E	F	G
<p>Success in Earned-Income* Nonprofit Organizations</p>	<p>Prospect Research: Five Questions to Assess Your Prospect Gift Asks* <i>Karen L. Greene, Creighton University</i></p>	<p>Bringing Your Board to the Fundraising Party (Part 1) <i>Carol Weisman, Board Builders, Inc.</i></p>	<p>Ten Keys to Success in Online Fundraising and Friendraising <i>Michael Johnston, Hewitt & Johnston Consultants</i></p>	<p>Gold in the Ground: A Practical Guide to Developing and Accepting Gifts of Real Estate* <i>Neal P. Myerberg, Myerberg Shain & Associates</i></p>
<p>Partnership: Real-World Success Stories <i>Panelists: Melva Brownlee, Urban League of Kansas City, Dan Fromm, Impact KC, Whitney Gee, Greater Kansas City Community Foundation, and Shanelle Varone, Heart of America United Way. Moderated by Laura McKnight, Greater Kansas City Community Foundation</i></p>	<p>Young Leadership in Philanthropy <i>Panelists: Melva Brownlee, Urban League of Kansas City, Dan Fromm, Impact KC, Whitney Gee, Greater Kansas City Community Foundation, and Shanelle Varone, Heart of America United Way. Moderated by Laura McKnight, Greater Kansas City Community Foundation</i></p>	<p>Bringing Your Board to the Fundraising Party (Part 2) <i>Carol Weisman, Board Builders, Inc.</i></p>	<p>The Transfer of Wealth: New Thinking in Planned Giving* <i>Michael Johnston, Hewitt & Johnston Consultants</i></p>	<p>Best Practices for Nonprofits in a Post-Sarbanes-Oxley Environment* <i>Virginia Gross and Doug Anning, Polsinelli Shalton Welte Suelthaus PC</i></p>
<p>Charitable Raising the Kansas</p>	<p>Creating a Unique Brand Identity <i>Angela Skinner, Trozzolo Communications Group</i></p>	<p>Recruiting and Orienting a Diverse Board <i>Carol Weisman, Board Builders, Inc.</i></p>	<p>Current Federal Tax Developments for Nonprofit Organizations* <i>Bruce R. Hopkins and Thomas J. Schenkelberg, Polsinelli Shalton Welte Suelthaus PC</i></p>	

Workshop Descriptions

SESSION I

Beyond the Usual Suspects: Mining Data on a Modest Budget (Workshop 1A)*

Surale Phillips, President, Decision Support Partners, Inc., Bozeman, Mont.

Attend this two-part workshop to learn how lifestyles, attitudes and values-based research is influencing development and marketing efforts in nonprofits and how to gather and use primary and secondary data to better understand and communicate with existing and potential donors. Workshop 1A will focus on trends and techniques. Workshop 2A, with Nelson-Atkins Development Director Patti McKenna, will feature case examples.

The Road to Successful Lobbying (Workshop 1B)*

Bonnie Sue Cooper, Councilwoman, 2nd District-at-Large, Kansas City, Mo.

Former Missouri Legislative Representative Bonnie Sue Cooper will share her recent experiences lobbying for the Mexican Trade Agreement to introduce you to lobbying, the legislative process and why it matters to your organization. Learn who to contact and how to build relationships with policymakers whose decisions affect you every day.

Growing Your Nonprofit: Considerations in Developing an Earned-Income Venture (Workshop 1C)*

Kevin Flattery, Coordinator, Nonprofit Business Solutions, Kansas City, Mo.

Growing numbers of nonprofits are diversifying their funding base by charging for goods and services. This workshop will cover some of the basic considerations any nonprofit must make when contemplating an entrepreneurial venture and provide useful tools to help you identify your organization's assets and possible earned-income opportunities.

Prospect Research: Five Questions to Assess Your Prospect Gift Asks (Workshop 1D)*

Karen L. Greene, Assistant Vice President for Operations and Special Projects, Creighton University, Omaha, Neb.

Gift asks are the convergence of donor capacity and likelihood. Coming up with the amount to solicit requires

strategic thinking and answers to five critical questions. Find out how prospect research and the answers it provides can make you more confident and successful in raising funds for your organization.

Bringing Your Board to the Fundraising Party (Workshop 1E)

Carol Weisman, President, Board Builders, Inc., St. Louis, Mo.

Work smart rather than hard to develop a fundraising board. Attend this two-part workshop to learn how to give your board multiple ways to get involved with fundraising and reward fundraising behavior that's most productive.

Ten Keys to Success in Online Fundraising and Friendraising (Workshop 1F)

Michael Johnston, President & Founder, Hewitt & Johnston Consultants, Toronto and Washington, D.C.

Learn about successful fundraising sites, effective e-mail solicitations, online marketing, demographics and more from Mike Johnston, who will share one-of-a-kind case studies from his recent book, co-authored with Jim Greenfield and Ted Hart, *Nonprofit Internet Strategies: Best Practices for Marketing, Communications and Fundraising Success*. Mike promises free copies of the book "if a workshop participant is lucky."

Gold in the Ground: A Practical Guide to Developing and Accepting Gifts of Real Estate (Workshop 1G)*

Neal P. Myerberg, Principal, Myerberg Shain & Associates, Old Greenwich, Conn.

Learn about a gift planning option to broaden your development program and how to determine if such gifts are appropriate for your donors and organization. This workshop will demonstrate the ways that a gift of real estate – outright or within the structure of a planned giving vehicle – can be developed. It will also familiarize you with the pitfalls surrounding a charitable transaction involving real estate.

* Designed for professionals with five or more years experience.

SESSION 2

Beyond the Usual Suspects: Mining Data on a Modest Budget (Workshop 2A)*

Surale Phillips, President, Decision Support Partners, Inc., Bozeman, Mont.

Attend this two-part workshop to learn how lifestyles, attitudes and values-based research is influencing development and marketing efforts in nonprofits and how to gather and use primary and secondary data to better understand and communicate with existing and potential donors. Workshop 1A will focus on trends and techniques. Workshop 2A, with Nelson-Atkins Development Director Patti McKenna, will feature case examples.

Fire Up Support for Your Organization (Workshop 2B)

Angelo Trozzolo, Senior Vice President, Trozzolo Communications Group, Kansas City, Mo.

Looking for ways to get the word out about the good work of your organization? This workshop will show you a few regular communications tactics that can supercharge your relationships with supporters, members, employees, prospects and referral sources.

Social Entrepreneurship: Real-Life Kansas City Stories (Workshop 2C)

Panelists: Catherine Briedenthal, YWCA of Kansas City, Kansas, Jim Dougherty, DeLaSalle Education Center, and Barbara Ross, Working Solutions

Hear three local nonprofit executives discuss the history and current status of their entrepreneurial ventures. Use their experience to gain a fuller understanding of the challenges and opportunities you could face in the open market. The panel will be moderated by Kevin Flattery, Nonprofit Business Solutions.

Young Leadership in Philanthropy (Workshop 2D)

Panelists: Melva Brownlee, Urban League of Kansas City, Dan Fromm, Impact KC, Whitney Gee, Greater Kansas City Community Foundation, and Shanelle Varone, Heart of America United Way.

Join Laura McKnight, executive director of the Greater Kansas City Community Foundation, as she leads a panel discussion on a topic that should concern every nonprofit organization: the recruitment, involvement and retention of young leaders as volunteers, board members and donors.

Bringing Your Board to the Fundraising Party (Workshop 2E)

Carol Weisman, President, Board Builders, Inc., St. Louis, Mo.

Work smart rather than hard to develop a fundraising board. Attend this second half of Carol's two-part workshop to learn how to give your board multiple ways to get involved with fundraising and reward fundraising behavior that's most productive.

The Transfer of Wealth: New Thinking in Planned Giving (Workshop 2F)*

Michael Johnston, President & Founder, Hewitt & Johnston Consultants, Toronto and Washington, D.C.

Set the stage for your planned giving program to reap benefits from the intergenerational transfer of wealth coming our way. Mike will explain how nonprofits in North America and Europe are combining high tech (online) and high touch (direct response) strategies you can employ to generate truly committed legacy gifts.

Best Practices for Nonprofits in a Post-Sarbanes-Oxley Environment (Workshop 2G)*

Virginia Gross and Doug Anning, Attorneys, Polsinelli Shalton Welte Suelthaus PC, Kansas City, Mo.

This workshop will discuss best practices for nonprofit governance and operations in a post-Sarbanes-Oxley environment. Topics addressed will include corporate governance and responsibility issues for nonprofit directors and executives, emerging guidance from the IRS on best practices, conflicts of interest matters and nonprofit responsibilities regarding institutional funds.

Workshop Descriptions (continued)

SESSION 3

Strategy Execution: Creating a Plan that Gets Off the Bookshelf (Workshop 3A)

Mary McClure, Vice President, Right Management Consultants, Overland Park, Kan.

What good is a plan that sits on the shelf? If key stakeholders understand the business context for your strategy and contribute to the plan, they will assume accountability for its execution. Mary will show you how to develop a three-year strategic plan that engages key stakeholders and focuses your organization.

E-Mail: The New "Swiss Army Knife" of Marketing (Workshop 3B)*

Michael Diamond, Founder & President, 3 Buddies, Overland Park, Kan.

It's like ten tools in one! Create and send user-friendly e-mails that accomplish multiple key functions at once. Many of America's largest for-profit companies use 3 Buddies to augment their marketing initiatives. Michael will share ways to make your e-mail more welcome and effective and turn loyal supporters into "ambassadors" for your organization.

Kansas City Charitable Foundation Spending Trends (Workshop 3C)

Jeffrey Spivak, Civic Affairs Reporter, The Kansas City Star, Kansas City, Mo.

Jeffrey's presentation will explore the explosive growth of philanthropic foundation spending in the Kansas City region over the past two decades, as well as trends since the economic recession of 2000. Gain insight about where local foundations tend to put their money and how this is changing.

Creating a Unique Brand Identity (Workshop 3D)

Angela Skinner, Senior Account Manager, Trozzolo Communications Group, Kansas City, Mo.

Good, bad or neutral, every organization has a brand. It's how you're perceived in the marketplace. The key is whether or not you're the one guiding those perceptions. Don't let the public make assumptions about who you are. Tell them!

Recruiting and Orienting a Diverse Board (Workshop 3E)

Carol Weisman, President, Board Builders, Inc., St. Louis, Mo.

If it's time to find someone who looks different, thinks differently and is different from your current board, this is the workshop for you. Carol will provide practical ways to find folks who fill your strategic demographic needs and mentor them so they are confident and contributing in the shortest time possible.

Current Federal Tax Developments for Nonprofit Organizations (Workshop 3F)*

Bruce R. Hopkins and Thomas J. Schenkelberg, Attorneys, Polsinelli Shalton Welte Suelthaus PC, Kansas City, Mo.

This workshop will provide nonprofit executives and directors an update on current legislative and judicial developments for tax-exempt organizations. Participants will gain understanding of the legislative climate with regard to tax-exempt entities as well as other "hot topics" of concern to tax-exempt organizations.

* Designed for professionals with five or more years experience.

2005 Conference Registration



Please complete one registration form per person and mail to the Council on Philanthropy, P.O. Box 5813, Kansas City, MO 64171-0813 or fax to 816-235-5727. You may also register at www.kcphilnet.org. For registration information, call the Council at 816-235-6259.

Name/Title _____
 Organization _____
 Address _____
 City _____ State _____
 Zip _____ Phone _____
 Fax _____ E-Mail _____

I am a (check one):

- Business Partner/Vendor
- Community Volunteer
- Corporate Executive
- Development Professional
- Funder
- Government Executive
- Nonprofit Staff
- Other
- Student (full-time at: _____)

This is my _____ time attending the Philanthropy Midwest Conference.

I learned about this year's conference from:

- Conference catalog
- www.kcphilnet.org
- E-mail announcement
- Invited by staff to attend (volunteers only)
- Referred by an organization _____
- I am an exhibitor.
- I am participating in the Philly Awards.

Please circle the one workshop you plan to attend in each session.

Session 1

1A 1B 1C 1D 1E 1F 1G

Session 2

2A 2B 2C 2D 2E 2F 2G

Session 3

3A 3B 3C 3D 3E 3F

Registration Fees and Deadlines

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	Council Members & Staff/Volunteers*	Non-members
By August 12	\$125	\$150
After August 12	\$140	\$165

* Staff and volunteers from the same organization as a Council member may attend at Council member rates if they register with a Council member.

Check all that apply:

My application for NEW Council membership is attached.

I am a staff/volunteer with a Council member's organization. The Council member with whom I am registering is _____.

My check for \$_____ made payable to the Council on Philanthropy is enclosed.

Please charge my Visa MasterCard
 Acct. No. _____

Exp. Date _____

V-Code (3-digit italicized code on signature panel) _____

Signature _____

Name as it appears on card _____

I would like a vegetarian lunch.

Please do not include my name on the list of conference participants provided to exhibitors.

Council Membership Application

Your NEW Council membership will begin September 1, 2005, and run through December 31, 2006. This offer is not available for renewing members.

You may photocopy this form. Please mail it to the Council on Philanthropy, P.O. Box 5813, Kansas City, MO 64171-0813 or fax to 816-235-5727. You may also join at www.kcphilnet.org. For information, call the Council at 816-235-6259.

First Name _____

Last Name _____

PLEASE ENROLL ME AS:

Nonprofit Membership Level

- Basic Member \$75
 Student Member \$55

For-Profit Membership Level

- Basic For-Profit Member \$95

Funders Plus Membership Level

- Individual \$120
 Small Group (5-8) \$600
 Large Group (9+) \$1,000

OCCUPATIONAL CATEGORY

- Business Partner/Vendor
 Community Volunteer
 Corporate Executive
 Development Professional
 Funder
 Government Executive
 Nonprofit Staff
 Other
 Student (full-time at: _____)

Years in Nonprofit Sector

Please do not provide my mailing or e-mail address to third parties.

Please contact me about participation on the following committees:

- Finance
 Hospitality
 Membership
 Philanthropy Awards Luncheon
 Philanthropy Midwest Conference
 Programs
 Resource Development

CONTACT INFORMATION

Job Title _____

Organization _____

Mailing Address _____

City _____ State _____ Zip _____

Bus. Phone _____ Fax _____

E-Mail Address _____

Is this a 501(c)(3) nonprofit? Yes No

If not, purpose of business: _____

PAYMENT INFORMATION

Check enclosed for \$_____ payable to the Council on Philanthropy, P.O. Box 5813, Kansas City, MO 64171

Please charge my: Visa MasterCard

Acct. No. _____ Exp. Date _____

V-Code (3-digit italicized number on signature panel) _____

Signature _____

Name as it appears on card _____



Council on Philanthropy Leadership

Board of Directors

Susan Melton, President
Saint Luke's Hospital Foundation

Susan Schneeweis, Vice President
Hartsook Companies, Inc.

Marcia H. Bailey, Secretary
Community Volunteer

David Miles, Treasurer
H & R Block Foundation

Wendy D. Doyle, Immediate Past President
Right Management Consultants

Jerry Glazier
Sprint

Gregory M. Glore
National Association of Intercollegiate Athletes

Virginia Glass
Polsinelli Shalton Welte Suelthaus PC

Nancy Kaiser-Caplan
Kansas City Symphony

James Kanki
KCPT Public Television

Laura W. McKnight
Greater Kansas City Community Foundation

Michael Snodgrass
Community Housing of Wyandotte County

Bernardo Ramirez
Guadalupe Centers, Inc.

Terry Ward
University of Missouri – Kansas City

Pam Whiting
Greater Kansas City Chamber of Commerce

Cindy Worthy
Executive Service Corps

Staff

Michelle Davis
Executive Director

Kristy Bailey
Administrative Assistant/Project Coordinator

Trudi Galblum
Communications Consultant

Conference Committee

Amber Bourek, Conference Chair
Hope House

Andrea Babbit, Resource Exchange Chair
Bridging the Gap

Rebecca Blaesing, Hospitality & Registration Co-Chair
KU Endowment

Joy Byer, Sponsorships Chair
Jackson County CASA

Shayla Dyck, Philly Awards Co-Chair
Boys & Girls Clubs of Greater Kansas City

Debra Foster, Program
United Cerebral Palsy of Greater Kansas City

Liz Gaume, Hospitality & Registration Co-Chair
Big Brothers Big Sisters

Peter Hansen, Program Chair
Nelson-Atkins Museum of Art

Carolyn Henry, Program
Concerned Care, Inc.

Jane Lampo, Program
Children's Mercy Hospital

Elisa Knight, Philly Awards Co-Chair
Community Resource Network

Jan Murfield, Exhibitors Co-Chair
Jeffrey Byrne & Associates, Inc.

Kay Peoples, Food & Beverage Co-Chair
Kay Peoples Designs

Peggy Person, Logistics
St. Mary's Hospital Foundation

Paul Posner, Audio-Visual Chair
Rockhurst University

Kim Raymond, Sponsorships
PKD Foundation

Pat Smithson, Exhibitors Co-Chair
Z3 Graphix

Lee Stephenson, Logistics Chair
Donnelly College

Mary Taylor, Food & Beverage Co-Chair
National Conference for Community and Justice



Nonprofit Org.
U.S. Postage
PAID
KCMO
Permit No. 117

Council on Philanthropy

*P.O. Box 5813
Kansas City, MO 64171-0813*



in the Not-for-Profit World