



For more
information:
410-742-9911
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Nonprofit Support Program Training Calendar - Winter/Spring 2010



JANUARY

4th Annual Nonprofit Resource Day - January 20th 10:00 am - 2:00 pm (Ira Wolfe and Hank Lewis)

This annual program in partnership with Wor-Wic Community College will feature Dr. Ira Wolfe and Hank Lewis for a dynamic and informative day highlighting social media and fundraising effectiveness. Don't miss this opportunity to "ask the experts!" [\\$25 registration fee](#), lunch will be provided. [Download Schedule](#)

FEBRUARY

Strengthening Your Donor Base - February 17th 9:00 am - 12:00 pm (Lois Colaprete)

In an ideal world, every organization would have a full-time development staff devoted to building a strong fundraising program. In the real world, there are simple and affordable ways to incorporate effective fundraising practices into the smallest non-profit organization. This session will focus on a great first step - strengthening your donor base - by addressing two aspects of donor development; strengthening the relationship with those who already give to your organization, and identifying those individuals, companies and foundations who may want to contribute. [\\$10 registration fee](#), light refreshments provided.

ShoreCAN Volunteer Center Lunch and Learn - February 24th 11:00 am - 1:00 pm

A unique opportunity for local executive directors/volunteer managers to learn about the Community Foundation's [ShoreCAN Volunteer Center](#) and to share ideas and opportunities to enhance this resource for the Lower Eastern Shore. This program is available through the support of The Atlantic Philanthropies and the [Community Experience Partnership](#). [Free, advanced registration is required](#), lunch will be provided.

MARCH

50+ Network for Creative Engagement - March 25th 12 noon

The Eastern Shore's is aging - did you know that by 2020 almost 40% of the Lower Shore's population will be 50+? In 2006, the first of the Baby Boomers turned 60 and today's retirees and boomers represent the largest, healthiest and best educated generation in American history. MAC Inc., the Community Foundation and other local partners recognize this tremendous resource in our community and hope that you will join MAC's efforts to bring together resources and opportunities to engage older adults in meaningful and creative ways. Join us for the kickoff event for the 50+ Network for Creative Engagement at Wor Wic Community College. If you are a partner, or want to learn more about this exciting community initiative - contact Carolyn Stegman at 410-742-0505 for more information and to RSVP.

Board Member 101: Preparing to Serve Effectively on a Nonprofit Board - March Date TBD

Are you a new or prospective board member and just a little uncertain of what your role should be? You are not alone. Spend some time with CFES to learn the basic roles and responsibilities of a nonprofit board member and how to serve effectively. [Free, advanced registration is required](#), light dinner provided.



Special thanks to PNC Bank for its support of
the Spring 2010 Nonprofit Support Program

APRIL

Effective Human Resources Practices for Nonprofit Organizations - April 7th 9:00 am - 12:00 pm (Tonya Plylar, Director of Business Solutions, ISG International)

In addition to facing the day to day challenges of meeting their mission and securing funds, nonprofit executives and boards must deal with human resources issues just like any other businesses. Tonya Plylar, Director of Business Solutions for ISG International, will highlight key HR issues for nonprofit organizations and help you identify resources to make sure your organization is operating using current best practices. [\\$10 registration fee](#), light refreshments provided.

Chamber Business After Hours - CFES and Nonprofit Office Center - April 28th 5:00 - 7:00 pm

Join CFES, our neighbors in the newly opened Nonprofit Office Center (Boy Scouts - Delmarva Council, Delmarva Low Impact Tourism Experiences, Delmarva Water Transport, Maryland Mentoring Partnership and Women Supporting Women) and the Salisbury Area Chamber of Commerce for drinks and hors d'oeuvres. Catch up with old friends and make some new connections!

Maryland Volunteer Lawyers Service: An Introduction to Programs and Services - April 30th 1:30-2:30pm

A unique opportunity for local nonprofits to learn more about the valuable services of the Maryland Volunteer Lawyers Service for their organization and/or clients. The MVLS Community Development Project helps community-based nonprofits who need advice with business/transactional legal matters by matching them with an experienced volunteer lawyer. MVLS provides free (and in some cases low cost) legal representation to Marylanders with limited income. Each eligible client is matched with a volunteer lawyer who has the appropriate skills and expertise to provide quality representation. [Free, advanced registration is required.](#)

May

ShoreCAN Volunteer Center Lunch and Learn - May 12th 11:00 am - 1:00 pm

A unique opportunity for local executive directors/volunteer managers to learn about the Community Foundation's [ShoreCAN Volunteer Center](#) and to share ideas and opportunities to enhance this resource for the Lower Eastern Shore. This program is available through the support of The Atlantic Philanthropies and the [Community Experience Partnership](#). [Free, advanced registration is required](#), lunch will be provided.

Grantwriting Tips for Success - May 20th Time TBD (afternoon)

Grantwriting is a skill that has to be developed. There is no magic bullet, but there are tips and tools that can help you to find the right potential sources and effectively approach them. This program will be a great opportunity to hear from two grantwriting consultants that are willing to share what they know about what works and what doesn't and how you might increase your chances of success. [\\$10 registration fee](#), light refreshments provided.

About our presenters:

Lois Colaprete spent 15 years in the non-profit world and has lead workshops on all aspects of fundraising research and donor development for organizations such as the Chicago Planned Giving Council, the Association of Fundraising Professionals, the Northwest Suburban Philanthropy Center and the Association of Professional Researchers for Advancement (APRA). She and her family moved to the Eastern Shore in 2004 and she currently serves on the board of Cambridge Main Street.

Hank Lewis has been a fundraising/development consultant for over 30 years, and has designed and counseled programs for educational, health care, cultural, advocacy and religion-based organizations. Mr. Lewis has held the designation of Certified Fund Raising Executive (CFRE) for twenty years.

Tonya Plylar is the Director of Business Solutions for ISG International and has been in the HR corporate and consulting world for over 15 years working for Fortune 500, domestic and international companies. Ms. Plylar currently serves on the board of directors for Lower Shore Enterprises.

Dr. Ira Wolfe is a speaker and adviser on workforce trends, social media and employee assessments. He is president of Success Performance Solutions, which advises companies on hiring and retention. He is also the author of "Geeks, Geezers, and Googlization" (2009), a look at how to bridge the generational gap in the workplace, and "The Perfect Labor Storm 2.0: Workforce Trends That Will Change the Way You Do Business (2007)."