



Center for Nonprofit Excellence

Dear Reader,

As the Center for Nonprofit Excellence prepares to honor the region's philanthropists at Partners in Philanthropy on October 5 (see details of this event in this e-news), the Association of Fundraising Professionals gathered development officers and fund-raising managers on Aug. 26 for its annual Summit on Philanthropy, which featured internationally recognized Penelope Burke, author of Donor-Centered Fundraising and Donor-Centered Leadership. Here are some key points Burke made from recent Cygnus Research studies:

- "Cost per dollar raised" has become a critical issue. Donors are very sensitive to any appearance of extravagance through lavish events, expensive recognition gifts, and more.
- More and more donors are migrating to online giving because they know it's cost effective. Feel free to encourage online giving and explain why to your donors.
- Matching gifts are a great incentive for donors.
- Communication from volunteer leaders, including board members, encourages donor giving.
- Report back in meaningful ways to your donors about how you spent their money. Results and accomplishments bring donors back.
- Websites that ask for online giving should communicate how you spend donations and provide your track record for the last year.

Sincerely,

Dave Somers

Executive Director of Center for Nonprofit Excellence

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Please visit our website for all calendar information

[August 31: Intro to Standards](#)

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Partners in Philanthropy

The 12th annual Partners in Philanthropy awards will be presented by the Pikes Peak Funders Forum, Pikes Peak Community Foundation, Pikes Peak United Way and the Center for Nonprofit Excellence.

Speaker: Sheila Leddy, The Fledgling Fund

Where: The Broadmoor

When: Wednesday, October 5, 2011

Cost: \$65/person, registration deadline is September 26th

To register please contact danielle@cncoloradosprings.org or call 719-575-4341.

*Sponsorships are still available

[September 15: CFO Connections](#)
[September 19: Working with Elected Officials](#)
[September 28: Standards for Excellence-1](#)
[September 28: Nonprofits meet local government](#)

Development Networking

Topic: Building a Donor List from Scratch
Speaker: Amy Rodda
When: Thursday, September 1, 2011
Time: 8:00-9:00 AM
Where: PPUW/CNE, 518 N Nevada Ave, Colorado Springs

Please RSVP to danielle@cncoloradosprings.org

[Member of the Month](#)

[Dreampower Animal Rescue Foundation](#)

Mission: To create a better world for animals through considerate adoption practices, a lifelong commitment to our foster animals, the promotion of spay/neuter practices, and ongoing community education.

HR Networking

Topic: Best practices for performance appraisals
Speaker: Steve Carlson, Integrated Advising Services, LLC
When: Wednesday, September 7, 2011
Time: 8:00-9:00 AM
Where: PPUW/CNE, 518 N Nevada Ave, Colorado Springs

Please RSVP to danielle@cncoloradosprings.org

Member Brown Bag

Topic: Education Opportunities for Nonprofits
Speakers: Regis University, UCCS and University of the Rockies
When: September 8, 2011
Time: 12:00-1:00 PM
Where: Pikes Peak United Way, 518 N Nevada Ave, Colorado Springs, Co 80903

[New Member of the Month](#)

[Colorado Springs World Affairs Council](#)

Mission: The Colorado Springs World Affairs Council is a non-partisan organization whose mission is to create and sustain study, discussion, and public participation in international relations.

CEO Breakfast

When: September 13, 2011
Time: 8:00-9:00 AM
Where: La Baguette, 117 E Pikes Peak Ave, Colorado Springs, Co 80903

Please RSVP to danielle@cncoloradosprings.org

911 Freedom Memorial Re-Dedication

The Colorado Springs Downtown Rotary Club continues its support of our Military with its 9/11 Freedom Memorial Re-Dedication. Please see [attached](#) and we are so appreciative of your support in covering this Important Event.

Bridges Out of Poverty

If you are looking to counter poverty or its impact on people and businesses in our community, explore the innovative concepts and training found in Bridges Out of Poverty solutions.

- What are the barriers to success posed by economic class differences among people and groups?
- How are those barriers reduced?

- What are the mindset differences that separate people in the middle and upper classes from those on the lower end of the socio-economic scale?
- What are the Hidden Rules of class?
- What is poverty's impact on people and the community?

Click here for [more](#) information.

National Alliance on Mental Illness (NAMI) Free Provider Education

A penetrating view of what it's like to live with mental illness - and the wisdom and skills that make recovery possible

- Based on "lived experiences" of clients, families and providers
- Stages of recovery, brain research, medication, and the trauma model
- How to form effective, equitable partnerships to guide treatment

Click here for [more](#) information.

Developing Your Message: The Case for Support

Date: Wednesday, September 14, 2011

Time: 9:00 am - 12:00 pm

Where: Webster University, 5475 Tech Center Drive,
Colorado Springs

Cost: \$45 members, \$75 nonmembers

The focus of this session will be:

- Overview of the case for support
- Developing your message
- Putting it together / tailoring your message
- Different ways to use your case statement

Effective Grantwriting

Date: Wednesday, September 14, 2011

Time: 1:30 pm - 4:30 pm

Where: Webster University, 5475 Tech Center Drive,
Colorado Springs

Cost: \$45 members, \$75 nonmembers

The focus of this session will be:

- Articulating your case for support
- Nuts and bolts of successful grant writing
- General tips for writing successful proposals
- Common mistakes (and how to avoid them!)
- Identifying appropriate grant sources

Click here to [register](#).

CFO Connections

Topic: Cheyenne Mountain Zoo

Speaker: Kathy Fench

When: Thursday, September 15, 2011

Time: 7:30-9:00 AM

Where: Cheyenne Mountain Zoo, 4250 Cheyenne Mountain Zoo Road, Colorado Springs

Please RSVP to danielle@cncoloradosprings.org

Nominations Open for Rotary's Joe Henjum Award

The Downtown Rotary Club welcomes nominations from Pikes Peak area nonprofits for an "unsung hero," someone who has been volunteering for years but hasn't received the recognition he or she deserves. The Joe Henjum award gives the winner a chance to donate \$1,000 to the charity of his or her choice. Complete details and a nomination form may be found at <http://www.coloradospringsrotary.org/JoeHenjumAward.cfm>. Nominations are open until Sept. 15.

Pikes Peak Community Foundation is launching a new outdoor music festival at our Aspen Valley Ranch in Woodland Park!

SAVE THE DATE!

Mountain of the Sun Music Festival

September 17 from 10am to 8pm

Great music from national, regional, and local acts, including: Crooked Still, Frank Solivan and Dirty Kitchen, The Steel Wheels, Radio London, Anne and Pete Sibley, Amy Speace, and five more artists.

Click [here for more details](#).

Working with Elected Officials: Why and How You Should Get to Know Them

Co-sponsored by the Center for Nonprofit Excellence and Colorado Nonprofit Association

Monday, September 19 | 8:30 a.m. - 10:00 a.m. | Colorado Springs

You're invited to join us for this FREE workshop!

Nonprofits and government policy makers share the common goals of meeting community needs and building strong communities, yet many nonprofits do not have strong connections with government policymakers. This presentation will show you how to communicate effectively with local, state and federal elected officials, how to become a trusted source of information for elected officials and government agencies and how to position your organization to work more effectively with government to increase your community impact.

The last half-hour of this presentation will feature a panel to take your questions on how to best work with elected officials and advocate for your clients.

Panelists:
Sallie Clark, El Paso County Commissioner
Edie Busam, Aponte & Busam, a legislative lobbying firm
Annie Oatman-Gardner, Pikes Peak Regional Director, Office
of U.S. Senator Michael Bennet

[Click here to register today!](#)

Nonprofit Meeting With Local Government: Open Reception

The Center for Nonprofit Excellence welcomes its members and the nonprofit sector to meet with representatives of local government. Council President Scott Hente will speak briefly about the new form of city government and introduce members of Colorado Springs City Council. An opportunity to meet informally with council members will follow the presentation, and a cash bar will be available. This event is the perfect complement to the workshop the Center is co-hosting with the Colorado Nonprofit Association on Sept. 19, Working with Elected Officials: Why and How You Should Get to Know Them. (See separate notice in this e-news.)

What: Nonprofits Meet Local Government

When: Sept. 28, 4 to 6 p.m.

Where: Colorado Springs Fine Arts Center

Cost: FREE

RSVP: Call Danielle at 575-4341 or email

danielle@cncoloradosprings.org

Standards for Excellence Fall Series

Start Date: Wednesday, September 28, 2011

Time: 8:00 am - Noon

Place: The Penrose House, 1661 Mesa Avenue, Colorado Springs 80906

This 16-hour clinic series, presented in four 4-hour sessions, covers eight guiding principles and 55 standards of operation. The Standards for Excellence clinic series provides a strong foundation from which to develop and carry on a nonprofit organization as well as a framework within which to sustain an organization, develop staff, and promote public confidence.

Registration form available to [download](#).

2012 Nonprofit Directory

The Pikes Peak Regional Nonprofit Directory is published annually as a joint project of the Center for Nonprofit Excellence and the Colorado Springs Business Journal, and last year's directory contained about 600 listings. Last year's directory can be found online at our [website](#).

Click [here](#) to register your organization.

***Submission deadline is October 31st; please only one submission per organization.**

Free Furniture to Nonprofits

The U.S. Association of Blind Athletes has office furniture to donate to any interested non-profit.

What is available;

4 desks
4 office desk chairs
3 office chairs
2 wall dividers for cubicles
6 various sized filing cabinets

If interested, call 719-352-9134.

Mark Lucas
USABA



**The Center for Nonprofit Excellence will be closed
Monday September 5, 2011.**

The Center for Nonprofit Excellence

strengthens Southern Colorado's nonprofit sector through leadership and resource development, advocacy and collaboration.

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