



2024 AFP ONE DAY CONFERENCE

elevate together

THE POWER OF FUNDRAISING

Thursday, September 26
Huston-Tillotson University

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PROGRAM



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virtuous.org



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erik.tomalis@virtuous.org

At Virtuous, we believe that generosity has the power to create profound change in the world and in the heart of the giver. As a software company, we are committed to moving the needle on global generosity by helping nonprofits better connect with and inspire their givers.

More than a nonprofit CRM, Virtuous is a suite of responsive fundraising platforms designed to help nonprofit teams build better supporter relationships and increase impact with confidence. Virtuous helps unify fundraising, marketing, volunteering, and donor development activities, ridding teams of redundant back-office tasks, and surfacing the insights and signals needed to deliver dynamic donor experiences at scale. Learn more at virtuous.org.

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@beacon-nonprofit-consulting



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Beacon Nonprofit Consulting, LLC, founded in 2010 by Mollie O'Hara Leach, CFRE, CFRM, CNEL, is recognized for expert counsel in nonprofit governance and fundraising.

Beacon works with clients to bring clarity and direction in implementing strong, sustainable fundraising strategies and campaigns. In hiring Beacon, you gain a team of fundraising professionals, highly respected among their peers and by donors in the philanthropic community. Beacon's counsel is based on years of front-line experience and tangible fundraising results.

You can rely on the Beacon team to be a pillar of strength and light at every step of the way. Mollie O'Hara Leach, Lisa Lee, Carmine Salvucci, and Shelley Hardeman develop long-lasting, deeply personal relationships with their clients, serving as trusted advisors, guides and friends. The path forward is not always clear, but with creative problem solving and a client-centered approach, Beacon works alongside the entire organization to guide success.

Beacon is committed to bettering the community. Their clients' success is critical to that goal. Beacon encourages you to contact nonprofits whom they've assisted in the past to learn more about their genuine commitment to each client served.

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For over 75 years, CCS Fundraising has empowered organizations to advance some of the most important causes in history. As leading experts in campaign and development strategy, we help nonprofits make a bigger impact - locally, nationally, and globally. We partner with over 700 organizations annually in more than 350 cities around the world, including Austin, Texas.

From local food banks to educational institutions, cultural bodies, global charities and beyond, our work spans across all nonprofit sectors. This big-picture perspective helps us uncover breakthrough insights and offer solutions unique to each organization. While the results of our work are immediate, the impact of the strategies, tools, and tactics we develop with clients is enduring.

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At Giant Squid Group, we believe that even the smallest nonprofit can change the world. That's why we help start-up and small nonprofit leaders become effective, confident fundraisers. Whether you want to land your first donor, launch a winning grants program, or grow your board of directors, Giant Squid Group will teach you how to raise the money you need, and provide you resources, support, and community along the way.

We've helped dozens of nonprofits escape the feast or famine of haphazard fundraising so they can generate consistent revenue to support their mission. And now it's your turn.

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Kristin Campbell is an organization development consultant and leadership coach with over 18 years of experience in the nonprofit sector. Through Kristin Campbell Consulting (KCC), she helps organizations align their vision, values, and strategy to foster cultures rooted in Kindness, Clarity, and Courage. Kristin is passionate about helping leaders and their teams have the hard conversations required for improving organizational culture, boosting morale, and getting more good work done.

Kristin offers: • Strategic Planning + Change Management • Leadership Coaching • Customized Meeting and Retreat Facilitation • Fundraising Strategy + Implementation Planning

As a skilled facilitator, trainer, and speaker, Kristin works closely with organizations to ensure that leadership development and cultural alignment lead to sustainable impact.

All event attendees can email Kristin to receive a 10% discount on all Working Genius Assessment Packages (individual or team). Follow her on Instagram @kcc.llc for insights on leadership and organizational culture.

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leepusassociates.com



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At Lee+ Associates, we bring a holistic approach to help nonprofits grow capacity, strengthen leadership and most effectively deliver on their mission. Our team's experience provides you with professional counsel, accurate information and proven strategies, adding value to your vision.

Our approach encourages success. For nonprofit organizations seeking the highest level of operations and mission delivery, we are a one-stop shop. We offer comprehensive services around three major organizational pillars: Governance Fund, Development and Organizational Development.

Utilizing a single firm for different phases of nonprofit growth and planning fosters shared relationships and knowledge. For over 24 years, nonprofits choose to work with us again and again, seeking additional guidance and expertise for their next phase of growth or change.

We customize our approach. We help nonprofits ranging from the one-person shop to large institutions, in major cities and in rural areas, all across Texas. We work with schools, libraries, universities, museums, arts organizations, faith-based groups, animal and environmental groups, and human services nonprofits. We believe every nonprofit is unique. Your project is our priority. At Lee+ Associates we take pride in providing quality time and energy to the nonprofits we counsel.

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Nonprofit organizations face unpredictable markets, increased reliance on philanthropy, and complex regulatory requirements. At the same time, they are increasingly being asked to do more with less. PNC Institutional Asset Management® (PNC IAM) brings nonprofits the ideas they need to effectively manage assets, risks, and fundraising, so they can allot more resources to the critical work required to support their mission.

PNC IAM invests in specialized resources, human capital, and technology to help nonprofit organizations solve their unique challenges. Our services include:

- Investment Management Services – Outsourced Chief Investment Officer (OCIO) solutions provided by a dedicated investment advisor
- Retirement/Benefit Solutions – investment advisory and management solutions for defined contribution and benefit plans
- Custody and Trustee Services
- Philanthropic and Planned Giving Services

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The University of Texas at Austin
**RGK Center for Philanthropy
and Community Service**
Lyndon B. Johnson School of Public Affairs



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The RGK Center for Philanthropy and Community Service prepares the next generation of nonprofit and philanthropic leaders through graduate education and research. Our research addresses pressing issues in philanthropy, nonprofit management, social entrepreneurship, and global civil society.

We train students through our university-wide graduate program in nonprofit studies and we engage the world of practice through executive education programs tailored to the needs of seasoned professionals in the field. As you explore the RGK Center, you will see that our collective work is focused on helping the nonprofit leaders of today and tomorrow make informed and innovative contributions to the public good. The RGK Center was founded in January 2000 with a \$5 million matching grant from the RGK Foundation.

The 'RGK' in our name refers to Mrs. Ronya and Dr. George Kozmetsky, founders of the RGK Foundation, whose philanthropic legacy continues through the Kozmetsky Family Foundation and the Reissa Foundation.

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Square One Consultants is a full-service Owner Representation and Project Management firm that helps simplify the planning, design, and construction of building a new facility for your organization.

From concept to completion, Square One can effectively help navigate the process of planning a facility to best carry out your mission, finding out how much it costs to make that dream a reality, and walking through every step of the process so you can focus on your mission and best value.

2024

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For more than 30 years, Bookminders has provided timely, accurate and cost effective bookkeeping for a variety of nonprofits and small and medium sizes businesses. The company's unique approach affords work-life balance to a staff of degreed accountants, while providing clients access to highly skilled professionals they otherwise couldn't afford.

VENDOR/EXHIBITOR



Fundraising Services



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Qtogo Fundraising Services is a pioneer in mobile bidding technology and a leader in fundraising event management. We offer a comprehensive platform tailored to the unique needs of non-profit organizations, empowering fundraising and development professionals to exceed their goals. With user-friendly interfaces, at-a-glance overviews, and customized graphics, our technology makes event management seamless, whether for a large gala or a small golf outing. Every event, regardless of size, benefits from our premium tools and personalized approach.

Our expert support team—known for their signature orange shirts—works closely with clients from initial planning through final analysis, ensuring a smooth experience at every step. We go beyond standard services by customizing each event to match your vision, budget, and fundraising targets. With Qtogo, you can expect more than just great technology; you'll gain a dedicated partner to help troubleshoot, plan, and maximize your fundraising efforts.

From mobile bidding to event staffing, Qtogo offers everything you need to streamline your event, engage donors, and raise more funds than ever before. Let us help you take your next fundraising event to the next level.

EVENT SUPPORTER

CREATIVE KONG



creativekong.com

Creative Kong is a boutique design firm specializing in brand identities, traditional print media, marketing materials, publications, and large-scale events. We believe there is a big idea to be found in every project, and we always find it. Your success is our success, and we work to achieve it every day.

EVENT SUPPORTER



miaeventdiva.com



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For more than 20 years, Mia Sims Washington, a certified meeting professional, has created some of Austin's biggest, most successful events. The thing that defines Mia from the rest is her ability to think as a strategic fundraiser as well as a detailed event planner. She is one of the city's leading experts on event fundraising including two capital campaigns, galas, golf tournaments, fashion shows, grand openings and much more.

This Leadership Austin Essential 2017 Graduate has partnered with some of the most prestigious organizations in Austin including Leadership Austin, Austin Children's Shelter, and St. Edward's University. Mia not only plans and organizes, but she facilitates adult learning as well. Mia has spoken at countless events and lead many workshops to help others create more impactful and powerful events.

Mia loves what she does as it allows her to work with wonderful people while creating unique events and special memories.

EVENT SUPPORTER



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For more than 50 years, companies have relied on Sir Speedy for all their marketing and business communication needs. Your neighborhood is our neighborhood. We're here for you.

Our reputation as an industry leader comes from our ongoing commitment to state-of-the-art technology and the exploration of emerging trends, allowing our customers to benefit from the latest advancements.