

**The Community Foundation of the Texas Hill Country
And Bank of the Hills Presents**

HILL COUNTRY NONPROFIT SUMMIT IX

Buckhorn Lake Resort, Kerrville

Staff Summit: Tuesday & Wednesday, April 28 & 29, \$95 per person

Board Summit: Thursday, April 30, \$50 per person

Combination Summit: Three Day Discount \$135 per person

**Early Bird Registration \$125, Deadline March 31, Applies only to
combination 3 day registration**

**Includes continental breakfast and lunch each day
plus a Wine & Cheese Mixer sponsored by
Foundation Board & Business Sponsors - a real must - on Tuesday!**

Buckhorn Lake Resort, 2885 Goat Creek Road, conveniently situated just off of Interstate 10, Exit 501
approximately 6.5 miles west of Kerrville and Hwy 16.

The Nonprofit Summit IX is designed to provide quality professional training for administrators, staff,
and board members of nonprofit agencies. The conference is a casual, information-filled, three-day
event that will help prepare you for the challenges of nonprofit management.

Training is provided by a variety of professionals in the nonprofit world from around Texas.

- The three days of workshops cover such topics as Grant Writing, Direct Mail, Metrics & Evaluation, Donor Centered Fundraising, Accounting for Nonprofits, and the ever popular "Foundations on the Front Line"
- New this year is the concentration of board issues to one day – Thursday - plus registration pricing targeted to this group.
- Following Tuesday's session, the Community Foundation of the Texas Hill Country Board Members with our Business Sponsors will host a Complimentary Wine and Cheese Reception celebrating the Nonprofits! All registrants will want to attend this mixer as the perfect opportunity to visit in person with granting decision makers and business benefactors. Registrants that cannot attend should assign an agency representative in their place.

Summit IX will be held in Kerrville at the beautiful Buckhorn Lake Resort.

Cost for Staff Summit, Tuesday & Wednesday, including continental breakfasts, lunches and reception, is \$95 per person.

Cost for Board Summit, Thursday, including continental breakfast and lunch is \$50 per person.

Combination Summit, all three days is \$135 per person.

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Questions?

Contact: Beth Johnson

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OR**

Amy Rector

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Tuesday, April 28, Workshop Schedule

- 8:30** **Check in, coffee, and welcome**
- 9:00** **Samples of Direct Mail Winners & Losers, Tips for Improving Your Direct Mail Packages**
Paul D. Fulham, CFRE, President, Zachry Associates, Inc.
This will provide you with 31 tips to help you improve your direct mail efforts.
- 10:30** **Break**
- 10:45** **TBA**
Fayruz Benyousef, CFRE, Partner, Dini Partners
- 11:45** **Nonprofit Mailing – Current US Postal Requirements**
Joe Herring, Jr., General Manager, Herring Printing, Kerrville
- 12:05** **Lunch**
- 12:45** **TBA**
Fayruz Benyousef, CFRE, Partner, Dini Partners
- 1:45** **Metrics and Evaluation: How to Capitalize on Your Program Outcomes**
Perri Rosheger, CFRE, Director of Development, Laity Renewal Foundation
At a time when their assets have dropped sharply, more than ever Foundation leaders need to know that their support of your organization is helping them be effective with their resources, fulfill their missions, and make a substantial difference. This session will dispel the three myths about evaluation that often impede our progress.
- 3:00** **Break**
- 3:15** **Donor Centered Fund Raising**
Mark Tuschak, Vice President for Advancement and public Affairs Schreiner University
- 5:00** **Foundation Board & Business Sponsor Hosted Wine & Cheese Reception For All Registrants or Agency Representative**

Wednesday, April 29, Workshop Schedule

- 8:30** **Check in, coffee, and welcome**
- 9:00** **A Practical Guide to Grant Seeking**
Anne Connor, CFRE, Grants and Research Manager, Methodist Healthcare Ministries
This workshop introduces you to the five major phases in the grant-seeking sequence and provides insider tips to increase your success rate. Hands-on exercises take you through key sections of a typical grant proposal so you have head start on the writing. Come with a pen, pad of paper, and an idea for a project or other need to be funded.
- 11:00** **Break**

Wednesday, April 29, Workshop Schedule, continued

- 11:15** **The Art of Asking – Gift Solicitation Training**
Marion T. Lee, Principal, Bacon Lee & Associates
There is no perfect formula for learning to ask for a gift, but there are great ways to learn how to qualify a donor, discover what the secret number is and overcome some of the obstacles to gift solicitation. In Making the Ask we will learn about giving capacity formulas and talk about Seven Types of Asks.
- 12:30** **Lunch**
- 1:15** **Turn Lemons to Lemonade: Using Your Tax Return to Lure Contributors**
Misty D'Amico, CPA, Davidson, Freedle, Espenhover & Overby, P.C.
Be truthful – completing your organization's annual tax return feels (at best) like a waste of energy and may even leave you in a sour mood. We'll explore how to turn this "necessary evil" into a sweet part of your fundraising/marketing strategy.
- 2:30** **Philanthropic Dialogue: Foundations on the Front Line**
- 4:00** **Closing**

Thursday, April 30, Workshop Schedule

- 8:30** **Check in, coffee, and welcome**
- 9:00 – 3:00** **Board Training**
Rose Mary Fry, ED, Texas Nonprofit Management Assistance Network
Board Training will include a review of board roles and responsibilities, a mini-assessment of board strengths/areas for improvement, techniques for board effectiveness and leadership, and discussions of real issues faced by nonprofit boards and suggested solutions. A discussion will be included about the board's role in these challenging economic times. The day will be a combination of presentation, group exercises, and discussion.
Board members would benefit in the following ways:
- Learn an update about key roles and duties
 - Improve ways for your nonprofit board to improve board engagement and involvement
 - Learn from the facilitator and other participants about ways to resolve current challenges such as fundraising, board process, committee effectiveness, etc.

This day will also include continental breakfast, morning break, lunch, and afternoon break with meals provided.

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Register Now!

Name (1) _____

Name (2) _____

Name (3) _____

Organization Name _____

Address _____

City _____ State _____ Zip _____

Rep. for Tues. Reception (if applicable) _____

Email Address(es) (1) _____

(2) _____

(3) _____

Enclosed \$_____ for

_____ Staff Summit, \$95 each

_____ Board Summit, \$50 each

_____ Combination Summit, \$135

_____ Early Bird Combination Summit, \$125 each, deadline March 31

Advance payment required. Deadline for registration is Monday April 20, 2009.

Cancellations after Monday April 20 will forfeit \$25 of fee.

VISA or MasterCard # _____ exp _____

Make checks payable to: Community Foundation of the Texas Hill Country

Send registration form with your check or credit card # to:

The Community Foundation of the Texas Hill Country*

Rick McManigle, Executive Director

P.O. Box 291354

Kerrville, TX 78029

Phone: 830-896-8811, Fax: 830-792-5956, www.communityfoundation.net

**We help donors achieve their charitable goals for the benefit of the Texas Hill Country*