



Fall 2004

PRESIDENT'S MESSAGE:

Welcome to our first edition of *Ventures in Philanthropy E-Newsletter* Linda Lysakowski, ACFRE



More and more of our work seems to be done virtually these days. Our clients, scattered all over the country from Oregon to North Carolina and from New Jersey to southern Nevada tend to communicate more and more by email. In fact, we have even launched a new Virtual Consulting Program (more about this in a future issue). We have, therefore, decided to reformat our newsletter into an E-Newsletter format. We look forward to making our E-Newsletter more interactive by allowing you the option for direct and immediate feedback about the format and content of the newsletter, as well as submitting ideas for future articles.

We will email you the newsletter on a quarterly basis initially (we may go to a monthly format in the future). If you choose to opt out of the list, please use the unsubscribe feature. If you prefer a hard copy, the newsletter is in a printable version. Please send us your feedback—how often you would like to receive the E-Newsletter, what ideas do you have for making it better, what ideas for feature stories do you have? Send your ideas and comments to info@cvfundraising.com.

New Partnership Formed

CAPITAL VENTURE, in an effort to expand services to our clients, announces a new partnership with [GrantStation](#) of Anchorage, Alaska. GrantStation will be sending its weekly newsletter, *GrantStation Insider*, to our e-Newsletter list. We believe this service will greatly help our clients and friends find new funding opportunities. GrantStation will give you the opportunity to opt out of this list if you choose to do so, but take a look--I think you'll like it.

AFP National Philanthropy Day

In November, AFP Chapters all over the country celebrated National Philanthropy Day in grand style. Our consultants were fortunate enough to attend celebrations in Las Vegas, Reno, and Allentown. And CAPITAL VENTURE was a proud sponsor, exhibitor and speaker at several of these events. We commend all the AFP Chapters and members who worked so hard to plan

these events to recognize philanthropists, volunteers and professional fundraisers all over the country. If you were unable to attend a National Philanthropy Day event this year, be sure to check with your local AFP Chapter for next year's date and plan to attend. CAPITAL VENTURE is proud to announce that several of our consultants have been the recipients of the prestigious Outstanding Fundraiser for the Year Award: Sue Kreeger, CFRE received the award from the Las Vegas Chapter in 1993, Linda Lysakowski, ACFRE received the award from the Eastern PA Chapter in 2001 and the Las Vegas Chapter in 2004.

New Discount Program

CAPITAL VENTURE is proud to support the efforts of professional organizations that are working to improve the nonprofit sector and raise awareness of and commitment to philanthropy. We are members for the following professional organizations: MANO, NANO, PANO, AFP, APC, Charity Channel and BCIC. We are now offering a special discount to members of any statewide association of Nonprofit Organizations (like NANO, PANO and MANO); organizations in which the Chief Development Officers are active members of AFP, or members of Charity Channel. Members of any of these association or organization will receive a 10% discount on a development audit or plan if contracted anytime before June 2005. For more information about our consulting services for development audits and plans, please contact us at info@cvfundraising.com.

Pro Bono Consulting Grant Offered

From time to time we are asked about pro bono work. Since ALL of our clients are nonprofit organizations, unlike most architects, attorneys etc, we are forced to limit the amount of pro bono work that is done by our firm. However, in 2003, to celebrate our 10th anniversary in business, we gave grants to fourteen nonprofits for pro bono consulting, with a total value of almost \$40,000. Because of the popularity of this program, starting in 2005, we will be offering a grant each year for a development audit or development plan, valued at \$10,000. Applications will be accepted from January 1, 2005 through January 31, 2005. Announcement of the winning organization will be made by February 28, 2005 and the grant will be awarded with work to commence on or around May 1, 2005 (our anniversary date). Recipient of the grant may be required to pay travel expenses for the consultant, depending on the location of the recipient. Organizations that apply for the grant and are not chosen will be eligible for a 10% discount on their development audit plan. To receive an application for this grant, please contact Yvonne Frey Oppenheimer at yvonne@cvfundraising.com.

Compassion Capital Fund Educational Conference

By: Yvonne Frey Oppenheimer

In July 2004 I attended a Compassion Capital Fund Educational Conference in Harrisburg, PA. It was presented by The Institute for Youth Development (IYD), a non-partisan, nonprofit organizations dedicated to ensuring the best possible future for all children by promoting positive choices and healthy behaviors with a comprehensive risk-avoidance message regarding major risk behaviors among youth: alcohol, drugs, sex, tobacco, and violence.

IYD staff has broad experience producing proposals for federal funding, successfully competing to secure federal funding, and managing federal



grant programs. The organization currently has a five-year cooperative agreement with the U.S. Centers for Disease Control's Division of Adolescent School Health and in October 2002 was awarded the largest of 21 grants announced by the Compassion Capital Fund (CCF) of the U.S. Department of Health and Human Services. IYD's Grants Educational Conferences address federal grants in general, including the CCF and therefore helpful for those who wish to apply for a CCF grant. As a learning exercise, IYD participants can subsequently apply their experience to **any** federal grant application. Also, IYD as an intermediary distributes funds awarded by the U.S. Department of Health and Human Services, as well as their own funds. In FY2003, IYD made sub-awards totaling approximately \$2 million to support capacity building in non-profit organizations.

To read the full article with more information on the **History of Grants, Rules of Producing Proposals, Budget Information in Proposals, Backup and Support Information, Useful Tips, Following Up the Proposal**, and **Finalizing**, please click [here](#).

STAFF NEWS



Preston H. Hadley III, CFRE is the most recent addition to the CAPITAL VENTURE staff. As a Senior Consulting Associate, Preston will be responsible for directing the Virginia offices of CAPITAL VENTURE.

Preston was attracted to CAPITAL VENTURE because, "I've known Linda Lysakowski (ACFRE and President/CEO) for almost 15 years," he says. "CAPITAL VENTURE always seemed to be a first-class operation, so I was glad to join forces when the time was right."

In his 27-year professional fundraising career Preston has counseled human service, healthcare, educational and other organizations toward attracting substantial new money. These efforts included capital campaigns, readiness studies, foundation grants and operating funds.

His staff work included vice presidencies with two colleges, a retirement community foundation and fund development at Duke University where his work led to the creation of one of the first Ronald MacDonald houses. Preston's prior experience was in public relations. He serves as Public Relations Director for the US Tennis Association as well as the US Open Tennis Championships. His sports publicity work began at Princeton University. He was a Public Affairs Officer in the US Naval Reserve as a "weekend warrior" for 28 years.

Preston adds, "I've managed or been on the staff side of capital campaigns for decades. Further, my earlier work led me to appreciate how public relations *sets the table* for fundraising."

A graduate of Bucknell University he has also co-authored the first-ever fundraising chapter in the American Association of Blood Banks manual. He also served as a board member of the Shenandoah Chapter of the Association of Fundraising Professionals, through which he is a certified fundraising executive (CFRE) and for which he chaired the 1997 Virginia Fundraising Institute.

Preston attests to the saying, *You can't tell a book by its cover*. He remembers while as a member of a college development staff calling on a big gruff man in charge of giving on behalf of a fairly large corporation. "He always acted like he hated my visits." Preston recalls, "But he made increased gifts every time!"

The most important resolve Preston offers his clients is, "A strong determination for them to be successful," he says.

Preston resides in New Hope, Virginia with his wife Lydia who is a CPA. In his leisure time he enjoys amateur radio, singing, and sports.

AWARDS & RECOGNITION

Local consultant receives philanthropic award

Linda Lysakowski ACFRE, President and CEO of CAPITAL VENTURE with offices in Nevada, Pennsylvania and Virginia was presented Outstanding Professional Fundraiser Award by the Nevada Chapter of The Association of Fundraising Professionals (AFP) on November 3, 2004 in observance of National Philanthropy Day at Bally's, Las Vegas, NV.

National Philanthropy Day is a special day set aside each November for the purpose of recognizing the great contributions of philanthropy, and those people active in the enrichment of our community. Chapter President, Ted Flaum, said, "AFP Las Vegas is very pleased and proud to recognize this exemplary class of civic leaders as part of our community's growing philanthropic tradition."

AFP, the international organization represents 26,000 development professionals in 174 chapters in the US, Canada, Mexico and China, working to advance philanthropy through advocacy, research, education and certification programs.

Local fundraising consultant honored by Alvernia College Alumni

Linda Lysakowski ACFRE, President and CEO of CAPITAL VENTURE, was honored Saturday, October 16, 2004 with an award from the Alvernia College Alumni Association at the Alvernia College Upland Center, 540 Upland Avenue, near the main campus.

Linda Lysakowski, Class of 1988, received the Alumni Association's Ellen Frei Gruber Award. Lysakowski returned to college as an adult. She is currently President and Chief Executive Officer of Capital Venture, a fundraising consulting firm with offices in Pennsylvania, Virginia and Nevada. Her clients include many in the education, health care, and community services areas. In addition to helping clients, she is also active in her church, St. Francis of Assisi, a new parish in Henderson, Nevada. She is also the author of numerous articles and pamphlets on fundraising fundamentals and organization, and is a frequent presenter and lecturer at conferences.

The Ellen Frei Gruber award is presented annually by the Alvernia College Alumni Association as part of the College's homecoming weekend activities. For more information, call Tim Kershner at 610-796-8258.

UPCOMING PRESENTATIONS

February 9-10, 2005

CAPITAL VENTURE Workshop
Co sponsored by CAPITAL VENTURE & OrgResults
Capital Campaigns
Las Vegas, NV
Linda Lysakowski, ACFRE
Sue Kreeger, CFRE

March 2, 2005
Club Managers Association of America Conference/Exposition
Get Rid of Your Nominating Committee
New Orleans, LA
Linda Lysakowski, ACFRE

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