

Happy New Year from APRA-IN - In this issue we'll recap 2015 and look forward to 2016



APRA-IN Profiles

January 2016

Happy New Year from the APRA-IN President

Welcome to 2016!

With 2015 in the rear view mirror, this is a good time to thank all of you for sharing your time and talent. We are very fortunate to have so many dedicated professionals speaking at our events, networking with peers, and generally keeping APRA-IN alive and well..

We're very excited to welcome several new board members for 2016: Abby Christensen from the National FFA Foundation, Deena Keasey from Marian University, Emily Davis from the Indiana University Foundation, Hugh Resnick from United Way of Central Indiana, and Neal Quandt from Indiana Tech. There are also several other board members who committed to new terms: Jennifer Book from Riley Children's Foundation and Susan Fetscher from University of Southern Indiana, as well as a number of returning board members. This is our largest board in recent years, and APRA-IN will definitely benefit from the wide variety of experiences and ideas.

Unfortunately, several board members had to step down last year due to job changes: Marilyn Smith, Jason Boley, Shanelle Burns, and Amy Pitcher. Also, Roberta Werman completed a term of service that included serving as vice president and president. Thank you all for your energy and commitment!

Last year saw several behind-the-scenes changes that hopefully will benefit our organization going forward – the introduction of a new website powered by Wild Apricot, the creation of small group and large group memberships to make it easier to have more members of your shop as part of APRA-IN, and some revisions to the by-laws.

As you know, our events are the bread-and-butter of what we do. The board has been working tirelessly to provide interesting programming and engaging speakers. This year will see a similar format as last year, with three yearly events – a spring conference, a basic and advanced skills workshop in the summer, and a fall annual meeting.

Thank you for your continued membership and support of APRA-IN. We're excited about the year to come!

Sarah Johnson

APRA-IN President

Annual Meeting Recap

by Ralph Rohrer

Walking into the festively decorated Children's Museum of Indianapolis on November 17, one was instantly welcomed to the Christmas spirit. A giant gingerbread house and snowmen were available as backdrops for pictures. A giant slide in the lobby simulated a sled ride for children lining up for their turns.

APRA-IN met for its annual meeting in the Museum's dining room. We are very grateful to Haley Whalen of the Children's Museum for hosting us. In addition to providing a review of APRA-IN's activities during 2015, the meeting this year brought the candidates for the board together for the membership to meet them prior to the election. We also had two memorable program events. Angela Klitzsch of JPMorgan Chase spoke about the best practices and considerations for working with the several types of foundations. A panel of prospect research experts discussed issues of interest to prospect research. And the Museum served its ever popular Soup and Potato Bar, much to the delight of the attendees.

President Sarah Johnson reviewed the activities of the chapter during 2015. Committee chairpersons provided summaries of the chapter's financial status, of the training events presented during the year, and of the move to WildApricot as the host for the chapter's website.

Angela Klitzsch, vice president of global philanthropy for JPMorgan Chase, drew on her experience with the Clowes Fund, the Central Indiana Community Foundation, and JPMorgan Chase to present a fast-paced overview of what foundations want the people who seek support to know. She said that we should be aware of the foundation's risk tolerance and, in the case of family foundations, the ethos of the family members, particularly when there are multiple generations. She urged developing a relationship with the grant officer.

Meet Your New Board Members

You were introduced to the board members through the voting process. Here are a few bits of information to get to know them a little better.

Susan Fetscher

University of Southern Indiana Foundation – Grant and Research Coordinator



- What book are you currently reading? I am currently reading Superforecasting: The Art and Science of Prediction by Philip Tetlock and Dan Gardner and The Silkworm by Robert Galbraith (a.k.a. JK Rowling)
- Favorite vacation spot? Ormond Beach, Florida, but I love exploring new places.
- Hobbies – I enjoy fitness, reading, cooking, binge-watching Netflix, and my 6-year-old is teaching me to play Minecraft.
- An unusual/fun fact about you – I prepare and lead a weekly trivia night at Tin Man Brewing Company in Evansville. If you are ever in town, you should stop by!

Emily Davis

Indiana University Foundation – Development Analyst



- What book are you currently reading? Ross Poldark by Winston Graham
- Favorite vacation spot? My living room
- Hobbies - Reading, editing, playing Thomas the Train with my toddler, writing, genealogy
- An unusual/fun fact about you - One day, I somehow managed to exceed the number of allowed Tweets during a 24 hour period.

Particularly in community foundations, grant officers may need education about an organization's programs so they can then advise their donors. She noted that many foundations want to leverage their support, e.g. the support that helps a food bank also goes into developing best practices and publications that can affect relevant public policy and into creating templates for improved food delivery by other food banks. She noted that the scalability of programs and the cooperation of organizations with similar programs are attractive to funders. She also said that applicants for grants should follow the guidelines, check the grammar in the letter of inquiry and proposal, address whether indirect costs are covered, and explain how the effectiveness of the program will be evaluated.

After lunch, a panel of experts discussed issues in prospect research. Susan O'Shea of Purdue University, Kate Kiser of Methodist Health, and Amy Lain of Indiana Landmarks talked about research resources, trends in fundraising that may affect prospect research, and the best practices affecting work within a fundraising organization. Among the recommendations is a regular review of resources to determine if they are still useful and still help meet the organization's fundraising strategy. Helen Brown's blog was recommended for its insights into free and other resources. The experts noted an apparent trend of fewer donors per organization but more dollars per donor. Social media and use of relationship mapping may help in determining affinity to an organization. All of them urged consistent communication with fundraisers and within the organization.

Cathy Spieth then spoke to recruit people to become mentors for others in prospect research. She noted the benefits for both mentor and mentee. Cathy referred to Ms. Klitzsch's introduction to her talk in which she credited her mentor at the Clowes Fund with developing opportunities for her.

The afternoon ended with a round of what

Deena Keasey

Marian University –
Director of Advancement
Operations



- What book are you currently reading?
Tina Fey, Bossypants and Verne Harnish, Scaling Up (balancing business with pleasure)
- Favorite vacation spot? Cedar Key, FL
- Hobbies - Cooking, crafting and volunteering
- An unusual/fun fact about you - I was once a disc jockey

Neal Quandt

Indiana Tech –
Advancement Services
Manager



- What book are you currently reading?
The End of Wall Street by Roger Lowenstein and a textbook for my current MBA class.
- Favorite vacation spot? My wife and I own a mobile home on a lake in Southern Michigan. We spend many of our weekends during the warmer part of the year there.
- Hobbies - I enjoy reading, watching movies, working out and live music (my father and I try to attend two or three concerts every year). My guilty pleasure is a good cigar.
- An unusual/fun fact about you - I have never purchased a product from Starbucks for my own consumption

one person wryly described as "speed dating for introverts". In five minute segments, each attendee sat with another to talk briefly about his or her job, a challenge faced in it, and a particular enjoyable part of it. All attendees left knowing someone they did not know before.

Abigail (Abby) Christensen

National FFA Foundation - Donor/Prospect Research Manager



- What book are you currently reading? I'm just about to start reading *The Sirens of Titan* by Kurt Vonnegut.
- Favorite vacation spot? Right now anywhere warm and tropical would be nice.
- Hobbies - I love baking and trying new recipes. I also practice yoga on a weekly basis.
- An unusual/fun fact about you - When I was little, I wanted to be a ballerina. When I was 11 years old, I got to perform in the *Nutcracker* with the Indianapolis Ballet Theater. It was just a small part but very exciting for me at the time.

Jennifer Book

Riley Children's Foundation – Research Analyst



- What book are you currently reading? *Land of Stories, The Enchantress Returns* by Chris Colfer (book two in a series my daughter started reading at school and "made" me read, turns out, they're entertaining)
- Favorite vacation spot? British Virgin Islands
- Hobbies - Photography, running and watching my daughter's gymnastics competitions
- An unusual/fun fact about you - I played Rugby in college

Hugh Resnick

United Way of Central
Indiana - Senior
Research Analyst,
Strategic Information



Upcoming events:

Event	Date	Location
Spring Conference	May 10, 2016	University of Indianapolis
Skills Workshop	August 11, 2016	Earlham College
Annual Meeting	November 2016	Taylor University

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