

THE CHRONICLE

The Newsletter for the Carolinas' Association of Professional Researchers for Advancement
www.netpath.net/~capra

February 2007 Vol. XV No. 1

From The President

Dear Colleagues,

I need to take this opportunity to tell you how excited I am about our new board and the tremendous efforts of all involved. We have some incredibly dedicated members who have added a substantial workload to their all ready busy days in an effort to help our organization and our profession. A special thanks to our new board for their wonderful ideas and commitment to CAPRA. We have an energized group that is working to transform our website, market and promote our organization and plan interesting and educational meeting and networking events. We'd love to hear from you if there are specific learning needs or areas of interest that will help you grow in your career. We would love to have some volunteers from both North and South Carolina who would be willing to host an APRA Virtual Seminar. Check out the schedule in this issue and let us know if there is a topic of interest or a certain date that would be convenient for you. We'll keep you posted on upcoming meetings and round table discussions that are in the works. We welcome members and nonmembers to our professional development meetings so please feel free to bring a colleague who might benefit.

CAPRA can be a great resource for the "new-to-development" professional, the seasoned development officer who is interested in research and advancement, or the manager who wants more education on what the field of research has to offer. Pass on our information to those whom you think could learn from or benefit by our shared wisdom.

If you would be interested in being mentored or becoming a mentor in the research profession, I'd love to talk with you. Please feel free to contact me or one of our board members. Networking and making connections within our field might seem a little daunting for people in our profession because statistically, (or maybe I should say stereotypically) we're a bunch of introverted computer geeks – No offense intended! I just can't preach loudly enough

how important it is to have interaction with your research colleagues – Benchmarking – Best Practices – Trends...we learn best from the experiences of others. Whether it's one-on-one in a mentoring relationship or attending professional development meetings, our membership is looking to you for your ideas, experience and knowledge. Can't wait to see you at our next CAPRA meeting!!!

Sincerely,
Joy Martin, CAPRA President

Let's meet the new CAPRA board

In October 2006, the CAPRA membership voted in new at-large board members. The board is invigorated and met in January 2007. New officers were elected and new plans were hatched. The Board is excited about a new slate of seminars and events for CAPRA in the coming year! We look forward to meeting new CAPRA members and getting reacquainted with veteran members. Feel free to contact any board member with questions or suggestions about future meeting topics, the mentoring program, newsletter content, or webpage design.

CAPRA Officers

Joy Martin (President) is an alumna of High Point University having graduated in 2001 with a degree in Psychology. After working at High Point University's Southeast Center for Organizational Leadership for two years facilitating workshops on strategic planning, development, event management, etc. for nonprofit organizations in the Triad, she took a position with Wake Forest University as Manager of Prospect Research in September of 2001. Joy has recently been offered the position of Director of Development Research for **Elon University** and she will assume that

role on February 28. Joy has been a member of CASE, CAPRA and APRA since 2001 and has been President of CAPRA since 2002.

Robin Banker (Vice President) graduated from UNC-Greensboro with degrees in English and Women's Studies, and is currently working on her master's degree in Public Administration at NC State University. She has been at **NC State** as the Assistant Director of Prospect Research since May 2005. She also served as a research assistant and later analyst in the prospect research department at NC State from December 1999 to April 2001.

As research associate for **The Nature Conservancy's North Carolina Chapter**, **LaDonna Lindgren** (Secretary) is responsible for prospect research, database management, and gift processing. She graduated from UNC-Chapel Hill in 1993 and has worked for The Nature Conservancy for 12 years. During that time, she has applied her research and prospect management skills to two multi-million dollar capital campaigns. She has served on the CAPRA board as an at-large member for the past 2 years.

Chris Nukols (Treasurer) has been a prospect research analyst for four years with the **Wake Forest University School of Medicine**. Prior to his current position, he worked for seven years as a research analyst for the West Virginia Legislature in Charleston, WV. He is a graduate of Marshall University in Huntington, WV.

Rob Dusablon (Webmaster) is the Database Administrator and Development Assistant at **Ravenscroft School** in Raleigh, NC. He is a proficient user of computer applications, skilled with Microsoft OS, Dreamweaver, computer and peripheral installation, Internet, email and local area network configuration.

CAPRA At-Large Members

Sonia Barbre has been the Prospect Researcher for Advancement at **Winston Salem State University** since 2003. She works closely with the annual fund director and foundation and development officers in addition to assisting with donor records and special events. Previously she worked for the US Passport Office in New Orleans. She is a graduate of Southern University in Baton Rouge.

AmyLynn Bliem graduated in 1994 from the University of Utah with a bachelor's degree in political science and a minor in history. Between 1988 and 1993, AmyLynn worked on several local, state and federal political campaigns. In 1995, she began working for First Security Bank in Salt Lake City, Utah, in the Corporate Marketing Division as a market research analyst. She was later promoted to senior marketing officer in 1997. AmyLynn joined the **UNC-Chapel Hill** community in 2002 when she accepted the position of information and publications specialist for the Department of Chemistry. She assumed her current position as a Prospect Researcher for Carolina's Development Office in August 2004.

Paul Crellin has recently transitioned to a new position with **Moses Cone Health Systems** as the Manager of Fund Development. His 22 years of experience in advancement includes research, grant writing, communications and prospect management in healthcare and higher education. He has spent the past six years as director of research programs at East Carolina University and Elon University.

Kaky Grant is the Director of Campaign Resources for **Capital Development Services** – a full service fundraising consulting firm serving nonprofits throughout the Southeast since 1984. She assisted in raising major gifts for a \$35 million capital campaign at the Smithsonian National Zoo along with managing the highest membership circle at the Zoo. At The Field School in Washington, DC, Kaky worked on the school's Annual Fund, the Alumni Relations Program, and their Capital Campaign of \$10 million. With Capital Development Services, Kaky assists client campaigns with research and personnel search services and provides clients with regular trainings on how to conduct efficient prospect research.

Cynthia Manshack has been the Director of Advancement Research at **Queens University** of Charlotte since 2002, following a 13-year stint in annual giving at Queens, the last seven as Director of the Annual Fund. She previously held positions as a secondary science and math teacher and as administrative staff at the Carolina Raptor Center. She has a B.A. in biology from Randolph-Macon Woman's College.

Lydia Perez received her B.A. from Bowling Green State University in Ohio and began a 14-year career in department store merchandising, management, and

planning. In 1999 she joined the United Way of the Bay Area in San Francisco as Vice President of both marketing/strategic planning and new business development. In 2001 she returned to graduate school full-time to pursue an M.L.I.S. degree which she received in 2003 from San Jose State University. In October 2004 Lydia joined **UNC-Chapel Hill** in her present position as Corporate and Foundation researcher.

Helen Tannis is the prospect researcher for **North Carolina Central University's** Office of Institutional Advancement. She has been in this position almost 6 years. As a one person shop, she supports gift processing when needed, provides administrative support when and wherever needed, participates in and supports special events, and shares duties as a Banner team member in addition to prospect research. Prior to her present position, she was in the insurance profession for 10 years working in various capacities as an associate underwriter, accounting associate, and office associate in Boston, MA , and NC.

APRA Virtual Seminar 2007 Calendar

APRA has changed its Virtual Seminar program for 2007. Two formats are now offered: APRA LIVE!, a 90-minute session consisting of 60 minutes of education followed by a 30-minute interactive discussion; and Virtual Seminar Replay, the 60-minute educational session from a previously held APRA LIVE! virtual seminar (without the interactive discussion).

CAPRA is willing to sponsor these Virtual Seminars by covering the registration cost, but we need meeting space with access to a conference phone and good internet connection. If you are able to host a session, please contact Robin Banker at (919) 515-3452 or rlbanker@gw.fis.ncsu.edu.

We have heard from our members that these seminars are very valuable. We look forward to seeing you all at an upcoming virtual seminar this year.

Promoting the Value of Research: Using Data for Metrics and Measurement
(Virtual Seminar Replay)

Joshua Birkholz April 6, 2007

Qualifying Major Gift Prospects in the Field
(APRA LIVE!)

Andrew Brown May 4, 2007

Corporate and Foundation Research
(Virtual Seminar Replay)

Christina Pulawski June 1, 2007

Qualifying Major Gift Prospects in the Field
(Virtual Seminar Replay)

Andrew Brown July 6, 2007

Supporting Your Organization's Mega Campaign
(APRA LIVE!)

David Lawson August 3, 2007

Supporting Your Organization's Mega Campaign (Virtual Seminar Replay)

David Lawson September 7, 2007

Approaches for Estimating Gift Capacity and Developing Rating Systems

(APRA LIVE!)

Elizabeth Crabtree October 5, 2007

Approaches for Estimating Gift Capacity and Developing Rating Systems

(Virtual Seminar Replay)

Elizabeth Crabtree November 2, 2007

Habits of Highly Effective Researchers
(APRA LIVE!)

Lori Bennett December 7, 2007

Welcome New Members:

Maria Geddis, Assistant to the Development Office
Peace College

Lauren Gerber, Director of Campaign
Communications & Operations
Peace College



CAPRA

LaDonna Lindgren, Newsletter Editor
The Nature Conservancy
North Carolina Chapter
4705 University Drive, Suite 290
Durham, NC 27707
Email: llindgren@tnc.org

Corporate and Foundation Research, APRA Virtual Seminar

Friday March 2, 12:00 pm – 2:00 pm

\$15 payable to CAPRA (bring a bag lunch)

Driving Directions and Map Links

The APRA Virtual Seminar, *Corporate and Foundation Research*, will be hosted in the Sykes Auditorium, lower level of the Sykes Learning Center, which houses the McColl School of Business at Queens. This is Building 31 on the campus map: <http://mccoll.queens.edu/CampusMap.pdf>

Please carpool if possible as parking can be a challenge! Lots D, E and J are the closest to the McColl School. You can also try the top level of the parking deck (G), which currently is not gated.

Please print the parking pass at the bottom of this page and place it on your dash to avoid ticketing.

From I-85 (North) from SC:

From I-85, take Exit 33 (Billy Graham Parkway). This turns into Woodlawn Road, which you will follow. You will cross South Boulevard and Park Road. Once you cross Park Road (Park Road Shopping Center will be on your left), go to the second traffic signal and turn left onto Selwyn Avenue. We are approximately one mile down Selwyn Avenue. Once you cross Wellesley Avenue the campus will be directly on your left.

From I-85 (South) from Greensboro:

From I-85 (South), take the I-77 (South) Exit and follow the directions below.

From I-77 (North or South):

From I-77, take Exit 6A (Woodlawn Road/Queens University of Charlotte exit). You will cross South Boulevard and Park Road. Once you cross Park Road (Park Road Shopping Center will be on your left), go to the second traffic signal and turn left onto Selwyn Avenue. We are approximately one mile down Selwyn Avenue. Once you cross Wellesley Avenue the campus will be directly on your left.

From US 74 (West) from Monroe:

From US 74 (West), turn left on Sharon Amity (light past the Gold Office Building, which will be on the right). While on Sharon Amity, you will cross Monroe Road, Randolph Road, and then you will come to Providence Road. Turn right on Providence. While on Providence, you will cross Wendover Road. Go to the third traffic signal after Wendover and turn left onto Queens Road. At this intersection there will be two large stone churches on your left. Queens Road turns into Selwyn Avenue at the first traffic signal. Go through the light and the campus will be directly to your right.



APRA Virtual Seminar

Friday, March 2, 2007, Noon – 2:00 pm

Hosted by University Advancement, contact: Cindy Manshack, x 2205