

THE BUCK STARTS HERE 2008

2nd Annual Conference
Delegate Package



The Lethbridge Community Foundation and conference organizing committee is pleased to present the 2008 Funding Symposium "The Buck Starts Here" annual delegate package.

The Lethbridge Community Foundation's primary role is to support non-profit organizations in south western Alberta. In addition to providing grants the foundation initiated the Buck Starts Here 2007 to connect non-profit organization with the funders and other support services. The conference is a volunteer effort of the committee and is only possible through the support of a voluntary organizing committee: VoicePrint, the Lethbridge Community Network, Sir Alexander Galt Museum, Lethbridge Lifelong Learning Association, Managers of Volunteer Resources of Southern Alberta and Volunteer Lethbridge.

This conference offers you and your organization a unique opportunity to gain exposure, and learn more about funding organizations from across Alberta. Much care has been taken in preparing the Conference Program to ensure maximum benefit for delegates, providing multiple opportunities to interact with community funders.

Looking for funding to support your good work is a never-ending job for any organization

The attached information is an overview of this year's program. We would be happy to be of assistance in answering any questions you may have. Please call:

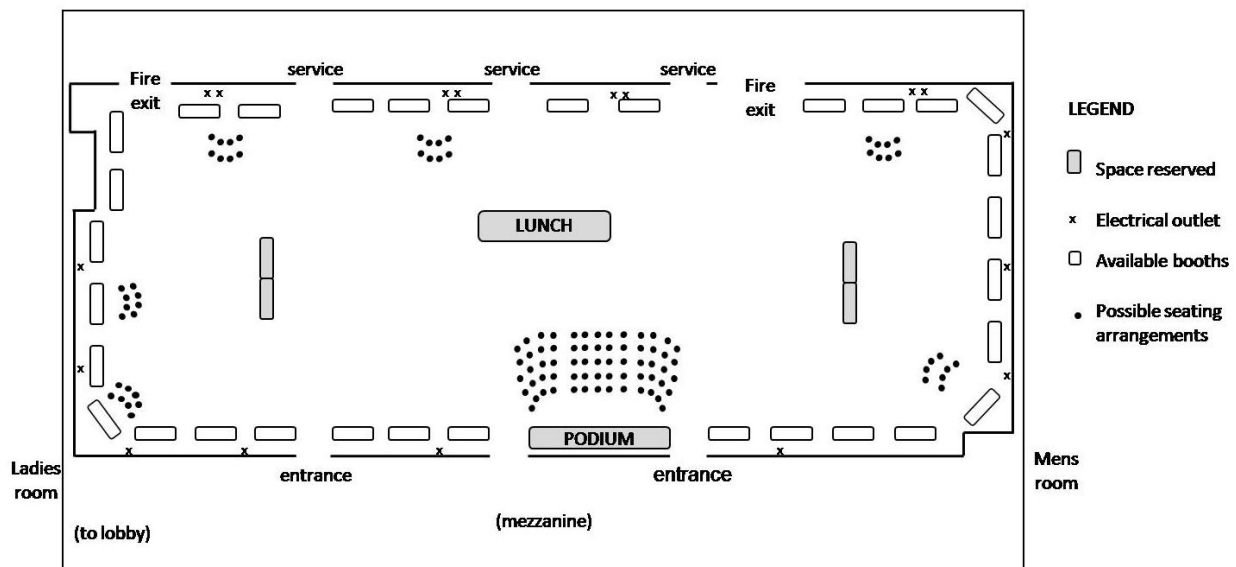
- Elspeth or Jim at Lethbridge Community Network 403-317-7799.
- George Hall at Lethbridge Community Foundation 403-328-5297

"This event provided valuable information and opportunities to network. It is so much better to speak with representatives face-to-face rather than on the phone or by email ... Great one-stop shopping!" was just one of many positive comments about the day. (Delegate2007)

Conference Venue Lethbridge Lodge Ballrooms

- The design of the Exhibit Hall allows open and free networking opportunities throughout the 8400 square feet of open space.
- There will be key note speakers addressing all delegates at various times throughout the conference
- Delegates will be able to select from scheduled “mini presentations” available at booths throughout the conference.
- Lunches and refreshment breaks will be taken within the Exhibit hall.

Conference Venue Layout



The set-up for this conference will be somewhat unique to other conference venues. The exhibitors will be placed around the perimeter of the room allowing for adequate spacing so that individual exhibitors will be able to do small/mini presentations at their display area. The sound system will only be used for the main speakers and each main exhibitor will have access to seating for 10 to 20 participants to sit in on exhibitor's presentations.

Our goal is to promote intimate small group contact wherever possible, our over all goal is to encourage funding process learning and opportunities for the not-for-profit sector in Southern Alberta.



DELEGATE REGISTRATION FORM

The Lethbridge Community Foundation invites you and your organization to participate in our second annual conference on funding opportunities.

'*The Buck Starts Here 2008*' will provide staff and board members of not-for-profit organizations in Southern Alberta with direct access to a range of funders and information on fund development strategies.

This event is organized and coordinated by voluntary community support. Your participation is critical to its success. Our goal is to bring community organizations together with funders and community support organizations to increase awareness and knowledge in accessing resources that support important community benefits and programs.

Delegate Fee: \$80

**Location: Lethbridge Lodge Hotel and Conference Centre
320 Scenic Drive
Lethbridge, AB**

Date: Thursday & Friday - November 20 & 21

Conference Fee Includes:

- 2 lunches and 4 refreshment breaks
- Access to all conference sessions, exhibits, & resource documents
- participation in mini-presentation
- attend all speaker presentations

Registration Deadline: Friday November 14

Payment may be made by cheque, VISA, or Organization may be Invoiced

Name: _____(as it will appear on name badge)

Organization: _____.

Address: _____.

Town/City: _____.

Province: _____ . **Phone:** _____.

Postal Code: _____ **Fax:** _____.

Email: _____.

VISA number: _____ **EXP Date:** _____.

PO Number for Invoice _____.

Make cheques payable to:

**Lethbridge Community Foundation
c/o Lethbridge Community Network
411 - 5th Street South
Lethbridge, AB T1J 2B6**

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Conference Program – at a glance

Morning of Thursday November 20th

7:30 – 8:00	Exhibitor Set up (availability pending on evening set up)	
7:30 – 8:30	Conference registration	
8:30 – 9:00	Conference Opening	
9:00 – 10:30	Speaker Ellen Green	
	Topic : Strategies for Effective Grant Proposals	
	Summary: Learn how to prepare a Letter of Intent and cover letter, develop a professional and compelling grant proposal and submit a concise, effective on-line grant application. This presentation will provide you with valuable information about various types of grant proposals, projects and funders, along with approaches you can use to make a persuasive case for support for your organization and your project. A comprehensive 75-page manual is provided to all participants.	
	Ellen will be available at the Foundation Booth for consultation throughout the conference.	
10:30 – 11:00	Refreshment break sponsored by	
11:00 - noon	Networking, scheduled mini-presentations at booths	
11:15 – 11:45	Exhibitor Presentation 1: Exhibitor Presentation 2: Exhibitor Presentation 3:	
11:45 -12:30	Lunch – Stroll, Network and Eat sponsored by _____	

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LETHBRIDGE
COMMUNITY
FOUNDATION

SERVING SOUTHERN ALBERTA SINCE 1966

Conference Program – at a glance

Afternoon of Thursday November 20th

12:30 – 1:30	Speaker Stu Reid
	Topic : Philanthropic Trends
	Summary: Being a true leader should extend outside the boundaries of a company to include an industry. Mr. Reid is a sought-after speaker at national and international conferences and has played a key role in advancing the development profession by acting as a coach and advisor to executives and non-profit organizations, and establishing innovative vehicles for private and philanthropic support.
1:30 – 2:00	Networking, scheduled mini-presentations at booths
	Exhibitor Presentation 1: Exhibitor Presentation 2: Exhibitor Presentation 3:
2:00 – 2:15	Refreshment break sponsored by _____
2:15 – 3:00	Speaker Debra Ramage
	Topic : Using a Professional Fund Raiser
	Summary: The fundraising profession goes beyond simply raising money. “It’s about philanthropy – the act of giving and receiving. There’s nothing more rewarding than putting a donation to use to enhance the quality of life of those in our care.”
3:00 - 3:45	Speaker Karen Lynch Volunteer Alberta Summary: Creating possibilities in Alberta’s voluntary sector by strategically connecting leaders, members, organizations and networks.
3:45 – 5:00	Networking, scheduled mini-presentations at booths
	Exhibitor Presentation 1: Exhibitor Presentation 2: Exhibitor Presentation 3:
Evening	Casual networking – no formal program

Conference Program – at a glance

Morning of Friday November 21st

8:00 – 9:00	Friday Conference Opening	
9:00 – 10:00	Speaker: Brian Shea	
	Topic : Talking to Donors & Clients about the Social Capital Concept	
	Summary: Almost every person has a deferred tax liability that must eventually be paid to the government. There is a way in which people can be more proactive in how their tax dollars are used. This session will deal with several ways in which individuals can self-direct all or a portion of their “social capital” through philanthropy. This presentation will be of special interest to financial planners, lawyers and accountants as well as all charities. All professional advisors are invited to this presentation as guests of the foundation (please contact the office to register).	
10:00 – 10:30	Networking, scheduled mini-presentations at booths	
	Exhibitor Presentation 1: Community Spirit Program Exhibitor Presentation 2: Exhibitor Presentation 3:	
10:30 – 11:00	Refreshment break sponsored by	
11:00 - noon	Speaker Ellen Green	
	Topic : No more Chocolate Coated Almonds – organizing successful fundraisers	
	Summary: "No More Chocolate Covered Almonds" explores many aspects of organizing a successful fundraiser from the ground up and serves to remind people that newly launched funders are an investment, one that often doesn't make money for the first three years. Learn about pitfalls, pratfalls and practicalities, of successful special event fundraising. Benefit from the mistakes of others.	
noon	Lunch – Stroll, Network and Eat sponsored by _____	



Conference Program – at a glance

Afternoon of Friday November 21st

1:00 – 2:00	Speaker Mike Grogan
	Topic : Workforce Strategy for Alberta's Voluntary Sector
	Summary: Workforce Strategy for Alberta's Nonprofit and Voluntary Sector is scheduled to be released early in 2008. This strategy was developed by stakeholders from the nonprofit/voluntary sector, in collaboration with the Government of Alberta, in response to the immediate labour force needs of the sector, while also addressing long-term issues. The strategy will be used to frame discussion within the sector and to provide direction for action, enhance existing initiatives, coordinate activities and avoid duplication of efforts. This session will provide an overview of the content of the Workforce Strategy and an update on actions that have been undertaken to fulfill the strategies.
2:00 – 2:30	Refreshment break sponsored by _____
2:30 – 3:00	Networking, scheduled mini-presentations at booths
	Exhibitor Presentation 1: Exhibitor Presentation 2: Exhibitor Presentation 3:
3:00 – 4:00	Informal networking, conference wrap-up

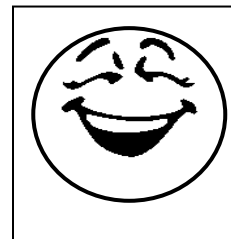


Speakers Profiles

Ellen Green, Director of Fund Development, Camp Health, Hope and Happiness

Topic : Strategies for effective grant proposals

Ellen Green has worked in the non-profit sector since 1986. From 1986 to 1999 she served as the Grants Officer and Gallery Curator for the Multicultural Heritage Centre in Stony Plain. In January 2000 Ellen assumed her current position as Director of Fund Development for Camp Health, Hope and Happiness, a summer camp for people with disabilities. In addition to preparing and reconciling grant applications, Ellen served as a Grants Adjudicator for the Alberta Foundation for the Arts.



Ellen is a member of the Alberta Association of Fundraising Executives, the Association of Fundraising Professionals and the Canadian Association of Gift Planners. She holds degrees in English, Anthropology and Education and is currently working towards her designation as a Certified Fundraising Executive.

For the past ten years Ellen has presented workshops to urban and rural non-profit organizations throughout Alberta on a variety of topics including Grant Proposal Writing, Board Development, Strategic Planning, Special Event Planning, Establishing and Revising Bylaws and Trends in Fundraising, to name just a few!

Brian Shea, Chief Development Officer, Alberta Cancer Foundation

Topic : Talking to donors & clients about the social capital concept

An eighteen-year veteran of professional fundraising, Brian Shea has held senior management positions with the Northern Alberta Institute of Technology, St. Mary's University in Halifax and DVA Navion; and gift planning positions with several organizations including the University of Alberta and St. Paul's Hospital Foundation in Saskatoon. For the past three years he has been the Chief Development Officer with the Alberta Cancer Foundation



Brian was a faculty member at Grant MacEwan Community College in Edmonton where he taught a gift-planning course for several years. He is currently on the faculty of CAGP's Banff Planned Giving Course that is taught twice yearly at the Banff Centre for Management. Brian is a past National Director of the Canadian Association of Gift Planners and has been a frequent presenter at many regional, provincial and national conferences.

Debra Ramage, ED Chinook Hospital Foundation

Topic : Using a Professional Fund Raiser



Debra Ramage describes the fundraising profession as one that goes beyond simply raising money. "It's about philanthropy – the act of giving and receiving. There's nothing more rewarding than putting a donation to use to enhance the quality of life of those in our care."

Speakers Profiles

Stu Reid, Vice President, KCI

Topic : Philanthropic Trends



"The philanthropic sector is changing rapidly. It's becoming more competitive and organizations must face much higher donor scrutiny. They must be prepared to make their case to the right donors at the right time."

Being a true leader should extend outside the boundaries of a company to include an industry. Mr. Reid is a sought-after speaker at national and international conferences and has played a key role in advancing the development profession by acting as a coach and advisor to executives and non-profit organizations, and establishing innovative vehicles for private and philanthropic support.

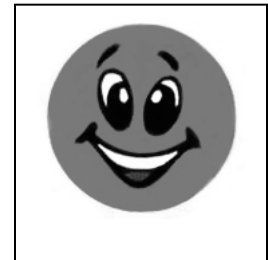
As Executive Director, External Relations at the University of Calgary, Mr. Reid secured \$150 million, ranking the university's endowment fund among the highest in Canada. Other notable projects with KCI include the Calgary Zoological Society, the Alberta Recreation and Parks Association and the Calgary Olympic Development Association.

His volunteer experience is equally as vast including serving as a Board Member and Campaign Chair of the Calgary Police Interpretive Centre, a member of the United Way of Calgary's Campaign Cabinet, a supporter of the Calgary Learning Centre and Executive Board Member on the EPCOR Centre for the Performing Arts.

Mike Grogan, Project Manager of HR Initiatives, CCVO

Topic : Workforce Strategy for Alberta's Voluntary Sector

Mike Grogan works with the Calgary Chamber of Voluntary Organizations as the Project Manager of HR Initiatives. Mike has a MA in Leadership from Royal Roads University and has worked with nonprofit organizations for over 20 years in areas such as leadership development, adult education and organizational effectiveness.



Workforce Strategy for Alberta's Nonprofit and Voluntary Sector is scheduled to be released early in 2008. This strategy was developed by stakeholders from the nonprofit/voluntary sector, in collaboration with the Government of Alberta, in response to the immediate labour force needs of the sector, while also addressing long-term issues. The strategy will be used to frame discussion within the sector and to provide direction for action, enhance existing initiatives, coordinate activities and avoid duplication of efforts. This session will provide an overview of the content of the Workforce Strategy and an update on actions that have been undertaken to fulfill the strategies.

Volunteer Alberta

Creating possibilities in Alberta's voluntary sector by strategically connecting leaders, members, organizations and networks.