

# Sioux Falls Area Community Foundation & Paul J. Strawhecker, Inc.

Present

## Transforming Leadership 2011

A CAPACITY-BUILDING WORKSHOP FOR COMMUNITY NONPROFITS

Just when economic recovery was in sight, budget cuts at the state and federal levels threaten the sustainability of many local nonprofits.

Now's the time to pull up your socks, regroup, and revamp your agency's fundraising strategy!

Thursday, May 19



### "Bridging the Gap" — 9:00 - 10:45 am

Paul Strawhecker, MPA, ACFRE, and Jodie Nolan, CFRE, principals with Paul J. Strawhecker, Inc., Omaha, have spent their careers helping nonprofits achieve success in their resource development efforts.

They'll share those experiences and offer strategies nonprofits can use to

overcome funding shortfalls.

Participants will hear how to respond proactively when faced with severe financial setbacks by

- ♦ Telling a compelling story
- ♦ Bringing your supporters closer
- ♦ Targeting and cultivating new funding sources



### "Endowments as Diversifiers" — 11:00 - Noon

Andy Patterson, MBA, Vice President, Sioux Falls Area Community Foundation, began his career as a development officer, traveling across the country to help alumni plan legacy gifts. He subsequently managed both annual giving and capital fundraising campaigns. Participants will hear

- ♦ How endowment distributions diversify agency revenue streams
- ♦ How to decide whether it's time to build endowment
- ♦ Six ways to make endowments part of your fundraising program — even in tough times.

Registration at 8:30 am • Workshops from 9:00 am – 12pm • Holiday Inn City Centre, Downtown Sioux Falls

#### REGISTRATION INFORMATION

Name: \_\_\_\_\_

Organization \_\_\_\_\_

Board Member  Executive Director  Staff  Volunteer  Other

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Phone ( ) \_\_\_\_\_ E-mail \_\_\_\_\_

Will you require a sign language interpreter? \_\_\_\_\_

#### WORKSHOP FEE

Transforming Leadership 2011 \$10.00

Total amount enclosed \$ \_\_\_\_\_

Space is limited to the first 200 registrants. Send this form and a check payable to SFACF/ Transforming Leadership 2011, SFACF, 300 N. Phillips Avenue #102, Sioux Falls, SD 57104

# Transforming Leadership 2011

## **About Transforming Leadership 2011**

The overwhelmingly positive response to Sioux Falls Area Community Foundation's *Transforming Leadership Initiative* told us that sponsoring capacity-building workshops for nonprofit leaders hit the mark.

*Transforming Leadership 2011* focuses on giving local nonprofits the tools to survive and succeed despite loss of traditional revenue streams.

## **Who should attend**

Nonprofit board members and executives, agency staff, and volunteers are welcome. Although space is limited to the first 200 registrants, organizations that send a mix of paid and volunteer leaders stand to benefit the most from the interactive programs. Getting leadership on the same page is the first step toward capacity innovation.

## **About SFACF**

Sioux Falls Area Community Foundation gathers charitable gifts, investing the assets in permanent endowments, and using the proceeds to fund worthy community projects. Since its inception in 1984, SFACF has distributed more than \$67 million in grants to charitable, educational, cultural, religious, and scientific activities.

SFACF serves Minnehaha, Lincoln, Turner, and McCook counties and communities within a 75-mile radius of the City of Sioux Falls.

Nonprofits interested in learning more about SFACF's endowment services or grantmaking program may visit [www.sfacf.org](http://www.sfacf.org).

## **About Paul J. Strawhecker, Inc.**

Established in 1995, Paul J. Strawhecker, Inc., Omaha, provides comprehensive resource development consulting for nonprofit organizations, including annual giving, communications, strategic planning, coaching and training, planned giving, philanthropic planning studies, and capital campaigns. With more than 200 years of combined experience, the firm's associates have assisted a wide variety of outstanding organizations in reaching their goals and, ultimately, in fulfilling their missions. Clients include nonprofits in the areas of social service, education, religion, the arts, healthcare, residential youth, and community development, in rural and urban settings.



**Sioux Empire United Way**

*Our efforts to build the charitable capital of our area are also supported by the Sioux Empire United Way and Sioux Empire Combined Federal Campaign.*

Sioux Falls Area Community Foundation  
300 N. Phillips Avenue, Suite 102  
Sioux Falls, SD 57104

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