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WSPN mission:

To offer support to
development professionals
and advance philanthropy.

A Celebration of Giving: WSPN's 10th Annual Awards

By Jill McWilliams, VIEWPOINT editor

Along with celebrating WSPN's 25th anniversary, we are proud to present the recipients who will be honored at our 10th Annual Philanthropy Awards Luncheon on Wednesday, May 23 at Abbington Distinctive Banquets in Glen Ellyn. This year's honorees represent all of the generous philanthropic leaders who set the example of giving to and engaging community support for nonprofit organizations.



Philanthropic Leadership Award Steve and Laurie Reitman (Hinsdale)

"I've always believed that one leads by example. Philanthropy is the driver of my life's goals, and I'm passionate about supporting nonprofit, social entrepreneurship."
— Steve Reitman

In 1990, Steve and Laurie Reitman established the Lorelei Foundation, Inc., and have been investing in social enterprise ever since. Steve and Laurie, married in 1984, raised two daughters, now in their twenties. Steve, who is involved in regional sales, is senior vice president of The American Funds Group.

Together, Steve and Laurie have supported multiple organizations and dozens of initiatives: educational, microfinance, health, and many faith-based programs. While Steve and

(continued on page 5)

Humanitarian of the Year Vicky Markell Joseph (Naperville)

"It is our duty and a privilege to help our neighbors in need. While I am thrilled to be chosen for this prestigious award, I am motivated by the amazing resilience and spirit of the homeless families I've had the honor of working with over the past 18 years."
— Vicky Markell Joseph

In 1994, Vicky Markell Joseph founded Families Helping Families (FHF), which, in partnership with Bridge Communities, provides housing, mentoring and supportive services to homeless families while they work to reclaim their lives.

On the day the Nazis rounded up the Jewish children in Holland, Vicky's grandmother's nanny placed her grandmother in her bicycle basket and hid her in an orphanage before eventually getting her out of the country to safety. If it had not been for that brave



(continued on page 5)

WSPN mission:

To offer support to development professionals and advance philanthropy.

WSPN core services:

education, networking, and advocacy

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We invite your membership:

Dues to join West Suburban Philanthropic Network are \$40 per year. Register online or make checks payable to West Suburban Philanthropic Network and mail to:

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President's Message

It's spring. And, of course, as the weather gets nicer, it becomes even more difficult to find the time to visit with potential donors and board members, schedule successful galas or events, and just get everything done with that bright sun and warm weather staring at you while you are on a conference call or typing away at your computer.

As you read about our impressive honorees, I hope they will inspire you to get involved in the community.

Now is a good time to become more involved with WSPN's programs or volunteer your time on one of our committees.

Volunteer opportunities, such as with a WSPN committee, can help you enhance your skills in areas like social media (through our communications committee), networking (mentoring and membership committees) and program development (program committee).

I would like to invite you to take the opportunity to contact any of our board members. Our contact information is located on the side panels of this page. We are all willing to share our experiences and provide you with information on how you can become further involved.

Sincerely,



Lora Vitek, MBA, MMNA



Thank you to our 2012 Annual Awards Sponsors

With appreciation, we recognize our 2012 10th Annual Awards Luncheon sponsors*:



**sponsors at the time of publication*

Philanthropy Center News

How effective is your elevator pitch?

By Christine Kickels, Librarian

The Philanthropy Center, College of DuPage

Elevator pitches are more than just brief statements of your agency's work. An effective elevator speech should sound impromptu, but you'll need to prepare to get there.

People can say about 150 to 200 words in a minute. Research shows people only remember 10 to 30 percent of what they hear, so focus on several powerful words. Here are resources to get you ready for your next encounter.

1. **Breakthrough Nonprofit Branding: Seven Principles to Power Extraordinary Results** provides examples to develop a brand that articulates what your organization stands for.
2. How well are you at stating what your agency does, and why is it important? Hone your storytelling skills with **Storytelling for Grantseekers: A Guide to Creative Nonprofit Fundraising** by Cheryl Clarke.
3. Are you using "I" and "me" in your pitch too much? **Boring to Bravo: Proven Presentation Techniques to Engage, Involve and Inspire Your Audience to Action** by Kristin Arnold is just the source to start you thinking about your use of inclusive language.
4. Nick Morgan's **Working the Room: How to Move People to Action through Audience-Centered Speaking** for ways to prepare, rehearse and deliver the content.
5. View others delivering their pitch. *The Chronicle of Philanthropy* shares several videos on their site. Just Google: Elevator Pitches for Good Causes.
6. Are the words you are using positive and still current? Sarah Durham's **Brandraising: How Nonprofits Raise Visibility and Money Through Smart Communications** offers great tips on choosing words that are consistent with your brand.

Practice makes perfect. Try your skills at WSPN's Speed Networking Social Event on Thursday, June 7 at Mayslake Peabody Estate in Oak Brook. (See page 12 for details.)

The Philanthropy Center is a partnership between the Donor's Forum and College of DuPage to meet the information needs of nonprofit organizations located in the western suburbs. All are welcome and anyone who works or lives in our district is eligible for a COD library card.

If I can help you become more familiar with our resources for nonprofits, please don't hesitate to contact me at (630) 942-2313 or kickels@cod.edu.



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What's new at Donors Forum?

Go to donorsforum.org to learn about our new and improved workshops – at beginning and advanced levels – in proposal writing, individual and major giving, and outcome evaluation.

Donors Forum is a proud partner of The Philanthropy Center at the College of DuPage: <http://bit.ly/PCGlenEllyn>

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Editor's Note

*Celebrating
25 years 10th awards*

Dear VIEWPOINT readers:

It's an exciting year. We have an impressive slate of WSPN awards luncheon recipients to honor while we celebrate our 10th Annual Awards Luncheon and WSPN's 25th anniversary of building philanthropy in the western suburbs.

As I was compiling the information for our honorees' bios, I was inspired by their selfless dedication to the mission of the organizations they serve and by their unwavering acts of kindness.

Please take a moment to read about our honorees, and join us on Wednesday, May 23 to meet and congratulate WSPN's honorees.

Sincerely,



Jill McWilliams, editor

Advertising in VIEWPOINT

A limited number of business-card sized advertising spaces are available in VIEWPOINT.

- \$190 for four issues,
renewable in January,
- \$ 60 for a single ad,
- \$110 for two inclusions, and
- \$160 for three ads.

To place an ad in VIEWPOINT, email (jillm@elmhurst.edu) a camera-ready business-card sized ad. Send a check made payable to **West Suburban Philanthropic Network** to:

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Nonprofit Executive of the Year

Kathleen Yosko, president and CEO,
Marianjoy Rehabilitation Hospital (Wheaton)

"For the last 14 years as president and CEO of Marianjoy, I have engaged in a philosophy of community involvement to reach our goals. With dedicated board and Foundation leadership, we have partnered together to achieve recognition as a world-class rehabilitation provider. I am humbled by our success and this award is a testimony to not only Marianjoy's leadership, but also the broader community's involvement and support as well."

— Kathleen Yosko

Since 1998, Kathleen Yosko has served as president and CEO of Marianjoy, Inc., Marianjoy Rehabilitation Hospital and Marianjoy Medical Group. She has a 40-year career as a clinician, administrator, patient advocate, and community leader. Marianjoy is a network of inpatient, subacute and outpatient physical rehabilitation delivering a full range of services to both adults and children.

Some of her noteworthy accomplishments include leading a dramatic reversal of a downward financial trend after joining in 1998 that allowed for additional funding for the Marianjoy Scholarship Program, which has provided more than \$600,000 in scholarships to more than 300 students with disabilities to pursue post-high school education since its establishment in 1994.

She established a culture of continuous improvements, which enhanced patient satisfaction, high employee retention, and a recent ranking in the ninety-ninth percentile for Press Ganey Employee Satisfaction. In addition, Marianjoy recently received an inaugural Innovation in Quality Award from the Illinois Hospital Association for advancing quality patient care through the use of a unified satisfaction strategy.

In 2001, she led the launch of AbilityLinks.org, an award-winning website that matches jobseekers who have a disability with businesses seeking to hire qualified workers. She spearheaded the Marianjoy Legacy Campaign, a three-phase capital-improvement project which generated over \$16 million to develop a new replacement rehabilitation hospital and outpatient rehabilitation and clinic space which opened in 2006. She also worked in conjunction with the Chicago Public School System to develop In My Shoes, designed to reduce violence within schools.

She has served as: chair and board director of the American Medical Rehabilitation Providers Association, chair and served on the board of Commission on the Accreditation of Rehabilitation Facilities, Illinois Hospital Association, and Metropolitan Chicago Healthcare Council. She is a member of: Chicago Network, Access DuPage, DuPage County Workforce Investment Board, Salvation Army, Illinois Council Against Handgun Violence, CeaseFire, and Chicago Project on Violence Prevention.

Her achievements include Business Ledger's Influential Women in Business Award, YWCA's Outstanding Women in Business Award, AHA's Hospital Society for Planning & Marketing's First Annual Strategy Award, Chicago Area Health Care Planning and Marketing Award, Illinois Association of Rehabilitation Facilities' Don Burke Award for Executive Excellence, and American Medical Rehabilitation Providers Association's INDE award.

As evident from her dedication and passion for serving the rehabilitative needs of adults and children through Marianjoy, WSPN is honored to award Kathleen Yosko as Nonprofit Executive of the Year. ●

Philanthropic Leadership Award

(Reitmans continued from page 1)

Laurie have served on boards and committees, they have found that the best use of their time is to continue to create entrepreneurial, economic capital and then reinvest it back into nonprofit organizations.

Through The DuPage Community Foundation, where they are longtime supporters and Legacy contributors, Steve created The Spirit of Volunteerism Awards, which became a competitive grant process distributing the \$60,000 he raised from individuals and corporations.

Steve and Laurie's involvement with Giving DuPage began in 2011 with Steve's planning of Volapalooza, a celebration that recognizes volunteers and honors the nonprofits they serve. Volapalooza brought The DuPage Community Foundation, Community Memorial Foundation, Giving DuPage and the Reitmans together for the first time to work on the project, which serves to distribute The Spirit of Volunteerism Awards biennially. Plans are underway for 2013 Volapalooza and the Reitmans have already agreed to underwrite the costs.

The Reitmans were also generous in bringing in a speaker for DuPage PADS' 2010 Wake Up Your Spirit Breakfast. After hearing Liz Murray, a national speaker who had been homeless at the age of 15, he made the arrangements to have Liz speak at the event.

WPSN is proud to honor the Reitmans with the Philanthropic Leadership Award by virtue of their exemplary role modeling of philanthropic leadership. ●

Humanitarian of the Year

(Markell Joseph continued from page 1)

woman, a member of Dutch Underground, Vicky and her family wouldn't be here today.

Learning about her family history, Vicky knew she had been born for a purpose, which she later realized was helping families in need become self-sufficient. Vicky met with Mark Milligan, co-founder of Bridge Communities, and asked how she could help homeless families. After some discussion, FHF was established. At that time, Vicky formed a group of neighbors, family and friends to raise enough money to take care of one homeless family.

FHF, in partnership with Bridge Communities, now supports ten homeless families. Vicky has recruited supporters who provide mentoring, furniture, cars, professional services and other essentials a family might need to start over once they move into a Bridge apartment.

FHF raises nearly \$150,000 each year to fund a portion of the rent and utilities needed to support these ten families. Since FHF has no administrative expenses, every dollar raised goes directly to the families. Vicky believes everyone deserves a second chance. In addition to her work with FHF, Vicky volunteers at and serves on the board of Naperville CARES.

As evident from Vicky's tireless commitment to homeless families, WPSN is pleased to present her with the Humanitarian of the Year award. ●

Spotlight

Featuring a WPSN Member Organization



**Sharing Connections
Furniture Bank**

Home Furnishings for Neighbors in Need

Sharing Connections Furniture Bank (SCFB), located in Downers Grove, provides furniture and household items to low-income individuals and families helping them transform bare rooms into a home. Families and individuals come to SCFB after facing devastating challenges including victims of domestic violence needing a new start; veterans returning home from war; survivors of fires, floods and other natural disasters; families struggling with health issues, job loss, poverty and other difficult situations.

SCFB's vision is to ensure everyone eats at a table and sleeps in a bed. **Their mission is to respectfully provide furniture and hope to neighbors in need.**

Executive Director Chris Cholewa says, "We have grown from helping one mother with a crib more than 25 years ago to assisting over 5,700 children and individuals in 2011. We are able to help so many families because of the support of the many generous volunteers and members of the community who donate their time, talent, furniture, household items and resources to help others."

SCFB serves low-income children, families and individuals in the Chicago metropolitan area. Ninety-two percent of their clients have an average household income of \$12,000.

SCFB brings together the community by enabling families to share their gently used furniture and household items with other families needing assistance.

Twenty-five years ago, LeeAnne McGrath, a Lisle resident, wanted to make a difference by bringing hope to families without resources. LeeAnne began collecting baby items no longer being used by friends. She developed relationships with human service agencies to assist her in getting the items to families needing support. It was at that time Sharing Connections was born.

As the only furniture bank in Illinois, the impact SCFB has made over the years is remarkable. Because of LeeAnne's leadership and vision, Sharing Connections has grown to assist families with the over \$1,199,145 in donated goods in 2011, making a difference for 3,433 children and 2,319 adults.

SCFB is committed to the families and individuals who need assistance, the volunteers and community members who makes a difference each day, and the generous donors who enable SCFB to provide support.

For additional information about SCFB or how to volunteer, donate furniture or household items, please call (630) 971-0565 or visit www.sharingconnections.org. ●

Building our Membership

It's a Win-Win Situation

One of Mahatma Gandhi's most famous quotes is:

"You must be the change you want to see in the world."

History has shown that changing your community, much less the world, isn't easy so it's good to know you don't have to do it alone! You're not alone because, as a member of the WSPN community, you have access to a network of peers—some looking for help from you, some looking to help you.

Won't you help us grow your network?

We just completed a "member get a member campaign" but don't let that stop you from continuing to educate and persuade your friends and colleagues to join WSPN. For a mere \$40 annual membership fee, development professionals are able to attend 8 to 10 FREE educational seminars, nominate their volunteers and local philanthropists for recognition at the Annual Awards Luncheon, support philanthropy, and apply for scholarships to attend local conferences, seminars and programs.

Take time now to share the educational and networking benefits of WSPN—as well as your passion for changing the world—with your friends and colleagues. The more WSPN members there are, the stronger your network will become.

As always, thank you for being a WSPN member!

Ann E. Spehar, membership chair, aspehar@naperville203.org.

Become a member:

Check out our website at www.wspnonline.org to learn more about WSPN benefits including our monthly educational events, listing of job opportunities, Peer Mentor Program and scholarship information.

Join online or by downloading a membership application.

Dues are \$40 per year. Should you have any questions, please contact Ann E. Spehar, membership chair.

Attention members:

We want to keep in touch!

Have you changed jobs?

Do you have a new email address?

Simply log into your profile on www.wspnonline.org with your password and update your contact information.

You can even request a new password if you've forgotten yours.

Also, join WSPN on LinkedIn to extend your networking possibilities and be part of the dialogue.

Corporate Philanthropic Award

BMO Harris Bank, Chicago West Region



"BMO Harris Bank has a long history of philanthropy—through charitable giving, volunteering, community investments and financial education. Giving back is integral to our culture of being the bank that defines great customer experience, so it is especially gratifying to be recognized in this way."

— Lisa A. Jarmoszka, vice president of Community Affairs

BMO Harris builds, strengthens, and enhances the lives of those who live, work, and play in the communities the bank serves. Every year, BMO Harris makes capital investments and in-kind gifts in the western suburbs.

The bank's employees volunteer hundreds of hours to a myriad of organizations, groups, and causes. Over 500 employees participated in 27 service projects during the bank's All-Employee Volunteer Day and is just one example of the company's commitment to volunteerism. Employees also serve on more than 50 local nonprofit boards.

BMO Harris grants more than \$400,000 annually to nonprofits. The bank has been a leader in The DuPage Community Foundation's Communityworks, an initiative that funds early childhood education and workforce readiness.

The bank supports financial literacy and economic development initiatives. Recent investment projects include affordable housing and small businesses. As a founding member of CHOOSE DuPage, BMO Harris helps local leaders solve problems and meet challenges inherent in today's tumultuous economy.

The bank sponsors the West Suburban S.C.O.R.E. chapter and offers free financial education seminars to the group's members. BMO Harris is a DuPage County Money Smart Week founding member, and many of its employees are active committee members. The bank sponsors the top prize for the Money Smart Kid Essay contest.

The bank sponsors: Aurora University, Bridge Communities, Alfred Campanelli and Kroehler YMCA's Strong Kids Campaigns, Community House, DuPage Children's Museum, DuPage Habitat for Humanity, The DuPage Homeownership Center, Elmhurst College, Elmhurst District 205 Foundation, Glen Ellyn Jazz Fest, Hesed House, Hinsdale Center for the Arts, Hinsdale Hospital Foundation, LaGrange Memorial Hospital Foundation, LivingWell Cancer Resource Center, The Morton Arboretum, Naperville Education Foundation, North Central College, The Paramount Performing Arts Center, Schaumburg Township Elementary School Foundation, TriCity Services, United Way, and Wellness House.

The bank is also active in the park districts of Burr Ridge, Geneva, Lisle, Wheaton and St. Charles, the Naperville Heritage Society, and Downtown St. Charles Partnership.

BMO Harris serves as a philanthropic leader and models volunteerism, and WSPN is pleased to honor the bank with the Corporate Philanthropic Award. ●

Foundation Philanthropic Award

Illinois Children's Healthcare Foundation (Oak Brook)

"On behalf of the Illinois Children's Healthcare Foundation's board of directors, we are honored to be receiving the 2012

Foundation Philanthropic Award. While proud of all the Foundation

has accomplished to date, we remain dedicated to improving the health of Illinois' most precious asset: its children." – Tammy Lemke, president



Illinois Children's Healthcare Foundation (ILCHF) was created in December 2002 through an action of the State of Illinois Attorney General's Office and a group of Illinois insurance carriers. This action and a nearly \$125 million dollar settlement established Illinois' only private foundation focused solely on the health needs of children across the state.

According to their mission, ILCHF creates opportunities for and leads in the development of initiatives that improve the health of all children. ILCHF supports organizations that share their values of open collaboration and selfless commitment to this purpose.

ILCHF awarded its first grants in December 2004. Nearly \$5.9 million funded 32 programs throughout the state designed to improve access to pediatric healthcare, screen children for developmental delays, enhance the quality and accessibility of children's mental health services, and improve the oral health of Illinois children. In 2005 and 2006, giving focused primarily on strengthening the safety-net system that delivers healthcare throughout Illinois to mostly underserved populations.

ILCHF announced its first initiative in its grantmaking efforts to directly target oral health improvement. ILCHF committed to awarding at least \$20 million on efforts related to three overall oral health strategies: building the capacity of the safety-net system, increasing the number of oral health professionals caring for underserved children, and creating a greater awareness of the role oral health plays in the overall health of a child. ILCHF continues to build on these strategies with an emphasis on services to children with special healthcare needs and public education and outreach.

In 2009, ILCHF launched its Children's Mental Health Initiative, Building Systems of Care, Community by Community. Four communities in Illinois, representing varying models and structures to build systems of care for children, have begun a five-year implementation phase.

From ILCHF's inception, a total of more than \$51 million in grants has been invested in more than 285 programs. Grantees include: Bright Smiles from Birth; Enhancing Developmentally Oriented Primary Care; Feeding Illinois, which benefits all regional food banks in the state including Northern Illinois Food Bank; Greater Elgin Family Care Center; Oak Park River Forest Infant Welfare Society; NAMI DuPage; Pillars Community Center; and Well Child Center

For their commitment to identifying and funding solutions to the barriers that prevent children from accessing the ongoing healthcare they need, WSPN honors the ILCHF with the Foundation Philanthropic Award. ●



Nonprofit Volunteer of the Year

Stephen L. Webster (Glen Ellyn),
volunteer of Family Shelter Service

"As with any volunteer, your motivation should not be out of a sense of obligation but of passion. Family Shelter Service has helped to build that passion in me over the years, which has translated into being able to assist many in need. I am so privileged to be a part of such a great organization bringing

domestic violence victims from fear to safety and then on to hope; with the final victory of wholeness."

– Stephen L. Webster

After educating himself about domestic violence and the devastating effects to women and children, Stephen Webster quickly became a friend, leader and stakeholder to Family Shelter Service (FSS). In 2002, he became a board member and served a six-year term. During that time, he has shared his passion for FSS's mission—to transform lives by offering help and hope to those affected by domestic violence—and galvanized the community to respond generously to the critical needs of their clients.

For four years, he assumed the role of chair of the Charitable Contributions Committee. He continues to serve on that committee and strives to keep community stakeholders engaged and responsive to families escaping violence.

As a champion for fundraising with individuals and as a member of FSS's capital campaign committee, Steve has seen the agency through two successful campaigns. Building Safe Connections raised \$1.4 million, which provided a state-of-the-art service site to clients in southeast DuPage, thus reducing transportation barriers for clients seeking multiple services and allowing direct service staff to offer responsive programming.

Most recently, Steve chaired the 35th anniversary campaign committee, Funding a Safer Future, which was launched to highlight the needs of victims of domestic violence. Under Steve's leadership, they exceeded their goal of \$500,000 by \$65,000. Although State and other funding sources have been cut, the demand for FSS's programs continues to rise.

Steve was one of FSS's first advocates for integrating prevention programming into their services. Steve joined the Men's Committee to understand and spearhead efforts to engage men in preventing family violence. Steve shows compassion and sensitivity to clients and their families, particularly to the needs of the children in FSS's programs. He also serves on the agency's Advisory Council, which looks ahead to the issues affecting FSS and their clients.

Steve and his wife Marsha raised two children, now college-age. He is a partner and vice president at DS&P Insurance Services, Inc. in Palatine.

It is with great pride that WSPN honors Steve Webster with the Volunteer of the Year Award for his passion and commitment to Family Shelter Service. ●

Blasts from the Past

By Jill McWilliams, VIEWPOINT editor

Ten Key Donor Questions



On March 15 at College of DuPage, Dick Chay of Chay McQueen, LLC, presented The 10 Key Questions to Ask Individual Donors.

Asking strategic key questions can assist in guiding your prospective donor in a conversation leading to an “ask.”

1. Can you tell me about the role giving plays in your family?
2. I love what my organization is doing, but before I tell you what makes me excited about it, what do you know about organizations like ours?
3. As I talk to people, I've found a huge range in the number of charities they personally support ... how many different organizations do you support each year?
4. Do you give to other organizations like ours that serve similar needs?
5. Is there an organization that just recently came into your giving choices? How did you hear about them?
6. We have a number of ways to have you help us. How can I get you involved?
7. Can I share with you what contributions to our organization have enabled us to do ... specifically?
8. Would you say you are totally familiar with us, quite familiar or only somewhat familiar?
9. How likely would you be to personally recommend our organization to your friends to give money ... would you say definitely, somewhat likely or you haven't decided yet?
10. Is our mission one you want to support?

Dick supported each suggested question with research confirming their relevance to the conversation.

The first question focuses on understanding the role giving plays in the prospect's family. While individual donors account for 73 percent of all dollars raised, only a fraction of American households would be categorized as generously giving.

Although age and income are helpful in qualifying a donor's generosity, it is important to understand the prospect's policy views and worship behavior. Understanding how much a prospect currently gives to charity is important, but asking the donor about that directly, in most cases, would be inappropriate. Instead ask about the number of charities, which is highly predictive of total current giving and the capacity to donate to your nonprofit.

The amount of knowledge and trust a donor has in your organization is a predictor of attachment. He suggested asking prospective donors about how familiar they are with your nonprofit and to ask how likely they might be to recommend that

a friend donate to your nonprofit. Prospects with the highest knowledge and trust could be asked for a contribution for as much as one percent of their income.

For a PDF of Dick's presentation go to the VIEWPOINT tab at www.wspnonline.org.

Dick Chay is co-founder of Chay McQueen LLC, a company that focuses on donor, member and alumni marketing research in the nonprofit market. His partner is Josh McQueen, the former worldwide head of research for Leo Burnett. Chay McQueen concentrates on helping nonprofit organizations determine prime prospects for charitable giving, measuring donor loyalty, and determining motives that drive giving behavior.

The First Step in Fundraising: Learn to use the Tools at the Philanthropy Center



After the main presentation on March 15, Christine Kickels and several attendees met in the College of DuPage Library for a hands-on introduction to the resources available in its philanthropic collection. Christine introduced online resources like the Foundation Directory and Wealth Engine, and discussed proposal writing and sources for grants.

For more information or to attend a session, type “Philanthropy Center College of DuPage” into your web browser or email Christine at kickels@cod.edu.



Cultivating the board for fundraising: Tensions, tips, and trends

On April 19, La Sridhar, president/founder of ResearchSense, and Joe McLennan, managing partner of McLennan Partners, shared their expertise about strategic board engagement in fundraising. The event was held at Marianjoy Rehabilitation Center.

Key highlights include:

- Create compelling opportunities for board members to gain a high level of personal satisfaction. The top three reasons why people join boards are: a) because of their passion to be a social change agent, b) personal and business networking, and c) fulfilling family traditions and building a legacy.
- Pay attention to what engages board members. Most often it's when they feel utilized, confident about their role, connected to the mission and believe the organization is respectful of their time.

- There should be no surprises. Orientation to their fundraising obligation should begin during the recruitment process.
- Board evaluation is an important element of board engagement. They cannot grow until they stop to reflect and self-assess.
- Trust, transparency, authenticity, and accountability are derivatives of a personal relationship. Spend time building relationships with fellow board members and prospective donors. If you don't start now, you'll regret it later. ●



Grantmaker of the Year

Barbara Szczepaniak, The DuPage Community Foundation (Wheaton)



"I'm honored and thrilled to be receiving WSPN's Grantmaker of the Year award in recognition of the work I love to do. I find it particularly satisfying to work with our donors to help them realize their philanthropic goals and with the nonprofit organizations to help them improve and enrich the lives of DuPage residents. I get particularly excited when I can connect the two together!"

— Barbara Szczepaniak

Since 2008, Barbara Szczepaniak has served as director of programs for The DuPage Community Foundation (DCF). She is responsible for overseeing all grant programs; working with the DCF's trustees, grant committee and staff to develop and implement initiatives aimed at raising the quality of life for DuPage residents; connecting donors to area needs; and building effective partnerships with community nonprofits.

Barb has diligently worked with donors to help them better understand the changing demographics and growing needs of the community in an effort to secure increased financial support to local agencies. She also takes a personal interest in working one-on-one with agency staff to help them be as successful as possible when applying for funding. This past year, she implemented two special grant programs: "25 for 25," and Spirit of

Volunteerism, which benefited DuPage nonprofits.

She has assumed a leadership role around several special initiatives. She currently facilitates a group of local leaders in the coordination of Money Smart Week DuPage, a financial literacy program designed to help residents of all income levels better manage their finances.

As one of the few funders supporting the arts, Barb realized that, unlike many social service agencies, arts groups did not have a coalition to discuss issues affecting the arts community so she partnered with the College of DuPage McAninch Arts Center to host a convening designed to foster collaboration among arts groups. Through the DCF's Communityworks initiative, she is also leading an effort to improve the quality of early childhood care and education services.

DCF President David McGowan says, "Here is why I think Barb is great at her job—she is the ultimate connector and her 'high' is knowing that she could play matchmaker or, in the case of the Foundation, serve as a pivot between resources and needs."

Prior to joining the DCF, Barb served as executive director of the Elmhurst School District 205 Foundation for Educational Excellence for 11 years where she managed operations, including donor development, special events and the Thiems Grant Program.

The DCF celebrated its 25th anniversary this past year and is proud to report it has exceeded \$38 million in assets despite the downturn in the economy. The DCF has funded almost \$13 million in grants and nearly half of that was awarded during Barb's tenure.

It is with great appreciation to the DCF and to Barb's ongoing support and assistance to grantees and community members that WSPN is privileged to present Barb with the Grantmaker of the Year award. ●



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WSPN Distinguished Service Award

Connie R. Kobitter (Lisle)



"I have been proud to co-chair the WSPN Peer Mentoring committee and serve on the board of WSPN to help further their mission to share knowledge and expertise to advance philanthropy in the western suburbs." – Connie R. Kobitter

Connie Kobitter has been a longtime, supportive member of WSPN. She has served on the WSPN board since 2008. Prior to that, she served on the Peer Mentoring committee since 2002, and she helped to re-launch the program. For the last four years, she has served as co-chair of the Peer Mentoring committee.

Her mission has been to make WSPN members aware of the many great member benefits they can take advantage of. To that end, she has coordinated four Peer Mentoring networking events and encouraged attendees to become WSPN members.

While getting ready to pass the baton as Mentoring co-chair, she continued steadfast in her role and put all the pieces in to place for the fifth event and the third WSPN Speed Networking Social Event, which will be held Thursday, June 7 at Mayslake Peabody Estate. (See page 12 for details.)

For Connie, the real value of WSPN lies in the fact that although fundraising strategies have changed over the years, WSPN consistently provides key information, education and networking opportunities to support members in their roles as fundraising professionals.

For the past 32 years, Connie has worked at the Northeastern Illinois Agency on Aging whose mission is to plan and coordinate services for seniors. For the past 15 years, she has been the agency's special events manager raising money and awareness for the Holiday Meals on Wheels program. The program provides nutritious meals for homebound at-risk seniors on holidays and weekends when the publicly funded weekday program is closed. Connie has planned and executed themed gala events for over 600 guests and senior consumer trade shows with over 4,000 seniors attending.

Connie is on to a new adventure having relocated to Houston, Texas. Accepting the award on her behalf is Lucia West Jones, executive director of Northeastern Illinois Agency on Aging.

Because of her dedication to WSPN and nonprofit fundraising, we are pleased to present Connie with the WSPN Distinguished Service Award. ●

Member News



Susan Neustrom, Ed.D., executive director of JUST of DuPage, holds a doctorate in Education in Organizational Leadership from Argosy University. Her dissertation, *The Dyadic Relationship between an Executive Director and Board Chair During Turbulent Times*, has been accepted for publication in the *Journal of Nonprofit Education and Leadership*, which is published through a partnership between the Nonprofit Leadership Alliance and Western Kentucky University Research Foundation.

The results of this study provide a Model of Relationship Development under Situational Conditions and the impact of the quality of the relationship on board behavior and organizational effectiveness.



In March, **Mary J. Miller** was promoted to development director of Northern Kane Educational Corp. Based in Pingree Grove with an office in Aurora, Northern Kane operates the Cambridge Lakes Learning Center, consisting of a private High Scope preschool; an innovative K-8 public charter school; a virtual high school blended with traditional art, music and PE; and engaging after school and summer programming.

In addition to preparing corporate and foundation proposals for campus level needs, Mary advises and coordinates school staff in the development of grant applications. Mary is also responsible for developing a base for individual giving and soliciting major gifts.

We'd like to hear about your job changes, promotions, professional development, awards, honors, special anniversaries, fundraising successes and any other news of interest (marriages and babies, too). Please email your news and photos to Jill McWilliams, VIEWPOINT editor, at jillm@elmhurst.edu.

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Resource Round-up



LEARN ABOUT PROSPECT RESEARCH

APRA-Illinois is teaming up with APRA-Indiana to present The Basic Skills Workshop, an informative and affordable educational opportunity. This day-long workshop will address elementary research techniques and is geared toward those new to prospect research. Also great for development professionals who only occasionally wear the researcher hat!

When: Friday, June 15

Where: Indiana State University, Terre Haute, IN

Cost: APRA-IN and APRA-IL members, \$15; non-members, \$25

Topics covered include: foundation research, prospect management, utilizing wealth indicators and more.

To register, go to <http://www.apra-in.org> and click on "Events." For more information, contact Amy Westgard of Indiana State University Foundation at (812) 514-8403 or awestgard@indstatefoundation.org.

38th Annual Luncheon

Engage Everyone: Changing the Face of Leadership



Date: Thursday, June 28

Time: 11:15 a.m. - 1:45 p.m.

Location: Hyatt Regency
51 E. Wacker Dr.

About this event: Donors Forum's Annual Luncheon is considered the region's premier networking and educational event for philanthropic and nonprofit organizations. It offers hundreds of grantmakers, nonprofit leaders, and consultants the opportunity to learn about critical issues facing the region, state, country, and sector.

Building on the Member/Partner Convening on community engagement in March 2012, this event opens the discussion to a larger audience, as the Luncheon, for the first time in its 38-year history, is open to all, regardless of membership in Donors Forum. For more information, visit www.donorsforum.org.



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Save These Dates . . .

West Suburban Philanthropic Network 2012 Programs

Please save these dates . . . and join us for the exciting events we have planned.



WSPN programs are free for WSPN members and \$25 for non-members. Programs are usually held on the third Thursday of each month. **Registration and refreshments begin at 8 a.m. and the program begins at 8:30 a.m.**



Celebrating
25 years 10th awards

Wednesday, May 23

10th Annual Awards Luncheon at Abbington Distinctive Banquets in Glen Ellyn. Networking begins at 11 a.m., luncheon follows. Tickets are \$50 per person or \$500 for a table of 10, which includes a business card ad in the program. To register, visit www.wspnonline.org.

Thursday, June 7

Speed Networking Social Event

Enjoy wine, cheese and tantalizing appetizers by Belgio's Catering.

Time: 4 to 6 p.m.

Location: Mayslake Peabody Estate, 1717 W. 31st Street, Oak Brook, IL 60523

Great opportunity to get acquainted with others one-on-one at breakneck speed!

Bring plenty of business cards and some thoughts or questions you'd like to share.

This event is FREE to MEMBERS! Non-members cost is only \$10 per person.

BARGAIN DEAL! One night only . . . join WSPN at the Speed Networking event and your \$10 fee will go toward your \$40 membership fee. Payment must be made on-site that night.

RSVP required. Questions to Susan Mchabcheb, Easter Seals, Inc., at smchabcheb@easterseals.com or (312) 551-7155.

Thursday, June 21

Topic: Funder's Forum
Moderator: Dave McGowan, executive director, DuPage Community Foundation
Panelists: Greg DiDomenico, president/CEO of Community Memorial Foundation; and Cindy Raab, program officer of Topfer Family Foundation; other panelist to be announced
Location: DuPage County Historical Museum, 102 E. Wesley Street, Wheaton, IL 60187

Thursday, Sept. 20

Topic: The Most Effective Ways to Cultivate Major Gift Prospects
Speaker: Dan Nisbet, regional vice president, Community Counseling Services, Chicago
Location: Mayslake Peabody Estate, 1717 W. 31st Street, Oak Brook, IL 60523


Thursday, Oct. 18

Topic: Using Social Media to Create Loyal Donors
Speaker: Dana Runimas-Plazyk, No Excuses Mobile Marketing, and Angel Oakley, Unicatis Marketing Group
Location: Cosley Zoo, Vern Kiebler Barn, 1356 N. Gary Ave., Wheaton, IL 60187

For more information or to register, visit www.wspnonline.org.

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A portrait of Lora Vitek, a woman with shoulder-length blonde hair, smiling. She is wearing a dark-colored top with a necklace featuring a large, teardrop-shaped pendant.

Lora Vitek
Director, Philanthropy & Community Relations
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