



# FUNDRAISING PHILLY

Newsletter



## PRESIDENT'S LETTER

Dear AFP-GPC Community,

### Welcome to a new chapter, literally.

This newsletter marks an exciting evolution for how AFP-GPC connects with you. We've reimagined our format to deliver a richer, more interactive experience right inside your inbox. Expect deeper dives into chapter news, spotlights on the remarkable members shaping our field, practical ideas you can take back to your organization, and conversations that reflect the vibrancy of our community.



We're also thrilled to announce the revamp of our [AFP-GPC blog](#). This is your platform. It's a place where the expertise sitting in this chapter can be shared, celebrated, and put to work. Have a best practice worth passing on? A fundraising challenge you navigated successfully? A fresh take on donor engagement or board development? We want to publish it. *Here's an added bonus:* contributing to the blog is an excellent way to earn CFRE continuing education credits. Your knowledge matters, and sharing it benefits everyone. If you're interested, click here to submit: [AFP Philadelphia - AFP GPC Blog Submission](#).

None of this happens without people who show up. AFP-GPC is strong because of our volunteers: the committee members, event organizers, mentors, and advocates who invest in this chapter week after week. If you've been considering getting more involved, we'd love to talk with you about where your skills can make the biggest difference. Feel free to reach out to Secretary and Volunteer Coordinator Kristen Luke Brooks at [brooks@afpgpc.org](mailto:brooks@afpgpc.org) to learn more and find your place.

Thank you, as always, for showing up for this community. AFP-GPC exists to be more than a professional association; we are a network of peers who support and inspire each other through every stage of their fundraising careers. And when we invest in this community, we invest in the collective capacity of our sector to do more good.

This community is one of the most generous, talented, and mission-driven groups I know. Let's keep building it together.

**Liz Marafino Fiola, MA, MS, CFRE**  
AFP-GPC President  
Senior Major Gift Officer,  
Villanova University Charles Widger School of Law

# MENTORSHIP



## [Why Introverts Make the Best Fundraisers \(And How Mentorship Proves It\)](#)

By *Stephanie Rio*  
AFP-GPC Mentor, Co-Chair Mentoring Committee, and Senior Director, Advancement at *Committee of Seventy*

Read Stephanie's personal perspective on how the AFP-GPC Mentorship Program fostered shared learning, meaningful connections, and professional growth. Through her mentorship experience, discover how listening, authentic relationship-building, and embracing individual strengths can create impact both inside and outside fundraising. [Read more.](#)

**Join the AFP-GPC Mentorship Program**  
*Applications for the next mentorship cohort are open.*

Whether you're looking for a mentor or ready to become one, this is your invitation to invest in the relationships that shape our field. Learn more on the AFP-GPC chapter website.

LEARN MORE

# VOLUNTEERING



## [Volunteering: The Engine That Moves Our Profession Forward](#)

By *Kristen Brooks*, AFP-GPC Volunteer Coordinator and Board Member, Director of Volunteer Leadership Strategy at *Haverford College*

Volunteering with AFP-GPC is more than giving back—it's an opportunity to build leadership skills, expand your network, strengthen your fundraising career, and connect with a community of peers. Learn how getting involved through events, committees, and leadership roles can create meaningful impact while supporting the future of AFP-GPC. [Read more.](#)



# VOLUNTEER TODAY

CLICK HERE TO JOIN A COMMITTEE



# MEMBER SPOTLIGHT

## [Member Spotlight: Liz Hefner](#)

By *Hannah Fisher Gray*, AFP-GPC Committee Member, Project Manager at *Schultz & Williams*



See why Liz joined AFP and how mentorship, community, and shared purpose helped shape her fundraising journey. From an unexpected transition from engineering to nonprofit leadership, discover how meaningful relationships, service, and a passion for impact continue to inspire her work and commitment to strengthening the fundraising profession. [Read more.](#)

# BECOME A MEMBER

CLICK HERE TO JOIN NOW



## Celebrate AFP Global's 66th Anniversary

From June 1 – July 30, AFP Global is offering **\$50 off Professional and Associate membership dues** for new members in celebration of AFP's 66th Anniversary.

Code: **AFPANNI26**

Prospective members are invited to attend an “**AFP 101**” session on Thursday, June 11, 2026, to learn more about the value of AFP membership.

## FROM OUR SPONSORS



### [When Your Head of Development Leaves The Risk No One Is Planning For](#)

By Kelly Grattan, Senior Vice President at [Schultz & Williams](#)

Development leadership transitions can impact far more than filling an open role. Donor relationships, fundraising momentum, and team morale can suffer during leadership gaps. Learn how thoughtful planning, transparent communication, and interim support can help maintain stability and protect fundraising efforts. [Read more.](#)



### [Navigating Foundation Support in 2026](#)

By Rachael Barrett, Senior Consultant at [Schultz & Williams](#)

As nonprofits face shifting funding landscapes, organizations are rethinking how they build sustainable revenue streams. Explore how leveraging existing strengths, institutional knowledge, and strategic systems can support long-term growth, resilience, and new fundraising opportunities. [Read more.](#)

## EVENT RECAPS

### [Philanthropy Symposium: The State of Philanthropy in Our Region](#)

By Dawn Elyse Warden, AFP-GPC Board Member and Co-Chair, Marketing

### [AFP-GPC Emerging Leaders Fireside Chat Event with Mary Petersen](#)

By Orelí Uzdavinis  
Co-Chair Emerging Leaders Committee,  
Manager of Individual Giving at [Arden](#)

On March 11th, AFP-GPC hosted its Second Annual Philanthropy Symposium. This collaborative event explored trends in philanthropy, challenges facing the Greater Philadelphia region, and strategies for strengthening partnerships between funders and nonprofits. [Read more.](#)

On February 17th, AFP-GPC and its Emerging Leaders Committee brought nonprofit professionals together for an evening of networking and inspiration. Featuring a fireside chat with Mary Petersen, attendees explored donor relationships, fundraising confidence, and transformational giving. [Read more.](#)



### **More Pressure, Fewer Resources. How Do You Keep Up?**

**Author:** *amplifi*

Discover practical fundraising strategies to navigate uncertainty through data-driven decisions, strategic partnerships, and creative approaches that maximize impact and resources.

### **5 Ways to Make Your Monthly Giving Program More Meaningful**

**Author:** *DonorPerfect*

If you're looking to refresh your monthly giving strategy, these five mindset shifts can help you create a program that keeps supporters connected to your mission long after their first recurring gift.

### **Nonprofits May Benefit From the Growing Popularity of Impact Investing**

**Author:** *RSM*

Explore how impact investing can help nonprofits diversify funding, attract mission-aligned supporters, and create measurable social impact while building long-term resilience.

### **10 Questions To Help Kickstart Your Organization's Next Video Production!**

**Author:** *Tolsma Productions*

Whether you're producing a capital campaign video or social media content, here are a few questions your team should be asking as you embark on your next video production project.

### **5 Investment Fees Every Nonprofit Should Understand**

**Author:** *Truist*

Gain a better understanding of investment fees and explore how asking the right questions can help your organization make informed financial decisions.

### **The Hard Truths About Nonprofit Fundraising Campaigns (And What It Really Takes to Succeed)**

**Author:** *Barbara O'Reilly, CFRE, Founder and Principal, Windmill Hill Consulting*

Your candid guide to what successful campaigns actually require, and the honest conversations every nonprofit leader needs to have before the first solicitation is made.

## UPCOMING

**June 11:** The Planned Giving Council of Greater Philadelphia is hosting an upcoming panel discussion, "*Cognitive Impairment in Donors: Identifying Issues and Applying Best Practices: A Medical and Legal Perspective.*" We invite members of the AFP community to join us. [You can register here.](#)

### **June Coffee Conversation: Event ROIs**

- Date & Time: June 11, 2026 | 8:45 AM – 10:00 AM
- Location: RSM Philly and RSM Suburbs
- Overview: A networking and discussion session focused on measuring and maximizing event return on investment (ROI) for fundraising and engagement initiatives.

**CFRE Foundations: Core Concepts, Tools, and Strategies to Pass the CFRE Exam**

- Date & Time: June 17, 2026 | 12:00 PM – 1:00 PM
- Location: Zoom (Virtual)
- Overview: A professional development session covering key concepts, tools, and study strategies to help participants prepare for and succeed on the CFRE certification exam.

**AFP-GPC: Advocacy in Action — Public Policy, Fundraising, and the Charity Parity Act**

- Date & Time: July 20, 2026 | 3:00 PM – 4:30 PM
- Location: The Wistar Institute, 3601 Spruce St, Philadelphia, PA 19104
- Overview: An advocacy and public policy session featuring updates on the Charity Parity Act, presentations from AFP Global leadership and AFP-GPC representatives, and a live Q&A focused on fundraising and the nonprofit sector.

**Leading Philanthropy: What Fundraising & Philanthropy Require Now**

- Date & Time: September 23, 2026 | 8:00 AM – 5:00 PM
- Location: The Drexelbrook Catering & Event Center, 4700 Drexelbrook Dr, Drexel Hill, PA 19026
- Overview: A full-day event examining the evolving landscape of fundraising and philanthropy, with insights into leadership, current challenges, and emerging practices in the sector.

**National Philanthropy Day Celebration (Save the Date)**

- Theme: *“Change the World with a Giving Heart”*
- Date: Thursday, November 19, 2026, 11:00 AM
- Location: The Bellevue Hotel
- Overview: A special celebration recognizing the impact of philanthropy and honoring individuals and organizations making a difference through generosity and community leadership.

[VIEW EVENTS & REGISTER HERE](#)

SEPTMBER 23, 2026  
**LEADING PHILANTHROPY**  
 What Fundraising & Philanthropy Require Now  
 REGISTRATION NOW OPEN!  
 leadingphilanthropy.org

[CLICK HERE TO REGISTER](#)

THE DREXELBROOK CATERING & EVENT CENTER  
 DREXEL HILL

AFP AFP AFP AFP

**NATIONAL PHILANTHROPY DAY**  
**THURSDAY NOVEMBER 19**  
 THE GRAND BELLE AT THE BELLEVUE HOTEL

AFP Greater Philadelphia Chapter  
 Association of Fundraising Professionals

Change the world with a giving heart.

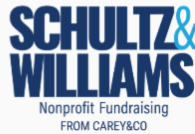
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