

Council for Resource Development
2009 Board Meeting
November 10, 2009

MINUTES

The 2009 Board of Directors meeting was called to order at 8:40 am by President Judy Everett.

A quorum of the 2009 board was established by Immediate Past President Laura Qaissaunee.
2009 Board present: Judy Everett, Deb Wilson, Laura Qaissaunee, Julie Erickson, Catherine Crary, Joe Stiso, Catherine Crary, Jennifer Yancey, Wendy Lawson, Krissa Rumsey, Kim Sturgeon, Drew Matonak, John Rainone, Patricia Williams, Ganesh Ganpat, Doug Van Nostran, Mary Brumbach, Patrice Whitten, Patrick Eaton, Janet Anderson, Leah Goss, Kathleen Guy, Robin Johnston, Judith Cawhorn, Perry Hammock, Susan Arscott

Also present for the 2010 board: Mort Congleton, Maria Kellett, Brenda Mitchell, Darnell Holopirek, Josh Gerstman, Doug Heesten, Stacey Heckel

Laura Qaissaunee called for a motion to approve the July 17 – 18, 2009 minutes.

MOTION: Janet Anderson moved to accept the July 17-18, 2009 minutes. Robin Johnston seconded the motion. Motion carried by voice vote.

Action Items for 2009 Board:

2008 Audit and Response to Management Letter

John Rainone presented the 2008 audited financial statements and the CRD response to management letter for approval.

MOTION: Kim Sturgeon moved to accept the 2008 audited financial statements and the CRD response to management letter. Patricia Williams second motion. Motion carried by voice vote.

Policies

Kim Sturgeon presented two new policies and one amended policy for approval. The Whistleblower Policy and Conflict of Interest Policy will bring CRD into compliance for the new 990 forms. The Investment and Spending Policy combines and amends two existing policies. The Finance Committee reviewed and recommended acceptance of all three policies.

MOTION: John Rainone moved to accept the Whistleblower Policy, the Conflict of Interest Policy and the Investment and Spending Policy. Patrick Eaton seconded the motion. Motion carried by voice vote.

Check signing corporate resolution

MOTION: Kathleen Guy moved that the following positions be given check signing authority: Executive Director, Director/Marketing & Development, CRD Treasurer and CRD President. Kim Sturgeon seconded the motion. Motion carried by voice vote.

2009 Treasurer's Report

Kim reviewed the treasurer's report to October 31, 2009. She pointed out the new report that pulls out 2009 and 2010 membership revenue. After a rocky summer, the year looks to end positively.

MOTION: Patrice Whitten moved to accept the Treasurer's Report. Jennifer Yancey seconded the motion. Motion carried by voice vote

2010 Budget Approval

The 2010 budget was developed by staff and Finance Committee based on budget assumptions approved by the executive committee after the summer board meetings. Budget includes 2% merit raise for staff. Polly noted that since some of the summer programming is still in flux, some may be added, but will be designed to be profitable.

MOTION: John Rainone moved to accept the 2010 budget. Patrice Whitten seconded the motion..
Motion carried by voice vote

Governance Task Force Report

Judy Everett and Deb Wilson reviewed work to date of the Governance Task Force. Focus Groups are scheduled during the national conference under the guidance of Patricia "Tish" Williams and Catherine Crary. Kris Culp and Kay Sturgeon are leading the effort to conduct interviews after the first of the year. After the review, Tish Williams and Catherine Crary conducted focus groups for the Board.

2013 Hotel Recommendation

Stephanie Melvin submitted the report of the Hotel Committee's review for the 2013 conference hotel contract. It was the committee's recommendation to sign a 2013 and 2014 contract with the Hyatt Regency Capitol Hill. Susan Arscott moved to accept the recommendation to sign contracts for 2013 and 2014 with the Hyatt Regency Capitol Hill. John Rainone seconded the motion. Motion carried by voice vote.

Other Business

Susan Arscott reported on a two- hour session she and a group from the AACC Board had with Department of Labor. DOL will be doing some regional one day technical workshops for their grants.

Judy acknowledged the hard work of the board in the past year. She thanked them for their dedication and for her pleasure in working with them.

There being no further business, Judy entertained a motion to adjourn.

MOTION: Patricia Williams moved to adjourn the meeting, Robin Johnston seconded the motion.
Motion carried

Reports for the minutes:

2008 Audit and Response to Management Letter: available at the CRD National Office upon request

Conflict of Interest Policy

Whistleblower Policy

Investment/Spending Policy

2009 VP/Director/Staff Reports

Whistleblower Policy

Original Approval:

Amended Approval:

SCOPE:

This policy applies to all Council for Resource Development (CRD) employees, including part-time, temporary, and contract employees.

PURPOSE:

The Council for Resource Development is committed to the highest possible standards of ethical, moral and legal business conduct. In line with this commitment and CRD's commitment to open communication, this policy aims to provide an avenue for employees to raise concerns and reassurance that they will be protected from reprisals or victimization for whistleblowing in good faith.

POLICY:

The whistleblower policy is intended to cover serious concerns that could have a large impact on CRD, such as actions that:

- May lead to incorrect financial reporting;
- Are unlawful;
- Are not in line with organizational policy; or
- Otherwise amount to serious improper conduct.

SAFEGUARDS:

Harassment or Victimization

Harassment or victimization will not be tolerated.

Confidentiality

Every effort will be made to protect the complainant's identity.

Anonymous Allegations

The policy encourages employees to put their names to allegations because appropriate follow-up questions and investigation may not be possible unless the source of the information is identified. Concerns expressed anonymously will be investigated, but consideration will be given to:

- The seriousness of the issue raised;
- The credibility of the concern; and
- The likelihood of confirming the allegation from attributable sources.

Malicious Allegations

Malicious Allegations may result in disciplinary action.

PROCEDURES:

Process for raising a concern

Reporting

The whistleblowing procedure is intended to be used for serious and sensitive issues. Serious concerns relating to financial reporting, unethical or illegal conduct, should be reported directly to the President of the Board of Directors. Contact information is available on the CRD website at www.crdnet.org under Board of Directors.

Employment-related concerns should continue to be reported through the normal channels as outlined in the CRD Employee Handbook.

Timing

The earlier a concern is expressed, the easier it is to take action.

Evidence

Although the employee is not expected to prove the truth of an allegation, the employee needs to demonstrate to the person contacted that there are sufficient grounds for concern.

How the Complaint Will be Handled

The action taken will depend on the nature of the concern. The Audit Committee of the CRD Board of Directors receives a report on each complaint and a follow-up report on actions taken.

Initial Inquiries

Initial inquiries will be made to determine whether an investigation is appropriate, and the form that it should take. Some concerns may be resolved by agreed action without the need for investigation.

Report to the Complainant

The complainant will be given the opportunity to receive follow-up on their concern in two weeks:

- Acknowledgement that the concern was received;
- Indicating how the matter will be dealt with;
- Giving an estimate of the time that it will take for a final response;
- Telling them whether initial inquiries have been made;
- Telling them whether further investigations will follow, and if not, why not.

Further Information

The amount of contact between the complainant and the body investigating the concern will depend on the nature of the issue and the clarity of the information provided. Further information may be sought from the complainant.

Information

Subject to legal constraints, the complainant will receive information about the outcome of any investigation.

The Council for Resource Development reserves the right to modify or amend this policy as it may deem necessary.

Conflict of Interest Policy

Original Approval:

Amended Approval:

Policy

Whenever any director has a conflict of interest with the Council for Resource Development (CRD), it is the duty of that director to disclose any conflict of interest he or she is aware of to the Board

Procedures

After identifying the issue, matter or transaction with respect to which a conflict exists, a director with a conflict shall withdraw from any further involvement in that issue, matter or transaction unless a majority of the disinterested directors shall determine that the conflict is (i) immaterial or not adverse to the interests of CRD or (ii) the benefits of allowing the person with the conflict to participate in the discussion or consideration, but not the final decision, outweigh the dangers; in which case the person may participate in the discussion, study or consideration of the issue, matter or transaction, but not the final discussion or decision.

A director who is uncertain as to whether he or she may have a conflict should ask the Executive Director for an opinion. The Executive Director shall issue a written opinion which shall be presumed to be correct and may be relied upon unless challenged by another director, in which case the final decision as to whether a conflict exists shall be made by the directors. The Executive Director shall advise the President of the Board of each and every opinion issued. Opinions shall, to the extent possible, avoid the disclosure of personal information while, at the same time, disclosing the basis for the opinion. Copies of all opinions shall be retained by the Executive Director and made available to the Board upon request to permit and encourage consistency.

The minutes of the meeting at which the disclosure of any conflict is made shall reflect that the disclosure was made and whether the person with the conflict withdrew, after making full disclosure of the matter in question and the conflict, and was not present for the final discussion of the matter and any vote thereon.

A conflict exists when:

1. Any director or close relative of a director or the employer of either of the foregoing has an interest in an issue, matter or transaction in which the Council for Resource Development has an interest; or
2. When any director or a close relative of a director acts as an agent, representative or spokesperson for any person, business, group or organization, in order to influence the Council for Resource Development on any issue, matter or transaction.

An individual or organization has an interest for purposes of this policy if he, she, or it;

1. Is an agent for a person or organization with an identified goal of influencing a decision by the Council for Resource Development; or
2. Would experience a material economic gain or loss from a decision by CRD on an issue, matter or transaction identifiably different from the economic gain or loss that would be

experienced by (a) a member of the general public, (b) the holder of less than five percent (5%) of the equity in any business entity, or (c) a nonexempt employee of CRD.

Someone is a close relative if they are a spouse, child, natural or adoptive parent, grandparent, grandchild, brother or sister when natural, adoptive or by marriage of a director. The term also includes any other family member who resides in the same household as a director or shares living quarters with a director under circumstances that closely resemble a marital relationship.

In addition to the foregoing, directors should not:

1. Use inside information – i.e., information made available to them because of their position as a director which is proprietary or confidential or otherwise not generally known to the public – for their personal advantage or that of any close relative.
2. Accept any service, discount, concession, fee for advice or service or thing of value from any person or organization with an interest in an issue, matter or transaction in which CRD also has an economic or programmatic interest under circumstances that would suggest an obligation of the part of the director to exert any influence on CRD to enter into a transaction or adopt, alter or abolish any policy or position.

New directors will be given a copy of this policy and specifically asked to read it. Each director will be asked to complete a Conflict of Interest Policy Disclosure Statement upon his or her appointment or reappointment to the Board.

_____ I have read the above Conflict of Interest Policy and I have no conflicts as described in this policy.

_____ I have read the above Conflict of Interest Policy and I have no conflicts as described in this policy, except for those noted below or on the attached paper.

Signature

Date

Print Board Member's Name

INVESTMENT **AND SPENDING** POLICY

(Note: text in **PURPLE** is new, text in ~~STRIKEOUT~~ to be deleted)

POLICY:

- Initial Approval 10/4/97
- Revised Approval 11/4/2006
- Revised Approval _____

SCOPE

The Council for Resource Development Finance Committee (Committee) establishes this Investment Policy Statement (Statement) to govern the management of the investments of the Investment Fund (Fund).

The purpose of this Statement is to outline a general framework within which the investment manager of the Fund is expected to exercise investment judgment and structure portfolio mix; and provide a basis on which the investment performance of the Fund is to be monitored.

The spending policy shall assist the organization in determining the funds that can be made available for distribution. It shall enable the organization to take advantage of higher investment returns from equities, provide greater support to projects and programs and protect the economic value of the endowment

Endowment spending objective shall: (i) preserve the principal against inflation, (ii) provide a predictable and growing stream of income that will satisfy the needs of appropriate projects

This Statement is adopted on the date indicated ~~below~~ **above** by the ~~Committee~~ **Board of Directors**. It supersedes all other investment policy and investment guideline, **and spending or payout policy** statements.

DELEGATION OF AUTHORITY

The Committee is responsible for directing and monitoring the investment management of Fund assets. The Committee is authorized to delegate certain responsibilities to professionals in various fields. These include, but are not limited to:

1. Adviser. The Adviser has discretion to purchase, sell, or hold the specific securities that will be used to meet the Fund's investment objectives.
2. Custodian. The Custodian will physically (or through agreement with a sub-custodian) maintain possession of securities owned by the Fund, collect dividend and interest payments, redeem maturing securities, and effect receipt and delivery following purchases and sales. The custodian may also perform regular accounting of all assets owned, purchased, or sold, as well as movement of assets into and out of the Fund accounts.
3. Specialists such as attorneys, auditors, and others may be employed by the Committee to assist in meeting its responsibilities and obligations to administer Fund assets prudently.

The Committee will not reserve any control over investment decisions, with the exception of specific limitations described in this Statement. The Adviser reserves the right to request modifications of these limitations from time to time, as appropriate.

ASSIGNMENT OF RESPONSIBILITY

Finance Committee

The specific responsibilities of the Committee relating to the investment management of Fund assets include:

1. Determining the Fund's risk tolerance and investment horizon, and communicating these to the appropriate fiduciaries.
2. Establishing reasonable and consistent written investment objectives, policies, and guidelines that will direct the investment of the Fund's assets.
3. Prudently and diligently select qualified investment professionals, including the Adviser, and Custodian.
4. Evaluating the performance of the Adviser at least annually to ensure adherence to the investment policy guidelines stated herein and to monitor progress toward investment objectives.
5. Developing and enacting proper control procedures.

The Adviser

The Adviser will have full discretion to make all investment decisions for the assets placed under its jurisdiction, while operating within all guidelines and constraints as outlined in this Statement and in any additional statements (which will become attachments to this Statement), as applicable. Specific responsibilities of the Adviser include:

1. Discretionary investment management including decisions to buy, sell, or hold individual securities, and to alter asset allocation within the guidelines established in this statement.
2. Reporting, on a timely basis when requested, investment performance results.
3. communicating any significant changes in investment strategy related to the portfolio.
4. Informing the Committee of any substantive change in its investment management organization (examples include changes in relevant portfolio management personnel, ownership, investment philosophy, etc.).

INVESTMENT OBJECTIVES

The overall objective of the Fund is to:

1. Maximize returns within reasonable and prudent levels of risk.
2. Seek to conserve and enhance the capital value of the Fund in real terms over the long-term.

Time Horizon

The investment guidelines are based upon an investment horizon of at least five years, so that interim fluctuations should be viewed with appropriate perspective. Similarly, the Fund's strategic asset allocation is based on long-term perspective.

Risk Tolerances

The Committee recognizes the difficulty of achieving the Fund's investment objectives in light of uncertainties and complexities of the investment markets. They also recognize that investing involves risk, which must be assumed to achieve the Fund's long-term investment objectives.

Preservation of Capital

It is believed that preservation of capital should not be imposed on each individual investment. Instead, the Adviser seeks to conserve the purchasing power of the capital over the long term.

Liquidity

In an attempt to prevent a possible loss upon the forced sale of a security to meet a required payment, the Committee will periodically provide the Adviser with an estimate of the cash flow for future years. The Adviser should maintain at least 20% of the portfolio in instruments rapidly (i.e. 7 days) transferable into cash.

INVESTMENT POLICIES

The investment objectives require a disciplined, consistent management philosophy that seeks to accommodate the occurrence of all those events that might be considered reasonable and probable. They do not require a philosophy that represents extreme positions or opportunistic styles.

The Fund shall be diversified both as to fixed income and equity securities. These include U.S. Treasury Obligations, Bankers' Acceptances, Certificate of Deposit, Repurchase Agreements, Mortgage and Asset Backed Securities, Corporate Bonds, Commercial Paper, Real Estate Investment Trusts (REIT), Convertible Debentures and Preferred Stocks and Common Stocks of both U.S. and foreign based corporations, Mutual Trust and other securities. Issues shall be researched, and shall be selected on the basis of investment appropriateness.

Money market investments held in the Fund seek to provide liquidity, stability of capital, and a competitive level of income.

Fixed income securities are utilized in an attempt to provide a consistent, competitive stream of income while working to reduce or stabilize the overall volatility of the Fund.

Equity securities seek to provide growing streams of income, and are therefore a method of maintaining or possibly increasing the purchasing power in the Fund as well as increasing capital value of the Fund over the long-term.

ASSET ALLOCATION

Subject to the following guidelines, the Adviser shall have full discretion in investment decisions.

Asset Allocation Guidelines:

Type	Range
Money Markets	0% - 10%
Core Fixed Income	20% - 40%
High Yield Bonds	0% - 10%
Total Fixed Income	20% - 60%
Domestic Core Equities	15% - 35%
Domestic Small-cap Equities	0% - 10%
International Equities	5% - 15%
REITs	0% - 10%
Total Equities	20% - 70%

Should the guidelines be violated due to involuntary action (such as market declines or advances, gifts, bequests, etc.) the account may be adjusted as market conditions and outlook for the securities dictate. We would anticipate these asset allocation guidelines to be implemented gradually and completed within one year of the date of this Investment Policy.

GUIDELINES

Cash & Equivalents:

The cash portion of the Fund may be invested in U.S. Treasury Obligations, Commercial Paper, other money market instruments rated A-1/P-1 by Moody's or Standard and Poor's at the time of purchase, respectively and money market Funds. At the time of purchase, no issue shall constitute more than 5 percent of the total value of the Fund under normal conditions, except U.S. Treasury Obligations and money market Committee.

Bonds: (excluding private placements, real estate and convertible securities)

Generally, No single industry group, as defined by Standard and Poor's, shall constitute more than 20 percent of the bond portfolio under normal market conditions; and, no single issuer shall constitute more than 5 percent of the total portfolio at the time of purchase.

Equities: (including Convertible Securities but excluding mutual Funds)

1. Allocation to any one economic sector will generally not be excessive, but rather consistent relative to the broad equity market.
2. Generally, no single equity security shall represent more than 10 percent of the equity portion of the Fund at the time of purchase. The minimum number of equities held shall be 20.

The Fund may also be invested in foreign securities, mutual funds of U.S. or foreign securities in above asset classes. Mutual funds should be invested in accordance with their individual prospectus.

OTHER RESTRICTIONS (Excluding Alternative Investments & Mutual Funds)

As part of investment strategy, Adviser may not knowingly:

1. Use margin or otherwise borrow Funds for the acquisition of any security.

2. Engage in purchase or sale of futures or options, commodities, commodity contracts, or illiquid interest in real estate or mortgages, common stock in non-public companies, letter or restricted stock.
3. Engage in short sales or leveraged transactions.

PERFORMANCE REVIEW AND EVALUATION

Although the investment objectives of long-term growth of capital and income may not be achieved each quarter or each year, it is expected that they will be achieved over capital market and business cycles. A normal capital market and business cycle should include both bull and bear market years. Investment performance of different asset classes should be compared versus their respective benchmarks as detailed below and peer group when available.

<u>Asset Class</u>	<u>Benchmark</u>
<i>Core Fixed Income</i>	<i>Lehman Intermediate Government Credit Index</i>
<i>High Yield Bonds</i>	<i>Lehman Corporate High Yield Index</i>
<i>Domestic Large Cap Core Equities</i>	<i>S&P 500 Index</i>
<i>Domestic Small Cap Equities</i>	<i>Russell 2000 Growth Index</i>
<i>International Equities</i>	<i>MSCI All Country Ex-US Index</i> <i>MSCI Gross EAFE</i>
<i>REITs</i>	<i>NAREIT Equity Index</i>

SPENDING PAYOUT PROCEDURES

To maintain the economic value of the endowments, the total return must be equal to or greater than the combination of inflation and endowment spending. The spending rate shall be adjusted periodically to ensure a proper balance among these factors. Spendable income from the organization's endowments shall be based on a maximum of 5% rolling three-year average of the market value of the endowments in existence for a minimum of one fiscal year. The payout per unit of endowment investment will be evaluated as of the end of each fiscal year to determine the average market value. This policy will be reviewed at least every triennium.

From time to time, income from investments may exceed budgetary needs. In this case, the excess will be added to endowment principal in order to increase its purchasing power in future years.

Earning assets are defined as the sum of all securities managed by the investment adviser(s), venture capital investments, and other investments, including direct and indirect investments in real estate. Income earned from the lending of securities will be treated as part of total investment income.

MEETINGS AND REPORTS

The Adviser will send reports to the Committee periodically, including an annual visit to the board, quarterly reports. These reports will include a complete list of assets with latest values, estimated annual income, bond quality and maturity schedule, and the industry diversification of the equity portion of the Fund.

Upon request, meetings shall be held with the Committee to review these reports and to discuss the outlook for the economy and the securities markets as they relate to the Fund.

Any modification of these general objectives and policies may only be made by mutual agreement, in writing, between the Committee and the Adviser.

Accepted by (CRD):

By: _____ Date: _____
NAME

Accepted by (Adviser):

By: _____ Date: _____
NAME

Revisions

<u>Revision</u>	<u>Date</u>	<u>Comments</u>
Major update	2006	1. Changed asset-allocation guidelines
Major update	2009	1. Combined investment guidelines with payout guidelines

CRD-Council for Resource Development
Profit & Loss Prev Year Comparison
 January 1 through October 12, 2009

9:37 AM
 10/12/09
 Cash Basis

	Jan 1 - Oct 12, 09	Jan 1 - Oct 12, 08	\$ Change	% Change
Ordinary Income/Expense				
Income				
4100 · PROGRAM REVENUE				
4175 · Webinar	26,060.00	11,160.00	14,900.00	133.5%
4120 · National Conference				
4121 · National Conf 2009	157,690.00	0.00	157,690.00	100.0%
4120 · National Conference - Other	47,457.73	260,429.00	-212,971.27	-81.8%
Total 4120 · National Conference	205,147.73	260,429.00	-55,281.27	-21.2%
4125 · Regional Activity	53,699.00	126,853.00	-73,154.00	-57.7%
4130 · Benefactor Awards	3,750.00	4,548.70	-798.70	-17.6%
4140 · Executive Institute	9,400.00	8,450.00	950.00	11.2%
4150 · Senior Symposium	21,039.00	46,327.81	-25,288.81	-54.6%
4155 · Alumni Development Wkshp	19,160.00	47,455.00	-28,295.00	-59.6%
4160 · Specialist Training Progs	22,900.00	27,899.00	-4,999.00	-17.9%
4170 · Presidents Workshop	17,806.00	24,950.00	-7,144.00	-28.6%
4185 · Entrepreneurial Training	650.00	0.00	650.00	100.0%
Total 4100 · PROGRAM REVENUE	379,611.73	558,072.51	-178,460.78	-32.0%
4300 · PUBLICATIONS REVENUE				
4310 · Federal Funding Task Force Rpts	2,505.50	1,223.71	1,281.79	104.8%
4330 · Resource Papers	1,570.94	333.00	1,237.94	371.8%
4340 · Mailing Labels	2,500.00	1,000.00	1,500.00	150.0%
4350 · Dispatch	5,050.00	1,292.50	3,757.50	290.7%
Total 4300 · PUBLICATIONS REVENUE	11,626.44	3,849.21	7,777.23	202.1%
4400 · MEMBERSHIP DUES				
4410 · Regional Apportionment Income	11,360.00	14,840.00	-3,480.00	-23.5%
4400 · MEMBERSHIP DUES - Other	248,070.00	225,535.00	22,535.00	10.0%
Total 4400 · MEMBERSHIP DUES	259,430.00	240,375.00	19,055.00	7.9%
4500 · DONATIONS				
4510 · Unrestricted Donations	277.76	458.32	-180.56	-39.4%
4515 · Temp Restricted Donations	0.00	390.00	-390.00	-100.0%
4520 · Perm Restricted Donations	155.00	0.00	155.00	100.0%
Total 4500 · DONATIONS	432.76	848.32	-415.56	-49.0%
4900 · MISCELLANEOUS				
Total Income	651,100.93	803,238.07	-152,137.14	-18.9%
Expense				
5154 · Region 4-6 Conf. 2009	51,060.57	0.00	51,060.57	100.0%

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5100 · PROGRAM EXPENSES				
5175 · Webinars	7,816.29	6,839.33	976.96	14.3%
5165 · Alumni Workshop	12,920.98	26,929.04	-14,008.06	-52.0%
5110 · Benefactor Awards	10,013.66	18,064.56	-8,050.90	-44.6%
5115 · Scholarships	0.00	3,600.00	-3,600.00	-100.0%
5130 · Executive Institute	0.00	117.00	-117.00	-100.0%
5150 · National Conferences	42,881.73	9,439.13	33,442.60	354.3%
5155 · Regional Activity	62,397.37	141,787.12	-79,389.75	-56.0%
5160 · Presidents' Workshop	18,894.55	32,701.99	-13,807.44	-42.2%
5170 · Specialist Training Progs	11,319.18	15,493.26	-4,174.08	-26.9%
5180 · Senior Symposium	13,079.19	22,284.12	-9,204.93	-41.3%
5185 · Entrepreneurial Training	1,789.96	6,677.71	-4,887.75	-73.2%
Total 5100 · PROGRAM EXPENSES	181,112.91	283,933.26	-102,820.35	-36.2%
5300 · PUBLICATIONS				
5310 · Dispatch	25,336.53	23,140.53	2,196.00	9.5%
5320 · FFTF	7,503.90	5,000.20	2,503.70	50.1%
5350 · Resource Papers	4,967.77	2,366.81	2,600.96	109.9%
Total 5300 · PUBLICATIONS	37,808.20	30,507.54	7,300.66	23.9%
5400 · BOARD EXPENSES				
5415 · Meetings & Meals	22,023.62	8,424.10	13,599.52	161.4%
5425 · President	3,177.01	3,167.40	9.61	0.3%
5430 · VP/Pres-Elect	1,490.08	5,436.86	-3,946.78	-72.6%
5431 · Immediate Past President	119.62	10,435.17	-10,315.55	-98.9%
5435 · VP Finance	0.00	389.15	-389.15	-100.0%
5460 · Donations	50.00	101.30	-51.30	-50.6%
Total 5400 · BOARD EXPENSES	26,860.33	27,953.98	-1,093.65	-3.9%
5600 · NATIONAL OFFICE EXPENSES				
5651 · Unemployment Benefits	0.00	7,180.00	-7,180.00	-100.0%
5695 · Bank Charges	6.00	-13.65	19.65	144.0%
5612 · Investment Expenses	507.69	585.70	-78.01	-13.3%
5610 · Accounting Services				
5611 · Merchant Account Fees	9,058.51	12,191.18	-3,132.67	-25.7%
5610 · Accounting Services - Other	31,908.04	14,609.74	17,298.30	118.4%
Total 5610 · Accounting Services	40,966.55	26,800.92	14,165.63	52.9%
5613 · D&O Insurance	0.00	2,968.00	-2,968.00	-100.0%
5614 · Membership/Dues/Mktg	1,000.36	3,532.16	-2,531.80	-71.7%
5615 · Copying - Miscellaneous	45.90	1,010.26	-964.36	-95.5%
5620 · Council Dues	7,196.00	6,827.00	369.00	5.4%
5623 · Local Travel Reimbursement	1,205.00	1,545.00	-340.00	-22.0%
5625 · Outside Services	9,671.77	10,699.00	-1,027.23	-9.6%
5630 · Equipment/Supplies	3,445.08	4,441.55	-996.47	-22.4%
5635 · Fringe Benefits	14,619.88	16,095.13	-1,475.25	-9.2%
5640 · Retirement Benefits	8,805.81	7,754.00	1,051.81	13.6%
5645 · Temp Help	3,997.49	4,615.80	-618.31	-13.4%

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10/12/09

Cash Basis

CRD-Council for Resource Development Profit & Loss Prev Year Comparison January 1 through October 12, 2009

	Jan 1 - Oct 12, 09	Jan 1 - Oct 12, 08	\$ Change	% Change
5650 · Payroll	150,313.40	133,559.60	16,753.80	12.5%
5655 · Payroll Taxes	11,587.60	10,696.66	890.94	8.3%
5660 · Phone Bills	3,563.65	3,348.37	215.28	6.4%
5665 · Rent	0.00	3,048.00	-3,048.00	-100.0%
5666 · Future Rent	12,685.28	13,592.38	-907.10	-6.7%
5665 · Rent - Other	12,685.28	16,640.38	-3,955.10	-23.8%
Total 5665 · Rent	11,024.14	15,741.82	-4,717.68	-30.0%
5670 · Staff Travel & Meals	2,039.00	2,094.00	-55.00	-2.6%
5675 · Workers Comp/Prop Liab	336.85	5,630.57	-5,293.72	-94.0%
5680 · Website/Listserv	13,091.36	17,101.79	-4,010.43	-23.5%
5685 · Tech Support	500.22	1,381.93	-881.71	-63.8%
5690 · Postage / shipping	0.00	33.37	-33.37	-100.0%
5699 · Miscellaneous	296,609.03	293,089.36	3,519.67	1.2%
Total 5600 · NATIONAL OFFICE EXPENSES	11,360.00	14,840.00	-3,480.00	-23.5%
5900 · REGIONAL APPORTIONMENTS	0.00	134.73	-134.73	-100.0%
6999 · Uncategorized Expenses	604,811.04	657,638.87	-52,827.83	-8.0%
Total Expense	46,289.89	145,599.20	-99,309.31	-68.2%
Net Ordinary Income				
Other Income/Expense				
Other Income				
4600 · INVESTMENT INCOME				
4610 · Interest Income	610.49	3,595.80	-2,985.31	-83.0%
4620 · Dividend Income	7,050.31	9,884.86	-2,834.55	-28.7%
4630 · Capital Gains (Losses)	-195,042.79	0.00	-195,042.79	-100.0%
Total 4600 · INVESTMENT INCOME	-187,381.99	13,480.66	-200,862.65	-1,490.0%
Total Other Income	-187,381.99	13,480.66	-200,862.65	-1,490.0%
Net Other Income	-187,381.99	13,480.66	-200,862.65	-1,490.0%
Net Income	-141,092.10	159,079.86	-300,171.96	-188.7%

CRD-Council for Resource Development
Profit & Loss Budget vs. Actual
 January through December 2009

	<u>Jan - Dec 09</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4100 - PROGRAM REVENUE				
4175 - Webinar	26,060.00	21,000.00	5,060.00	124.1%
4120 - National Conference				
4121 - National Conf 2009	157,690.00			
4120 - National Conference - Other	47,457.73	335,030.00	-287,572.27	14.17%
Total 4120 - National Conference	<u>205,147.73</u>	<u>335,030.00</u>	<u>-129,882.27</u>	<u>61.23%</u>
4125 - Regional Activity	53,699.00	100,000.00	-46,301.00	53.7%
4130 - Benefactor Awards	3,750.00	26,500.00	-22,750.00	14.15%
4140 - Executive Institute	9,400.00			
4150 - Senior Symposium	21,039.00	31,900.00	-10,861.00	65.95%
4155 - Alumni Development Wkshp	19,160.00	37,150.00	-17,990.00	51.58%
4160 - Specialist Training Progs	22,900.00	32,500.00	-9,600.00	70.46%
4170 - Presidents Workshop	17,806.00	25,250.00	-7,444.00	70.52%
4185 - Entrepreneurial Training	650.00	10,000.00	-9,350.00	6.5%
Total 4100 - PROGRAM REVENUE	<u>379,611.73</u>	<u>619,330.00</u>	<u>-239,718.27</u>	<u>61.29%</u>
4300 - PUBLICATIONS REVENUE				
4310 - Federal Funding Task Force Rpts	2,505.50	3,500.00	-994.50	71.59%
4330 - Resource Papers	1,570.94	1,000.00	570.94	157.09%
4340 - Mailing Labels	2,500.00	1,000.00	1,500.00	250.0%
4350 - Dispatch	5,050.00	5,000.00	50.00	101.0%
Total 4300 - PUBLICATIONS REVENUE	<u>11,626.44</u>	<u>10,500.00</u>	<u>1,126.44</u>	<u>110.73%</u>
4400 - MEMBERSHIP DUES				
4410 - Regional Apportionment Income	11,360.00			
4400 - MEMBERSHIP DUES - Other	248,070.00	322,000.00	-73,930.00	77.04%
Total 4400 - MEMBERSHIP DUES	<u>259,430.00</u>	<u>322,000.00</u>	<u>-62,570.00</u>	<u>80.57%</u>
4500 - DONATIONS				
4510 - Unrestricted Donations	277.76			
4520 - Perm Restricted Donations				
4520 - Perm Restricted Donations - Other	155.00			
Total 4520 - Perm Restricted Donations	<u>155.00</u>			
Total 4500 - DONATIONS	<u>432.76</u>			
Total Income	<u>651,100.93</u>	<u>951,830.00</u>	<u>-300,729.07</u>	<u>68.41%</u>
Expense				
5154 - Region 4-6 Conf. 2009	51,060.57			
5100 - PROGRAM EXPENSES				

CRD-Council for Resource Development
Profit & Loss Budget vs. Actual
January through December 2009

	<u>Jan - Dec 09</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
5175 · Webinars	7,816.29	5,250.00	2,566.29	148.88%
5165 · Alumni Workshop	12,920.98	15,450.00	-2,529.02	83.63%
5110 · Benefactor Awards	10,013.66	39,872.00	-29,858.34	25.12%
5150 · National Conferences	42,881.73	209,070.00	-166,188.27	20.51%
5155 · Regional Activity	62,397.37	100,000.00	-37,602.63	62.4%
5160 · Presidents' Workshop	18,894.55	23,000.00	-4,105.45	82.15%
5170 · Specialist Training Progs	11,319.18	13,400.00	-2,080.82	84.47%
5180 · Senior Symposium	13,079.19	8,000.00	5,079.19	163.49%
5185 · Entrepreneurial Training	1,789.96	3,000.00	-1,210.04	59.67%
Total 5100 · PROGRAM EXPENSES	181,112.91	417,042.00	-235,929.09	43.43%
5300 · PUBLICATIONS				
5310 · Dispatch	25,336.53	25,000.00	336.53	101.35%
5320 · FFTF	7,503.90	14,000.00	-6,496.10	53.6%
5350 · Resource Papers	4,967.77			
Total 5300 · PUBLICATIONS	37,808.20	39,000.00	-1,191.80	96.94%
5400 · BOARD EXPENSES				
5415 · Meetings & Meals	22,023.62	18,000.00	4,023.62	122.35%
5420 · Supplies	0.00	500.00	-500.00	0.0%
5425 · President	3,177.01	12,000.00	-8,822.99	26.48%
5430 · VP/Pres-Elect	1,490.08	3,000.00	-1,509.92	49.67%
5431 · Immediate Past President	119.62	2,000.00	-1,880.38	5.98%
5435 · VP Finance	0.00	500.00	-500.00	0.0%
5450 · VP Regional Directors	0.00	250.00	-250.00	0.0%
5460 · Donations	50.00	250.00	-200.00	20.0%
Total 5400 · BOARD EXPENSES	26,860.33	36,500.00	-9,639.67	73.59%
5600 · NATIONAL OFFICE EXPENSES				
5695 · Bank Charges	6.00			
5612 · Investment Expenses	507.69			
5610 · Accounting Services				
5611 · Merchant Account Fees	9,058.51	10,000.00	-941.49	90.59%
5610 · Accounting Services - Other	31,908.04	23,000.00	8,908.04	138.73%
Total 5610 · Accounting Services	40,966.55	33,000.00	7,966.55	124.14%
5613 · D&O Insurance	0.00	3,200.00	-3,200.00	0.0%
5614 · MembershipDues/Mktg	1,000.36	5,415.00	-4,414.64	18.47%
5615 · Copying - Miscellaneous	45.90	1,000.00	-954.10	4.59%
5620 · Council Dues	7,196.00	5,600.00	1,596.00	128.5%
5623 · Local Travel Reimbursement	1,205.00	2,300.00	-1,095.00	52.39%
5625 · Outside Services	9,671.77	1,000.00	8,671.77	967.18%
5630 · Equipment/Supplies	3,445.08	5,500.00	-2,054.92	62.64%
5635 · Fringe Benefits	14,619.88	24,420.00	-9,800.12	59.87%

CRD-Council for Resource Development
Profit & Loss Budget vs. Actual
January through December 2009

	<u>Jan - Dec 09</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
5640 · Retirement Benefits	8,805.81	12,700.00	-3,894.19	69.34%
5645 · Temp Help	3,997.49			
5650 · Payroll	150,313.40	196,453.00	-46,139.60	76.51%
5655 · Payroll Taxes	11,587.60	19,640.00	-8,052.40	59.0%
5660 · Phone Bills	3,563.65	3,200.00	363.65	111.36%
5665 · Rent				
5665 · Rent - Other	12,685.28	19,800.00	-7,114.72	64.07%
Total 5665 · Rent	12,685.28	19,800.00	-7,114.72	64.07%
5670 · Staff Travel & Meals	11,024.14	17,500.00	-6,475.86	63.0%
5675 · Workers Comp/Prop Liab	2,039.00	2,290.00	-251.00	89.04%
5680 · Website/Listserv	336.85	2,500.00	-2,163.15	13.47%
5685 · Tech Support	13,091.36	31,950.00	-18,858.64	40.98%
5690 · Postage / shipping	500.22	2,500.00	-1,999.78	20.01%
5699 · Miscellaneous	0.00	500.00	-500.00	0.0%
Total 5600 · NATIONAL OFFICE EXPENSES	296,609.03	390,468.00	-93,858.97	75.96%
5900 · REGIONAL APPORTIONMENTS	11,360.00			
Total Expense	604,811.04	883,010.00	-278,198.96	68.49%
Net Ordinary Income	46,289.89	68,820.00	-22,530.11	67.26%
Other Income/Expense				
Other Income				
4600 · INVESTMENT INCOME				
4610 · Interest Income	610.49			
4620 · Dividend Income	7,050.31			
4630 · Capital Gains (Losses)	-195,042.79			
Total 4600 · INVESTMENT INCOME	-187,381.99			
Total Other Income	-187,381.99			
Net Other Income	-187,381.99	0.00	-187,381.99	100.0%
	<u>-141,092.10</u>	<u>68,820.00</u>	<u>-209,912.10</u>	<u>-205.02%</u>

CRD Membership Totals:

2009: includes lifetime, regular membership, +3 membership, honorary, emeritus and affiliate memberships: Total: 1580

2008: includes lifetime, regular membership, +3 membership, honorary, emeritus and affiliate memberships: Total: 1781

2010 DRAFT BUDGET			2,009.00	2009 Actual	2010 Budget w/ 2% salary increase	Notes
			Approved Budget-with cost cuts	as of October 31		
Income						
	4100 · PROGRAM REVENUE					
		4120 · National Conference	361,100	295,597	308,550	
		4125 · Regional Activity	100,000	53,699	50,000	
		4130 · Benefactor Awards	21,500	3,750	0	rolled into National Conference Budget
		4140 · Executive Institute	12,800	12,950	0	hold PFW here instead
		4150 · Summer Symp (plnd givg)	26,250	21,039	32,000	formula:50@\$485 5 @550. \$5K in sponsorship-held on college campus/hotel under \$100/room
		4155 Alumni Development	35,000	19,601	0	
		4160 · Specialist Training Progs	32,500	22,900	30,000	20 @ \$1500
		4170 · Presidents Workshop	20,250	17,806	25,250	20@\$800, 5@\$850 and 5\$K sponsor (hold w/Nat Conf)
		Webinars	21,000	26,060	49,875	175 registrations @ \$285 (package of 3 webinars=1 registration)
		4185 · Entrepreneurial Training	10,000	650	6,000	
	Total 4100 · PROGRAM REVENUE		640,400	474,052	501,675	
	4300 · PUBLICATIONS REVENUE					
		4310 · Federal Funding Task Force Rpts	3,500	2,505	2,500	sales & sponsorship
		4330 · Resource Papers	1,000	1,636	200	sales
		4340 · email ads/mailling labels	1,000	2,500	2,000	email ads sales
		4350 · Dispatch	5,000	5,750	9,000	ad sales
		4351 Web Ads/other	0	0	5,000	Web ads/Webinar sponsorships
	Total 4300 · PUBLICATIONS REVENUE		10,500	12,391	18,700	
	4400 · MEMBERSHIP DUES					
		4410 · Regional Apportionment Income	15,000		12,300	(1230 members @ \$10 pp)
		4400 · MEMBERSHIP DUES - Other	322,000		284,590	

	Total 4400 · MEMBERSHIP DUES		337,000	330,120	296,890	-implement earlybird rate.
	4500	Donations				
		4510 Unrestricted	0	278	0	
		4515 Temp restricted	0	240	0	
		4520 Perm restricted	0	155	0	
	Total 4500 Donations		0	673	0	
			0			
	4600	Investment Income	0			
		4610 Interest Income	0		0	
		4620 Dividend Income	0		0	
	Total 4600 Investement Income		0		0	
	4900 Miscellaneous		0		0	
	Total Income		987,900	817,236	817,265	
	Expense					
	5100 · PROGRAM EXPENSES					
		5110 · Benefactor Awards	39,872	10,014	0	rolled into National Conference Budget
		5130 · Executive Institute	10,850	0	0	
		5150 · National Conference	232,300	42,918	234,495	
		5155 · Regional Activity	100,000	63,772	50,000	
		5160 · Presidents' Workshop	24,000	18,895	16,575	
		5165 Alumni Development	16,450	12,921	0	
		5170 · Specialist Training Progs	13,400	11,384	15,500	
		5180 · (Sumr Symp)(plnd gving	9,000	13,079	15,250	
		5175 Webinars	5,250	7,816	15,000	30% of revenue (based on 2009 calculations)
		5185 · Entrepreneurial Training	3,000	1,790	1,500	
	Total 5100 · PROGRAM EXPENSES		454,122	182,588	348,320	
	5300 · PUBLICATIONS					
		5310 · Dispatch Newsletter	25,000	25,337	25,000	

		5320 · FFTF	14,000	7,504	6,350	cut publication from 430 to 215(already cut from 1600)
		5350 · Resource Papers	3,000	4,968	3,000	
	Total 5300 · PUBLICATIONS		54,000	37,808	34,350	
		5154 Region 4-6 Conf 2009		51,061	0	
	5400 · BOARD EXPENSES					
		5415 · Meetings & Meals	28,000	16,320	10,000	
		5420 · Supplies	500	0	500	
		5425 · President	14,500	3,177	5,000	
		5430 · VP/Pres-Elect	5,000	1,490	4,500	
		5431 Immediate past presiden	3,000	120	4,500	
		5435 · VP Finance	1,000	0	500	
		5440 · VP/Mktg/Dev (incl. research)	0	0	0	
		5450 · VP Regional Directors	250	0	250	
		5460 · Donations/gifts	250	50	250	
	Total 5400 · BOARD EXPENSES		52,500	21,157	25,500	
	5651	Unemployment benefits	0	350	0	
	5600 · NATIONAL OFFICE EXPENSES					
		bank charges	0	6	0	
		Investment expenses	0	508	0	
		5611 · Merchant Account Fees	10,000	9,059	10,000	
		5610 · Accounting Services - Other	23,000	31,908	35,000	
		5613 · D&O Insurance	3,200	1,466	1,466	new company
		5614 · MembershipDues/Mktg	7,415	3,401	2,000	
		5615 · Copying - Miscellaneous	1,000	46	1,000	
		5620 · Council Dues	5,600	7,196	6,000	AACC/CFRE/ACE/ASAE
		5623 · Local Travel Reimbursement	2,300	1,400	2,300	
		5625 · Outside Services	1,000	15,375	500	
		5630 · Equipment/Supplies	5,500	3,785	4,000	includes computer replacement

		5635 · Fringe Benefits	27,420	17,684	28,220	
		5640 · Retirement Benefits	11,788	9,555	12,094	
		5645 Temp Help	0	3,997	0	
		5650 · Payroll	196,453	150,313	201,574	
		5655 · Payroll Taxes	19,640	11,588	20,157	
		5660 · Phone Bills	3,200	3,838	4,600	
		5665 · Rent	19,800	14,443	21,600	1800/mo
		5666 · Reserves	9,310	0	0	
		5670 · Staff Travel & Meals	25,000	11,339	12,000	
		5675 · Workers Comp/Prop Liab	2,290	2,039	2,290	
		5680 · Website / Listserv	2,500	337	0	
		5685 · Technology support	31,950	16,677	30,000	includes webpage design
		5690 · Postage / shipping	2,500	594	1,000	
		5699 · Miscellaneous	500	0	500	
	Total 5600 · NATIONAL OFFICE EXPENSES		412,278	316,554	396,301	
	5900 · REGIONAL APPORTIONMENTS		15,000	11,360	12,300	
	6999 Uncategorized expenses		0		0	
Total Expense			987,900	620,878	816,771	
	DIFFERENCE		0	196,358	494	

Hotel Committee -Site Selection for 2013

The committee received proposals from several hotels in DC, VA and MD. We went through and got rid of the ones that didn't have enough rooms (sleeping and meeting rooms) or the dates that were requested were not met.

Committee members: Lisa Skari, Joan Suchorski and Mary Ann Amelang

The final selections were the top 4: two in DC, one in MD and one in VA.

Each hotel looked pretty good in their initial proposal, see attached spreadsheet.

Gaylord National only had one week and was not even flexible about any other dates. It's a got a great location- on the water, 8 places to eat, 4 shopping boutiques and minutes by shuttle to DC. Big drawback- haven't heard anything positive just yet about it as they are new and are still working out the kinks that come with being a new hotel. They do add an additional "resort fee" to the bill but it does give you a lot of access.

Hilton Washington is undergoing some renovations and they didn't give an end date with their renovations. It is very worn looking. They have a good reputation for customer service but a little inflexible with dates unless they were assured they would get the business.

Hyatt Regency Crystal City is an urban hotel in the middle of Crustal City. Nice location, not a lot of entertainment nearby but just four blocks from the Metro. Looks good, very busy but with only 684 rooms could potentially be a problem if we have a lot of attendees or the hotel has another group coming in.

Hyatt Regency Capitol Hill is a hotel known to everyone. They will be renovating their ballroom area in 2010 so that when we come back in 2011, it will be completely upgraded and modern and will be adding in Wi-Fi in the ballroom area. They know our conference and our attendees, have been very helpful with working with us for the 2009 conference.

Recommendation:

- **Sign again with the Hyatt Regency thru 2013 and 2014.**
- **Revisit hotel selection again in 2011 for 2015 and beyond as competition for our business will be really quite interesting in the years to come as the hotel industry recovers from the economic downturn.**
- **Use the services of a professional meeting planner for site recommendation and selection. They know the hotels to find, what to negotiate for and really drive home the good deal for attendees.**

Board Reports

CRD Report – November 2009
John Rainone – Vice President for the Annual Conference

Theme and Logo:



Keynote Sessions:

Dr. Freeman Hrabowski, III, President of the University of Maryland, Baltimore County
“Leadership Strategies for Resource Development in Challenging Times”

Glenn Cummings, Deputy Assistant Secretary, Office of Vocational and Adult Education, US DOE
“The Challenges and Opportunities of the American Graduation Initiative”

Registration Info:

As of October 23, registrations were at 490...15% over our goal of 425.

Pre-cons:

- 110 registrations with nine sessions scheduled, eight with at least 8 registrations. One cancelled
- NSF workshop is 22 registrations

Executive Institute:

- 44 participants...an increase of 20 from last year.

Benefactors Banquet

Federal Funding Task Force

Program and Sessions:

- 45 breakout sessions on donor development, stewardship, annual giving, employee campaigns, foundation board development, endowment management, major giving, capital campaigns, ethics and marketing/branding
- 38 breakout sessions on grant funding, grant development, grant management, grant compliance, ethics and federal agency technical workshops
- 19 breakout sessions designed for community college Presidents
- 17 breakout sessions focused on alumni
- 33 Roundtable session in two timeslots

Sponsors and Exhibitors:

10 conference sponsors including Datatel as the full conference sponsor

24 Exhibitors...up three from last year

Program/Region: Regional Services

Director reporting: Adrienne Price, VP for Regional Services

The directors and directors-elect from all ten regions participated in monthly conference calls. The dates were: 12/8, 1/5, 2/2, 3/2, 4/6, 5/4, 6/8, 8/3, 9/14, and 11/2. Conference calls began at 11am PST. Three regional conferences (representing five regions) were held in March; one was held in May; one was held in June; and one was held in August. One regional conference (representing two regions) was cancelled. All regions will hold regional meetings at the annual conference. All regions have selected benefactors and will honor them at the annual benefactors' banquet. Many regions have awarded scholarships to members for various CRD programs. See each Regional Director's board report for further details.

Program/Region: VP for Finance

Director reporting: Kim Sturgeon

The CRD Finance Committee met monthly for the 2nd half of the year. Significant accomplishments included:

- Monthly monitoring of 2009 budget-to-actual report (most recent attached);
- Monthly monitoring of 2009 Memberships (comparison report attached);
- Development of a balanced 2010 budget based on budget assumptions provided by the Executive Committee (both documents attached);
- Approval and release of an updated RFP for Audit Services;
- Approval and recommendation of three new policies required for IRS 990 compliance: Whistleblower, Conflict of Interest and Investment Policies.

Program/Region: Research and Publications

Director reporting: Julie Erickson, VP for Research and Publications

New Century Resource Papers

- Published - #17 *The Change from a Community College to a State College* by Phyl Renninger, Ph.D., GPC, and Jennifer Peterson, GPC
- Submitted for Publication - #18 *Exploring Factors that Impact Success in Community College Fundraising* by Para M. Jones, Ph.D., Edited by Joe Stiso
- Invited - #19 Topic – Grant Management Best Practices (exact title to be determined) by Liz Gombash and Sandy Hawkins
- Invited - #20 Topic – Foundation Board Orientation and Development Practices (exact title to be determined) by Gordon Binek, CFRE, and Justin Forde

Dispatch – Laurie McQuay-Peninger, Editor, and Joe Stiso, Assistant Editor

- Published – Winter 2009 – *Wrangling Support from Unusual Places – Partnerships Yield Big Rewards*
- Published – Spring/Summer 2008 – *Every Drop Counts – Community Colleges Leading Efforts to Green America*
- Published – Fall 2009 President's Issue – *Foundations for Success – Presidents Speak on Organizational Best Practices for Resource Development*
- 2010 Themes –
 - Winter 2010 – Student/Faculty Engagement
 - Spring/Summer 2010 - TBD
 - Fall 2010 – President's Issue: Economic Stimulus

2010 Dispatch Schedule

NLT = Not Later Than	WINTER 2010	SPRING/SUMMER 2010	FALL 2010	WINTER 2011
Theme	Student/Faculty Engagement	Global Citizenship & International Education	Presidents Issue: Economic Stimulus	
Colors	PMS 655 (dark blue) & PMS 319 (aqua)	7479 (dark green) and 655 (pumpkin orange)	TBD	
Marketing for next CRD programs	22-Oct-09	10-Feb-10	2-Jun-10	22-Oct-10
Articles DUE to Editor	30-Oct-09	15-Feb-10	4-Jun-10	29-Oct-10
Ad space reserved by	29-Oct-09	15-Feb-10	13-Jun-10	29-Oct-10
Ad copy due to Stephanie	1-Dec-09	22-Feb-10	21-Jun-10	15-Nov-10
copy to Designer	1-Dec-09	26-Feb-10	14-Jun-10	15-Nov-10
Begin Reading Drafts	10-Dec-09	12-Mar-10	25-Jun-10	29-Nov-10
Layout to Printer	11-Jan-10	22-Mar-10	12-Jul-10	12/15/2010
Mail to Members	21-Jan-10	1-Apr-10	NLT 8/15/10	3-Jan-11
Desk Date Goal for all mbrs	25-Jan-10	10-Apr-10	NLT 8/30/10	1/31/2011
Relevant Event for Ads/Mkting	Specialist Training 2010- ads for regional conferences - save the dates for summer events, save the date for 2010 Nat Conf	full marketing for SS10, Save the date:Annual Conference, Ad for Regional Conferences	National Conference (Nov 1-6)- Specialist Training 2011	Specialist Training 2011 - ads for regional conferences - save the date for summer events
Relevant Event Date	see calendar of events	see calendar of events		see calendar of events
Picture Perfect Photo Spread	National Conference	Regional Conferences	Regional Conferences	National Conference ?
		Annual Conference	Specialist Training	
			Summer Events	
Holiday / Event Marker	Articles B4 Halloween	Articles b4 Ground Hog's Day	Articles B4 Sr Symposium	Articles B4 Halloween
	B4 National Conference	Desk B4 Spring Break	Fourth of July	B4 National Conference

To Printer B4 Christmas Break
(not sure we can do this)

To Printer B4 Christmas
Break

Program/Region: Region III

Director reporting: Michelle Jamieson

Region III had the opportunity to join with Regions I and II for a tri-regional conference in Atlantic City, New Jersey in March, 2009.

Total members as of October 1: 163

Fund balance as of September 30: \$290.71

Program/Region: IV

Director reporting: Patrick Eaton

- Assembled a four person committee to review scholarship applications for specialist training, regional conference, summer symposium and national conference.
- Provided two \$1,300 scholarships for specialist training.
- Assembled a three person committee to review Benefactor of the year nominations.
- Successfully selected the Region IV Benefactor of the year Charles L. and Patricia M. Blount Family. Mr. Charles Clemons of Santa Fe College in Florida made the nomination.
- Began preliminary planning for a regional conference – selected a city, committee and time.
- Routinely email information to all Region IV members.
- Send updated database information to Allan Jimenez.
- After careful consideration and numerous travel cut backs experienced by Region IV's members the regional conference was cancelled.
- Currently working with Region VI Director on possible fundraising efforts in lieu of the cancellation of the Regional Conference.
- Selection committee sought applications for individuals interested in attending the National Conference.
- Selection committee awarded on \$500.00 scholarship
- Making plans to have a joint Regional meeting dinner with Region VI.
- As of 10/20/2009 membership in Region IV was 285 members.

Program/Region: Region V

Directors reporting: Wendy Lawson and Krissa Rumsey

Membership:

- 271

Financials:

- Current fund balance for the region is \$12,570.87 as of 9/30/09

Regional Conference:

- We had an outstanding regional conference on June 20 and 21 hosted by Oakton Community College near Chicago. With 64 registered it was our largest ever. Many thanks to Carly Drummer and Roxann Marshburn for organizing a great conference.

Benefactor Award:

- Fred De Hann chaired the benefactor committee
- Kathleen Guy's Northwestern CC in Traverse City MI donors Dudley and Barbara Smith are this year's recipients.

Scholarships:

- One \$500 scholarship to the specialist training
- Five scholarships to the national conference to cover registration fees (\$525 each)
- Thank you to Karen Saunders who has been chairing the scholarship committee.

Acknowledgements:

- Rebecca Polar agreed to the region V sponsorship member
- Kristen Culp is on the regional boundary sub-committee.

Regional Communication:

- E-newsletter, compiled by Beth Kohler of Monroe County CC Foundation, is sent at least twice a year (Fall and spring)
- Director updates are sent electronically as needed (2-3 times over the past year, usually prior to major events)

Regional Leadership for 2010: Doug Heesten, Cincinnati State Technical and Community College

Program/Region: Region VI

Director reporting: Jennifer Yancey

- Scholarships – Two \$500 scholarships were awarded to first-time attendees for the National Conference – Kristi Strain, Development Officer of University of Arkansas Community College at Morrilton and Meredith Brunen, Director for Development at Arkansas Community College are both relatively new to 2-year college resource development and are very excited for the opportunity to attend the conference.
- Officers – The Director Elect (to serve in 2010) has notified me she will not be able to serve. The Elect for 2011 is still on board for 2011, but is unable to move up one year. This will be discussed at the National Conference. If it is the consensus of the Region, I will continue to serve. Other officers will be elected at the National Conference. Other officers will be identified at the conference, including a Director Elect for 2012.
- Membership – Region VI membership stands at 254, this is up 20 from the number reported in July (234), but down significantly from a high in 2008 of 339. Of the new members joining CRD this year, 23% are from Arkansas, 15% are from Louisiana and 62% are from Texas. An analysis of membership will be discussed at the regional meeting and a plan of action will be agreed upon to:
 1. Survey those that have not renewed their membership to determine why and see what our region can offer that would be of value to them
 2. Identify colleges with no members and make personal contact to encourage participation
- Future of Regional/State Conferences and Activities
 - We are meeting in DC to discuss opportunities to offer programming at a state level versus a regional level in the hopes of encouraging/increasing attendance. A proposal will then be taken to the members during our regional meeting.

Program/Region: Region VII

Director reporting: Ganesh Ganpat

Regional Conference 2009

- Ganesh and Darnell Holopirek attended the CRD Board of Directors meeting in July 2009 in San Francisco.
- Region 7 is working with the National Board to plan the Summer 2010 Symposium. Several CRD R7 members will be involved with the planning of the events.
- The R7 Director and Director elect are working to help the national conference meet its attendance goals.
- Region 7 is also planning a regional meeting during the annual conference.

Region 7 Benefactor of the Year

- Richard and Judy Parkhurst – State Fair Community College

Regional Conference 2010

- Conference has been canceled for March 2010 and will be pursue other CRD National functions such as the Executive Institute and the Senior Symposium.

Director Elect and Director Elect-Elect

- 2010 Regional Director Elect - Darnell Holopirek, Executive Director of Institutional Advancement, Barton Community College
- 2011 Regional Director Elect, Elect - Jacqueline Almquist, Executive Director of the Foundation, State Fair Community College

Membership

As of October 22, 2009, Region 7 has 89 members.

Program/Region: **Region VIII**
Director reporting: **Matt Bunker**

Region 8 held the first-ever WebiConference in CRD's history, August 6 - 7. Because of the economic struggles most of our members faced, having a normal regional conference was not viable. The only option was to offer our members a web-based series of seminars. Eight attendees

Recruiting presenters was not difficult. I set up an online application via www.surveymonkey.com. The application asked similar questions as the national and specialized conference applications to present do. I invited every member of Region 8 to apply to present. The Utah Non-Profits Association and the Utah Society of Fund Raisers contacted their members for a chance to present and participate. I also followed up with the previous year's presenters to see if they would have liked to participate. We received eight applications to present.

Evaluating the applications to present was a positive and clear-cut process. I asked three other members of Region 8 who have been active in CRD to assist with the selection. We reviewed the applications individually and then spoke on a conference call. We discussed not only our preferred presentations, but also what would be good for the region in general. In total, five presentations were chosen.

Placing the conference online was also less stressful than expected. Gratefully, Distance Education at Salt Lake Community College (SLCC) is robust. I approached the program director Mr. Ryan Hobbs about the idea to use the WIMBA tool to bring the conference to our members. SLCC has a license for WIMBA through the Utah Educational Network, so it cost them very little. After agreeing to do so, he directed his employee Donna Mirabile to train the presenters on how to operate WIMBA. She was tremendously helpful.

Marketing the WebiConference was the most difficult component of the regional conference. As mentioned above, so many of our members faced massive cuts to their travel and professional development budgets. To accommodate as many people as I could, I priced the conference at \$250 for individual CRD members and \$350 for site licenses for CRD members. Non-CRD participants were charged \$350 for individual licenses and \$450 for site licenses. We sold three single-CRD member licenses and two CRD member site licenses, making our gross revenue \$1,450.00. I also archived all of the presentations and priced them in a post-conference package for \$100 less the original prices. There were no participants in the archived presentations.

In addition to being an employee of SLCC, our keynote speaker is a well-known speaker and psychologist along Utah's Wasatch Front. Larry Christensen gave a sparkling and gratifying presentation about the psychology of happiness. His presentation was broadcast live to all participants using the SLCC website that hosts *SLCC TV*. To view the keynote address, participants simply logged on to the website, downloaded the media player (if necessary), and watched the presentation. Like most keynote addresses, there were no comments taken during the speech. But, following the speech, those who were present in the audience were

given the opportunity to ask questions. Also, there was the function of live chat where Internet participants could have asked questions of Mr. Christensen. For his work, CRD Region 8 paid Mr. Christensen \$500.00.

Total profits for the 2009 Region 8 WebiConference were \$950.00.

WebiConferences are the solution to how regional conferences should be conducted. They are inexpensive and carry a low-impact on time and travel budgets of regional members, yet yield the same kind of professional development information as a regular regional conference. For the regional directors, they take probably about 20-30 hours to plan. I would highly recommend using this format in the future.

Other than the WebiConference, Region 8 is in need of a president for 2010. I will be stepping down in December 2009 and Donna Chrislip, the director-elect, is unable to serve in 2010. Given the current economic situation and the regional restructuring discussion on the national level, the impact of Region 8 not having a regional conference next year will not be significant. However, not having a voice on the Board of Directors poses a problem since Region 8 is the largest geographical region in CRD and the smallest region per capita. We need to find a solution to the latter issue.

If you have any questions or comments regarding this report, please feel free to contact me at matt.bunker@slcc.edu or (801) 957-4838.

Program/Region: Region IX

Director reporting: Catherine Crary

- 2009 Regional Conference:
 - A Changing Tide: Resource Development in a New Economy
 - May 13-15, 2009
 - Catamaran Resort Hotel and Spa
 - Registrants: 34 registered and seven guest presenters who did not register
 - Sponsors: Clements Group and Payden & Rygel
 - Scholarships to cover early bird registration: Two for members and one non-member
- 2009 Annual National Conference
 - Revitalizing Resources
 - November 9-13, 2009
 - Scholarship to cover early bird registration awarded to one member
- Newsletters: Three quarterly newsletters have been distributed to members. The quarter one newsletter included: a question to members regarding the economy and travel; a regional restructuring update; deadline reminders for conference presentations, Benefactor nominations, Dispatch articles, specialist training scholarships; and items to watch for in the future. The quarter two newsletter included: regional restructuring feedback solicitation; CRD membership survey; call for conference volunteers; CRD Summer Programs; and request for members' department websites. The quarter three and four newsletter included: annual conference reminder; dispatch deadlines; regional meeting; Regional Director-Elect nominations; and Governance Task Force.
- Emails to the members and non-members for the regional conference including save the dates, calls for presentations, registration reminders, welcome notes to new members and scholarship opportunities.
- Our marketing list was updated in January and was updated for a second time this year in June. The current list of members is 127 and non members (of whom we can market to) is nearly 400 individuals.
- 2009 Region IX Benefactor of the Year was selected: San Manual Band of Mission Indians nominated by Crafton Hills College and San Bernardino Valley College
- Region Director-Elect Elect nominations were accepted through October 27 and will be announced at the Region IX meeting at the Annual Conference.
- Planning is underway to host an NSF Faculty Workshop in early Spring 2010.

- Fund Balance: \$14,795.39 (an increase of \$2,727.64 since 12/31/08)

Program/Region: Region X

Director reporting: Janet Anderson

It's been a quiet season in Lake Woebegone. Not much to report since the summer board meeting. We have three quarterly regional meetings scheduled for this academic year, one focused on scholarship administration, one on planned giving and one on fundraising in a small shop. Josh Gerstman will be taking over as Regional Director in November.

Total Members as of October 1: 124

Fund balance as of September 30: \$22, 262.71

Program/Region: Alumni Development Workshop

Director reporting: Erik W. Williams

The 2009 Alumni Development Workshop was held in San Francisco, CA July 19-21 immediately following the 2009 Summer Board Meeting and was sponsored by Harris Connect. Highlights included:

- Opening Keynote Address from Dr. Jack Scott, Chancellor, California Community College System
- Opening Plenary Session with Brad Kleinman, Chief eMarketing Officer for WorkSmart, on the importance of e-marketing and social media
- 10 dynamic, interactive breakout sessions with topics ranging from a system-wide approach to alumni development to using entrepreneurial principals to establish a robust alumni association
- Engaging final "best practices" forum where participants shared their individual experiences in the alumni development field with group feedback
- 30 conference participants with net income from the workshop of \$6,239.02

Program/Region: Presidents Fundraising Workshop

Director reporting: Kathleen Guy, CFRE

Workshop held July 19-21, San Francisco CA

- 25 Attendees
- 4.6 average evaluation score out of a possible 5, 5 being Outstanding.
- - \$1,088.55 Net revenue
- Presenters:
 - Mary Spilde, President, Lane Community College (OR);
 - Joe May, President, Louisiana Community and Technical College System (LA);
 - Bill Craft, Founding Partner, Eaton Cummings Group (MA);
 - Leah Goss, Executive Director of System Advancement, LCTCS (LA);
 - Kathleen Guy, Vice President for Institutional Advancement, Northwestern Michigan College (MI)

2010 PFW

Leah Goss will chair.

Under discussion for 2010 is a co-branded/sponsored PFW prior to the AACC annual convention next year with AACC, CRD and CASE. Polly Binns met with AACC/CASE, but no progress made on co-branding.

The 2010 CRD PFW location still to be determined

As was underscored at the board meeting in San Francisco, presidential involvement is key to our success as a profession and as an association. Continuing to strengthen our relationships and value to presidents and chancellors will be vital for success as we go forward.

Council for Resource Development
Presidents Fund Raising Workshop
Learning Objectives

As a result of participating in the Presidents Fund Raising Workshop, presidents and chancellors will be able to:

- Understand the opportunities that private philanthropic support can provide for their colleges
- Describe the essential purpose and elements of a fund raising case for support and formulate a conceptual case for support for their college or district
- Define the key responsibilities of the fund raising team and differentiate the president's/chancellor's role from other team member roles
- Define the elements of a comprehensive fund raising program and understand key performance indicators
- Identify strategies for developing a high performance foundation board
- Develop a personal plan for participating in the fund raising process
- Formulate individual donor strategies and perform a fund raising "ask"
- Examine and analyze the ethical issues related to fund raising

**Council for Resource Development
Presidents Fundraising Workshop
July 19-21, 2009
San Francisco, CA**

Sunday, July 19, 2009

3:00-4:30 pm

Opening General Session and Reception

Monday, July 20, 2009

8:00 am-3:00 pm

Workshop

3:30 pm-5:30 pm

Resource Development Clinic

8:00 am

Continental Breakfast

8:30 am

Welcome and Introduction of Workshop Faculty

Ms. Judy Everett, 2009 Board President, Council for Resource Development

Dr. Mary Spilde, President, Lane Community College, OR

Dr. Joe May, President, Louisiana Community and Technical College System, LA

Dr. William "Bill" Craft, Founding Partner, Eaton Cummings Group, MA

Dr. Kathleen Guy, Vice President for Institutional Advancement, Northwestern Michigan College, MI

Ms. Leah Goss, Executive Director, Louisiana Community and Technical College System, LA

8:45 am

Workshop Overview and Expectations

Bill Craft

9:15 am

Think Like a Donor—Introduction of Participants

Kathleen Guy

<p>10:00 am Joe May Mary Spilde</p>	<p>Community College Fundraising—The President’s Perspective</p>
<p>10:40 am</p>	<p>Break</p>
<p>11:00 am Joe May Mary Spilde Leah Goss</p>	<p>Organizational Readiness for Fundraising ~ Interview the CEOs</p> <ul style="list-style-type: none"> • The Role of Vision and Strategic Planning • How Vision and Planning Inform Fund Raising Goals • Making Strategic Investments in Resource Development
<p>11:30 am Bill Craft</p>	<p>The President’s Role in Developing the Case for Support and Funding Equation</p>
<p>11:45 pm</p>	<p>Working Lunch (Case for Support)</p>
<p>1:30 pm Bill Craft</p>	<p>Case for Support Presentations</p>
<p>1:50 pm Kathleen Guy</p>	<p>The President’s Role in a Feasibility Study</p>
<p>2:00 pm Joe May Mary Spilde</p>	<p>Creating & Enhancing the Fund Raising Infrastructure</p> <ul style="list-style-type: none"> • Cultivating and Building the Fund Raising Team – The Role of the Board of Trustees and Foundation Board • Making Time for Fund Raising
<p>2:20 pm Leah Goss</p>	<p>Creating a High Performance Foundation Board</p>
<p>2:40 pm Kathleen Guy Mary Spilde Joe May</p>	<p>Raising Money</p> <ul style="list-style-type: none"> • Soup to Nuts Fund Raising • The Role of Alumni • Cultivating Internal Stakeholders • The Competition
<p>3:00 pm</p>	<p>Break</p>
<p>3:30 pm to 5:30 pm All presenters <u>Tuesday, July 21, 2009</u> Breakfast on Your Own</p>	<p>Resource Development Clinic One-half hour Appointments, as Scheduled</p>
<p>8:30 am Bill Craft</p>	<p>Fund Raising Ethics</p>
<p>9:15 am Bill Craft Kathleen Guy</p>	<p>Fund Raising in Challenging Times</p>

9:40 am Mary Spilde Joe May	The President's Role in Campaign Fund Raising <ul style="list-style-type: none"> • Cultivating Donors • Telling the Story • Making the Ask • Making the Thank • Demonstrating Stewardship
10:15 am	Break
10:30 am Leah Goss Mary Spilde Joe May	How to Ask ~ Practice Session
11:00 am	Brunch
11:45 am Kathleen Guy All presenters to facilitate	Case Study
12:30 pm	Case Study Group Presentations
1:00 pm Leah Goss	Performance Expectations: Metrics
1:20 pm Bill Craft All presenters to facilitate	Developing Your Take-Home Plan <ul style="list-style-type: none"> • How will you integrate fund raising in your role as CEO? • What will you commit to accomplishing for fund raising in the next 12 months?
1:40 pm All presenters	Final Q & A and Workshop Evaluations
2:00 pm	Workshop Adjourns

Program/Region: Planned Giving/Major Gifts Workshop

Director reporting: Richard Morley

Planned Giving/Major Gifts Workshop

July 19- 21, 2009

San Francisco, CA

36 registrations

Profit: \$7959.81

Evaluation: overall satisfaction 4.48 out of 5, 5 being very satisfied.

Program/Region: Mentoring Program

Director reporting: Patrice S. Whitten, CFRE

The CRD Mentoring Program began the year with a prepared Strategic Plan aligned with the objectives of CRD. After a period of review of best practices of other organizations and suggestions from mentees, technology needs were assessed. A "beta test" period of implementation on a manageable level has yielded positive results and responses from mentees. Additional mentors will allow the program to go more "global" with an aggressive internal and external marketing effort.

Key Objectives and Progress

Professional Development Opportunities are made available to entire membership with mentoring as one option

Personal Connections Mentors self-identify areas of expertise while mentees self-select from a list posted on the CRD website (Phase II-2010)

Career Development: preparation for credentialing; i.e., CFRE exam and graduate degrees.

Current Situation:

Mentors-Four are mentoring 5-6 mentees who first contacted the Director and were connected to an appropriate and available mentor

Recommendations:

Pursue ementoring possibilities on the CRD Website. Add staff contact(s) to existing web presence. Recruit additional mentors and describe areas of expertise. Adopt templates for progress reporting. Develop and implement robust marketing strategies to membership and use as a perk to recruit new members.

Combine with existing newcomers activities at conferences,

Work through regional networks for geographical outreach and to attract new members.

Program/Region: Federal Funding Task Force

Director reporting: Judith Cawhorn

I was very pleased with the response we received to participation in the 2009 Federal Funding Task Force. Due to concerns about late drops as budgets began to tighten, we even accepted a larger than usual number of members. Our total this year is 60, five to eight more than the norm. We ended up with about a dozen individuals on the wait list and only needed to utilize three of those members.

As I reported at the last board meeting, we are challenged a bit this year because we are compressing our visits into two days due to the federal agencies being closed on Wednesday, November 11th for Veteran's Day. The Federal Funding Task Force will be conducting business, however, from Sunday evening, November 8th through Wednesday, November 11th. We will save all of our reporting until the final day to accommodate the holiday closing instead of interspersing reports between visits throughout the three days.

An additional challenge this year has been the number of changes in program officers due to the change in administrations. We have had to do a lot more work getting agency staff acquainted with CRD and the work of the Federal Funding Task Force. As usual, however, we will have a very exhilarating experience gathering information about upcoming funding opportunities and presenting the breadth and depth of the capacity of community colleges.

Due to the fact that the task force is taking place during the Board Meeting, I will be coming in and out during the day and I appreciate your understanding.

Program/Region: Executive Institute for Fundraising Leadership

Director reporting: Les Fout

The Executive Institute for Fundraising Leadership has had a great year! With 44 registered attendees including many college presidents and board members, we are pleased where we are at this point. In addition, The Clements Group, signed on as a major sponsor thanks to Perry Hammock. Previous attendees, presenters, and leaders of the Executive Institute worked throughout the spring and summer to refine the curriculum so to make an even greater impact on future attendees.

2009 Presenters Include:

- L. Pendleton Armistead, Ed.D., President, The Clements Group, LC, UT
- Kathy Bolton, Director, Sponsored Programs, Anne Arundel Community College
- Ed Coulter, Ed.D., Chancellor of Arkansas State University Mountain Home, AR
- Les Fout, Director of Major Gift Development, Pellissippi State Community College, TN
- Mike Gaudette, President, Lighthouse Consulting, OR
- Carol Gresham, Vice Chancellor for Development, Arkansas State University Mountain Home, AR
- Perry Hammock, CFRE, Executive Director for Resource Development, Ivy Tech Community College, IN
- Carter Heim, CPA, President, HeimLanz, and Chair, Anne Arundel Community College Foundation, MD
- Martha Smith, Ph.D., President, Anne Arundel Community College, MD
- Stacy Sickels Heckel, CFRE, Director of Development and Executive Director of the Foundation, Anne Arundel Community College, MD

Sponsors/Exhibitors/Ads

Year	Sponsors	# Sponsors	Exhibitors	# Exhibitors	Ads
2007	\$26,750	6	\$18,700	24	\$7,900
2008	\$36,134	14	\$17,550	21	\$7,242
2009	\$35,617	10	\$22,650	24	\$7,600

2007

Sponsors: The Clements Group, L.C., Commonfund, Eaton Cummings, Payden & Rygel, IceMiller, Metasoft

Exhibitors: Blackbaud, BookWear, Brakeley Briscoe, Cargill Associates, CASE, CFRE, The Clements Group, L.C., Crescendo Interactive, Datatel, Donor 2/Campus Management, DonorPerfect/Software Inc., eTapestry, Harris Connect, IT Works, Management Concepts, Metasoft Systems, NAACE, Partners in Recognition, Payden & Rygel, Research Foundation CUNY/GrantsPLUS, Sage Software, Sanford Werfel-Artist, Stuart Manufacturing, ThinkEducation Solutions

2008

Sponsors: Commonfund, Datatel, Eaton Cummings Group, IceMiller, Metasoft, Partners in Recognition, Region I and Region II, South Street Advisors, Lansing Community College, Hodge Cramer & Associates, The Clements Group, L.C., Sungard HE, York County Community College

Exhibitors: AAGP, BookWear, Cargill Associates, CASE, CFRE, The Clements Group, L.C., Crescendo Interactive, Datatel, Donor 2/Campus Management, EMSI, eTapestry, Harris Connect, IT Works, Metasoft Systems, Moonfire, NAACE, Partners in Recognition, Payden & Rygel, Stuart Manufacturing, ThinkEducation Solutions, YourMembership.com

2009

Sponsors: Datatel, The Clements Group, L.C., The Hodge Group, Campbell & Co., EMSI, Fera, McNellis, IceMiller, Alexander Macnab & Co., York County Community College, Partners in Recognition, Stuart Manufacturing

Exhibitors: AAGP, Brakeley Briscoe, Business Access, Butcher & Briggs, LLC, Cargill Associates, CASE, CFRE, The Clements Group, L.C., ClickandPledge, Corporate Mailing Services, Crescendo Interactive, Datatel, Donor 2/Campus Management, eTapestry, Harris Connect, IT Works, iWave/Prospect Research Online, Metasoft Systems, Partners in Recognition, Payden & Rygel, Stuart Manufacturing, ThinkEducation Solutions, Wealthengine.com, YourMembership.com