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About the Conference

Your organization contributes to the quality of our community and to the landscape of South Carolina's economy. Few organizations have been unaffected by the changing economy, and more people are turning to you to help them through these tough times. Although budgets are tighter than ever before, staff and leaders must seek and learn essential ways to do more.

One important way to navigate your journey is to attend SCANPO's 2010 Annual Nonprofit Conference, a state-wide meeting of South Carolina's nonprofits and funders. Keynote Speakers and Workshop Sessions will help participants understand these unprecedented challenges and help create new opportunities to imagine and change together to maintain a thriving nonprofit sector.

SCANPO's 2010 Annual Nonprofit Conference is the premier opportunity to network with your colleagues while gaining new perspectives and insights into the challenges facing us today and tomorrow. We look forward to seeing you at the Conference.

This conference is THE place to engage around the issues that face the nonprofit sector.

Presenting Sponsor:



Who Should Attend?

- Nonprofit staff, board members and volunteers
- Volunteer coordinators and program staff
- New and veteran board members
- Foundation staff and board members
- Corporate community affairs representatives
- Government officials who work with nonprofits
- Students and individuals who want to learn about the nonprofit sector
- Professionals who advise nonprofits
- Job seekers and career changers

Bring Your Colleagues - We encourage several people from your organization to attend. Use the conference for professional development for staff and continuing education for board members and volunteers. Take \$15 off each additional paid registration after the first one from the same organization. Enjoy significant discounts on one-day registration.

Come Learn About:

- Collaboration
- Financial Management
- Fundraising/Resource Development
- Leadership
- Advocacy
- Services
- Volunteers
- Marketing and Communications
- Governance
- Social Enterprise

scanpo | SOUTH CAROLINA ASSOCIATION
OF NONPROFIT ORGANIZATIONS

Serving, supporting and strengthening nonprofits for a better South Carolina



The Ask

It has never been more important than now to know exactly how to make the “right” ask of our donors. Equally important is knowing how to ask our volunteers and board members for help with fundraising in a language *they can understand so that they will be motivated to raise money, AND implementing the fundraising skills we fundraisers have to ASK for ourselves.* Laura will discuss these insights from her new book: **The ASK: How to ASK for Support for Your Nonprofit Cause, Creative Project, or Business Venture.**

Laura Fredricks, JD is an expert fundraising consultant, international inspirational and motivational speaker, and best-selling author. She is the owner of her own boutique consulting company that provides training, coaching and proven best practices to a select number of non-profits and businesses, to raise significant money, efficiently and effectively, from a variety of existing and new sources. Her best sellers include “The Ask: How to Ask Anyone for Any Amount for Any Purpose” (Jossey Bass 2006), and “Developing Major Gifts: Turning Small Donors into Big Contributors (Jones and Bartlett 2001). Laura’s new book is due out January 2010: How to ASK for your Non Profit; your Creative Project; and your Business Venture.

Keeping the Boat Afloat



With the economic events of late, the challenges facing Non-Profits are even larger and more complicated than any time in our memory. Multi-tasking has taken on new meaning and requires a new definition. And the warriors in charge of the day to day survival of organizations need to be “appreciated” and rewarded in special ways.....by themselves and others. This will be encouragement (and appreciation) for the boat’s crew!

Paula Harper Bethea is Executive Director of the South Carolina Education Lottery. Mrs. Bethea was one of nine South Carolinians chosen to establish the Lottery in 2001 and is active in numerous local, state and national organizations.

Mrs. Bethea is a former Board Chair of the Hilton Head Island Chamber of Commerce; former member of the South Carolina State Ethics Commission, the Cultural Council of Hilton Head Island, and the Hilton Head Health Foundation, where in 1985 she co-chaired the successful 3.5 Million Dollar Partners for Life Campaign for the Hilton Head Hospital. In 1991, Mrs. Bethea served as a member of the South Carolina State Chamber’s Task Force for Restructuring State Government, and was a member and subcommittee Chair of the Governor’s Commission on Restructuring. Mrs. Bethea was born in Hampton County, South Carolina and moved to Hilton Head Island in 1977.

Riding the Wave: Strategies for Tomorrow’s Nonprofit Community



What lies on the horizon for the nonprofit community: calm waters, choppy seas, or a little of both? In what promises to be a lively session, Diana Aviv, president and CEO of Independent Sector, will explore ways that our sector and your organization can chart a clear course toward a vibrant, sustainable future in 2010. Join Diana and catch the wave!

Diana Aviv is the President and CEO of Independent Sector, the national leadership forum for America’s nonprofits, foundations, and corporate giving programs. By representing tens of thousands of organizations across the country,

Independent Sector’s mission is to advance the common good by leading, strengthening, and mobilizing the charitable community. Diana is a leading speaker on emerging trends within the sector, the financial state of the nonprofit community, public policies affecting charities and foundations, the role of civil society in democracy and civic engagement. She has testified before Congress and has been featured in media outlets, such as The New York Times, The Washington Post, The Wall Street Journal, NPR and MSNBC.com.

SCANPO AWARDS

During the luncheon on Wednesday, March 10, SCANPO will announce the winners of the following awards:

The **Erin Hardwick Award for Excellence in Nonprofit Management** is an annual award presented to member nonprofit organizations at SCANPO’s Annual Conference for outstanding achievement in the exemplary management of their organization. The purpose of the award is to recognize a 501(c)(3) nonprofit SCANPO member organization that has excelled in the management of their organization through organizational and resource development.



The **Award for Excellence in Nonprofit Leadership** is presented by the Francis Marion University’s Non-Profit Leadership Institute and SCANPO. The purpose of the award is to recognize a graduate of Francis Marion University’s Non-Profit Leadership Institute or member of SCANPO who has excelled in the management of their organization through organizational and resource development. This award is sponsored by Francis Marion University’s Non-Profit Leadership Institute.

■ Conference Planning Committee

Denise Spencer, Community Foundation of the Lowcountry- Co-Chair

Clarece Walker, United Way of the Lowcountry, Inc.- Co-Chair

Gwen Bampfield, ACCESS Network

Leslie Blevins, Hampton County First Steps

Mary Briggs, Hilton Head Symphony Orchestra

Gary Brightwell, Colleton County Museum

Shawu Chin Capps, Hope Haven of the Lowcountry, Inc.

Susan Cato, Child Abuse Prevention Association

Frank J. Concino, Jr., OSPREY Village, Inc.

Sandra Chavez, United Way of the Lowcountry, Inc.

Edna Crews, Coastal Community Foundation of SC

Brenda Dooley, Lowcountry Habitat for Humanity

Betsy Doughtie, Deep Well Project

Ed Dowaschinski, Heritage Classic Foundation

Pearla Harvey, Community First

Linda Henderson, Colleton Christian Women's Job Corps

Edwina Hoyle, Memory Matters

Deborah Johnson, Kaizen Consulting

Margie Maxwell, Volunteers in Medicine

Janette Moyer, United Way of Bamberg, Colleton, Hampton

Eleanor O'Key, Lowcountry Autism Foundation

Barbara Thomas, A Civil Conversation

Jean Washington, Boys and Girls Club of the Lowcountry

Nancy Williams, Literacy Volunteers of the Lowcountry

2010 Exhibitors

Align HR
Atlantic Community Bank
BB&T Merchant Services
Beacon Insurance Group, Inc.
Burkett, Burkett, Burkett CPAs
Cooley & Darling Insurance Agency
Edward Jones/The Hartford
Elliot Davis, LLC
eTapestry
First Federal
First Nonprofit Insurance Company
Leading Edge Software Solutions
Mission Research/Giftworks
Roehrs and Company
South Carolina Legal Services
Wachovia
WorkLife Financial, Inc.

2010 Conference Sponsors & Scholarship Providers

Help Worldwide, Inc.
Presenting Sponsor

Abney Foundation
Alston Wilkes Society
AT&T
Blackbaud, Inc.
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Central Carolina Community Foundation
Coastal Community Foundation
Community Foundation Alliance of SC
Community Foundation for the
Central Savannah River Area
Community Foundation of Greater Greenville
Community Foundation of the Lowcountry
Delta Dental
Dixon Hughes
Drs. Bruce & Lee Foundation
Eastern Carolina Community Foundation
First Federal
Foothills Community Foundation
Foundation for the Carolinas
Fluor Corporation
Frances P. Bunnelle Foundation
Gaylord and Dorothy Donnelley Foundation
John S. and James L. Knight Foundation
First Federal
Harvest Hope Food Bank
Heritage Classic Foundation
McNair Law Firm, P.A.
PrintSouth Printing, Inc.
Sisters of Charity Foundation of South Carolina
Spartanburg County Foundation
SC Primary Health Care Association
Springs Close Foundation
The Chapin Foundation
The Self Family Foundation
United Way Association of South Carolina
United Way of Anderson County
United Way of Greenville County
United Way of the Lowcountry
United Way of the Midlands
Waccamaw Community Foundation

To be a sponsor or exhibitor, please visit www.scanpo.org

This list is current as of 2/1/10

WEDNESDAY, MARCH 10	<h2 style="margin: 0;">Conference At-A-Glance</h2> <p style="margin: 0;">Full session descriptions are available at www.scanpo.org</p>				
8:00 am - 5:00 pm - Registration					
8:00 am - 5:00 pm - Exhibits					
10:00 am - 10:30 am - SCANPO Orientation					
11:00 am - 1:00 pm - Opening Plenary/Awards Luncheon - Welcome and special presentation by Presenting Sponsor Help Worldwide, Inc. - Laura Fredericks, Fundraising Consultant – The ASK: How to ASK Anyone for Any Amount for Any Purpose - Awards Presentations					
1:00 - 1:30 pm - Dessert Social					
	Board Development/Governance	Resource Development	Community Engagement	Organizational Capacity	Informational Management/Accountability
1:45 - 3:15 pm - Breakout Sessions	Marty Martin- Mapping Strategy & Governance- Part 1 (101)	Laura Fredricks- Turning Annual Donors into Major Donors	Judy Almand- Recruiting and Training Volunteers- Filling the Holes in your Nonprofit Structure	Peter Lucash- Strategic Planning in the Reset Economy	Gerald Sweitzer- Quickbooks for Nonprofits- Keeping on Top of Your Organization's Finances
3:15- 3:45 pm - Break					
3:45- 5:15 pm - Breakout Sessions	Marty Martin- Mapping Strategy & Governance- Part 2	Cindy van den Beemt- Planned Giving: The New Major Gift (101)	Charles Weathers- Lessons from the Field: Effective Ways to Partner with Faith-Based Organizations	Bunnie Lempesis, Jennifer Moore, Karen Oliver- Organizational Assessment: Do You Need a Band Aid or Major Surgery?	Thomas Cox and Monica Rockwell- What Every Financial Manager Should Know
THURSDAY, MARCH 11					
7:00-8:30 am - Breakfast Keynote/Business Meeting- Paula Harper Bethea, Executive Director, SC Education Lottery					
9:00-10:15 am - Breakout Session I	Colleen Bozard- Navigating Transition- Executive Director Succession Planning	Karen Jenkins & Tammy Wilson- Top 10 Best Practices in Federal Funds Acquisition and Management	Carolyn Torgersen- Marketing on a Shoestring Budget	Tim Ervolina and Cathy Sharpe- Using National Service Programs to Meet Your Mission	Gerald Sweitzer- Google Tools for Nonprofits (101)
10:30 - 10:45 am - Break					
10:45am - 12:15 pm - Breakout Sessions	Denise Spencer, Edwina Hoyle & John Weymouth- Are You on an Even Keel, or Walking the Gangplank? The Board/CEO Partnership	Deborah Edmondson- Creating a Successful Inbound Marketing Campaign	Rebecca Ramos and Coretta Bedsole- Advocacy- Is it Time to Move Your Mission Forward?	Colleen Bozard and Anne Sinclair- Building A Bridge for Emerging Leaders (or How to Become an Executive Director) (101)	Dana Hall-Ragland- I'm Being Audited By Who? Nonprofit Does Not Equal Not at Risk
12:15 - 12:30 pm - Break					
12:30 - 1:45 pm - Lunch/Closing Keynote- Diana Aviv, President & CEO, Independent Sector					
1:45- 2:00 pm - Break					
2:00-3:45 pm - Breakout Sessions	Marty Martin- SOAR-To Develop A Strong Board	June Bradham, Rachel Hutchisson & Tucker Branham- 30 is the New 50: Engaging Major Donors across the Generations	Scott Dishman- Work the Circle: A 360-degree Model of Community Engagement and Fundraising (101)	Donald Hutson- Embracing Technology as a Nonprofit: 5 Easy Steps	Linda Allen- Volunteer Liability: What You Don't Know About "Free" Workers Could Cost You

SCANPO is going green!
Attendees will be able to download and print session powerpoint presentations prior to attending the conference!

**2010 Annual Nonprofit Conference
Navigating in a Sea of Change**

**March 10-11, 2010
Hilton Head Marriott Resort & Spa**

REGISTRATION NOTES

Cancellation Policy -

After February 25, registration fees are nonrefundable less a \$30 processing fee. You may designate an alternate registrant if necessary.

Scholarships are available. Check www.scanpo.org for details.

Online registration available at www.scanpo.org

REGISTER NOW! Early bird deadline is February 15, 2010

Make checks payable to SCANPO

Mail registrations to:
SCANPO
2711 Middleburg Drive, Suite 201
Columbia, SC 29204
Fax: 803.929.0173
Phone: 803.929.0399
Email: info@scanpo.org

Hotel Information
Hilton Head Marriott Resort & Spa
One Hotel Circle
Hilton Head Island, SC 29928 USA

Visit www.scanpo.org for online reservations or call 1.888.511.5086 for SCANPO group rate at \$99/night by **February 15, 2010**



Participant Registration

NAME _____

(As you want it listed on your nametag)

TITLE _____

ORGANIZATION _____

ADDRESS _____

CITY STATE ZIP CODE _____

COUNTY _____

PHONE _____ FAX _____

EMAIL _____

Vegetarian meals or special needs (please describe): _____

___ **YES**, I am a member of SCANPO and am eligible for the discounted registration fee.

___ **I would like to JOIN SCANPO NOW** and begin my discounts!

(Complete application on next page.)

Registration rates (includes breaks, 2 breakfasts, 1 lunch meal)

2010 Registration Fees	Early Bird Rate (ends 2-15-10)	Conference Fee	Onsite	Daily Rate	Daily Rate (after early bird)
SCANPO Members	\$195	\$245	\$295	\$100	\$150
Additional Person from same member organization	\$180	\$230	\$280		
Non-members	\$275	\$325	\$375	\$100	\$175
Additional person from same non-member organization	\$260	\$310	\$360		

Total Amount Due \$ _____

Payment Options

___ Check payable to SCANPO is enclosed. ___ Charge AmEx, VISA, MasterCard, Discover
Card Number _____ Exp. Date _____

Name as it appears on card _____ CVV Code _____

Billing Address _____

Signature _____

Please submit a separate form for each participant.

Type of Nonprofit

- Animal Related
- Arts, Culture and Humanities
- Civil Rights, Social Action & Advocacy
- Community Improvement & Capacity Building
- Crime & Legal-Related
- Diseases, Disorders & Mental Disciplines
- Education
- Employment
- Environment
- Food, Nutrition & Agriculture
- Health Care
- Housing & Shelter
- Human Services
- International & Foreign Affairs
- Medical Research
- Mental Health & Crisis Intervention
- Mutual & Membership Benefit
- Philanthropy, Volunteerism & Grantmaking
- Public & Societal Benefit
- Public Safety, Disaster Preparedness & Relief
- Recreation & Sports
- Religion – Related
- Science & Technology
- Social Science
- Youth Development
- Unknown

The mission of the SC Association of Nonprofit Organizations (SCANPO) is to serve, support and strengthen nonprofit organizations for a better South Carolina.

Contact Us

SCANPO
2711 Middleburg Drive
Suite 201
Columbia, SC 29204
Phone: 803.929.0399
Fax: 803.929.0173
Email: info@scanpo.org

SCANPO Membership Application

CONTACT NAME _____

TITLE _____

ORGANIZATION _____

ADDRESS _____

CITY STATE ZIP CODE _____

COUNTY _____

PHONE _____ FAX _____

EMAIL _____ WEBSITE _____

ANNUAL BUDGET _____

Payment Information

Nonprofit annual dues depend on the size of your annual expenses. Please check the box that corresponds to your annual budget to determine your dues amount. If you are not with a 501(c)(3) nonprofit, but want to be affiliated with SCANPO, we invite you to become a "Friend of Nonprofits." Contact us for more information.

Nonprofit Organization Membership Dues Structure

\$0 to 24,999	\$75
\$25,000 to 49,999	\$100
\$50,000 to 99,999	\$125
\$100,000 to 199,999	\$175
\$200,000 to 299,999	\$250
\$300,000 to 499,999	\$300
\$500,000 to 999,999	\$400
\$1 million to 1,999,999	\$500
\$2 million to 2,999,999	\$600
\$3 million to 4,999,999	\$700
\$5 million to 7,499,999	\$800
\$7,500,000 to 9,999,999	\$900
\$10 million or more	\$1,000

Total Amount Due \$ _____

Payment options

Check payable to SCANPO is enclosed

Charge AmEx, VISA, MasterCard, Discover

Card Number _____ Exp. Date _____

Name as it appears on card _____ CVV Code _____

Billing Address _____

Signature _____



2010 ANNUAL NONPROFIT CONFERENCE: *NAVIGATING IN A SEA OF CHANGE*

MARCH 10-11, 2010

HILTON HEAD MARRIOTT RESORT & SPA
HILTON HEAD ISLAND, SC

REGISTER NOW FOR EARLY BIRD REGISTRATION RATES OF \$195 MEMBERS/\$275 NON-MEMBERS.
FOR CONFERENCE DETAILS, VISIT WWW.SCANPO.ORG.

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