GIFT Presents the 7th Biennial

MONEY for Our MOVEMENTS
A Social Justice Fundraising Conference

July 27-29, 2018
Georgia State University | Atlanta

Interpretation in English, Spanish and ASL provided
Join GIFT for a casual reception before you head out for a night on the town.

Reconnect with old friends, meet new ones, and celebrate the new paths we’re forging as social justice fundraisers and movement-builders.

Relax and unwind with appetizers, drinks, music, and fun.

Bring your questions and cash, credit or your checkbook to make a donation to GIFT.

No RSVP needed
ABOUT

The Grassroots Institute for Fundraising Training (GIFT) is a multiracial organization that promotes the connection between fundraising, social justice and movement-building. We believe that how groups are funded is as important to achieving their goals as how the money is spent, and that building community support is central to long-term social change. We provide analysis, training and resources to strengthen organizations, with an emphasis on those focused on social justice and based in communities of color.

Our Vision for Social Justice Fundraising

• Social justice organizations are owned by the communities they serve.
• Social justice organizations break down stereotypes about who can give and who can’t, and ask everyone in their community to become donors.
• People of color committed to social justice values and with an understanding of structural oppression are in leadership positions in fundraising.
• Social justice organizations have self-determination and are accountable to the communities they come from, regardless of their funding sources.
• Fundraising, program, and organizing are interconnected and interdependent.
• A culture of sustainability is prioritized within social justice organizations.
• To read more about our vision and framework, please visit grassrootsfundraising.org/why-gift/political-framework

Our Strategies

1. Develop fundraising leaders of colors who are fundraising for social justice and can teach it to others
2. Support community-based organizations to change their fundraising cultures and practices to support social justice fundraising
3. Influence and inspire social justice movements to see fundraising as going hand-in-hand with political goals

Our Programs

We provide analysis, training, and resources to thousands of groups each year. Our programs include:
• Money for Our Movements: A Social Justice Fundraising Conference
• Grassroots Fundraising Journal, a bimonthly magazine
• Training and consulting services, including webinars
• Print, online and video resources

For more information about each program area and to sign-up to get involved, please visit grassrootsfundraising.org.
COMMITTEES

Thank You to the 2018 Money for Our Movements Planning Committee Members!

Fundraising & Resourcing Committee
Astar Herndon, 9to5
Allison Budschalow, Food Moxie
Lorraine Ramirez, Neighborhood Funders Group
Jose Dominguez, League of Conservation Voters
Jocelyn Wong, Restore Oakland
Tanya Mote, Su Teatro
Karla Vazquez, United We Dream
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Marjorie Fine, Consultant
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Communications Director; Editor, Grassroots Fundraising Journal

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Homegrown Events
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Resource Generation
South Eastern Council of Foundations
Third Space Studio
Third Wave Fund

Group Attendee Funders
Astraea Foundation
Black Voters Matter Fund
Campaign for Southern Equality
Four Freedoms Fund
Funders for LGBTQ Issues
Groundswell Fund
Immigrant Legal Resource Center
Mary Reynolds Babcock Foundation
Move to End Violence
Solidaire Network
The Anti trafficking Fund (NEO)
THANK YOU TO ALL OF OUR SPONSORS!

We are deeply grateful to all of our sponsors who made this conference possible. List current as of 7/11/18. We apologize for any omissions or errors.

Thank You to Our 2018 Money for Our Movements Donors!

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Supporting Social Justice Fundraisers: $1,000+

- Allied Media Projects
- Black Belt Foundation
- Fund for Democratic Communities
- Klein & Roth Consulting
- League of Conservation Voters
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Wellness & Sustainability: $10,000+

- Evelyn & Walter Haas, Jr. Fund
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Increasing Access: $5,000+

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- Simon Moore
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- Sue Berkowitz
- Thomas Middlestadt
- Tylor Middlestadt
- Uma Rao
- Veronica Garcia
- Wayfaring Band
OUR COMMITMENT TO MULTILINGUAL ACCESS

GIFT recognizes that multilingual capacity building (such as translation and interpretation) is an organizing issue. The task of incorporating the multiple languages within our movement is not simply a logistical question—communication between diverse groups is integral to successful movement building for social justice.

In order to truly enable everyone’s full participation and draw from everyone’s wealth of knowledge and experiences, we must address the multiple and often invisible ways that language can perpetuate and aggravate differences in gender, race/ethnicity, culture, sexual orientation, class, age, ability, and capacity to access funding resources.

The capacity to maintain conversations in various languages at the same time facilitates communication and also strengthens the leadership of our communities by promoting the centrality of all the languages we speak and the wisdom and knowledge that is communicated therein. In building our multilingual capacity, we create multilingual spaces where language is used democratically and as a tool of empowerment. We also strengthen cross-cultural alliances by providing the tools and resources necessary for bridging communication across language. To achieve a truly multilingual movement for social justice, we must transform the power of language so that it can no longer divide us but rather will unite us and make us stronger.

GIFT commits to incorporating multilingual access at Money for Our Movements 2018 in the following ways: it will support three languages, Spanish, English and American Sign Language (ASL). It will provide simultaneous interpretation during plenaries and keynote speeches. For each workshop block, there will be one workshop offered in Spanish and at least two workshops interpreted simultaneously in English and Spanish.

Liberation is a Collective Process: Money for Our Movements Conference Statement and Policies on Access

Modeled after policies written by planners of the United States Social Forum and the National Gay and Lesbian Task Force’s Creating Change conference.

We believe in self-determination, self-expression, and in constituent-led organizing, meaning that the people directly affected by oppression are the most equipped to define their own liberation. We believe that the structures that oppress us reinforce and support each other; thus, working at their intersections, we can tear them down. We also believe that structures that oppress one part of our community affect our entire community, and that it is our collective responsibility to tear them down.

We have worked hard in the planning of this conference to try to embody these beliefs. We need your help as participants at this conference to help create a space that is safer, more accessible, and that models the community and world we are working to build with each other.

We are bound to make mistakes in our process, and we need your help to develop better systems. Please visit us at the GIFT table or use your conference evaluation form if you have any questions, concerns, or feedback that can make our journey better.

Transgender Etiquette

Please do not assume anyone’s gender. A person’s appearance, voice, or mannerisms may not indicate their internal gender identity. We consider it polite to ask: “What pronoun do you use?” or, “How do you identify?” before using pronouns or gendered words. When registering, some people identified the pronouns they use, and their information is on their name tags. If you are unsure of someone’s gender identity, try using that person’s name or gender-neutral terms instead.
Restroom Policy
In solidarity with our trans participants (including: transgender, genderqueer, and other gender nonconforming people), we have designated all-gender restrooms in our space. Many transgender and gender nonconforming people have been harassed, beaten, ridiculed, and arrested in both men’s and women’s restrooms. We have adopted this policy to stand in opposition to the above acts and in solidarity with this community. We know that this is not simply a language or labeling issue: the initiative to create all-gender restrooms is not driven by an avoidance of the angst of choosing an icon for one's gender identity. It is, rather, centered on the hostility and intimidation that actually occur when some members of our community make either one of the available choices.

A restroom is a place that everyone should be able to go without incident and without feeling intimidated. Regardless of what bathroom you use, please let everyone use the facilities in peace.

All restrooms are considered gender neutral.

People with Disabilities
We strive to make the conference accessible to people with disabilities. Ableism has led to the use of words like “lame,” “crazy” and “cripple” for labeling people, as well as for derogatory descriptive terms. Please be aware of the words you choose. Not all disabilities are visible, so avoid assumptions. For example, be patient with different styles of communication or eye contact. A few tips: Don’t interact with service animals. Don’t touch someone or their assistive devices without asking. If they’re using an interpreter, talk directly to the person, not the interpreter. Please don’t ask unnecessarily intrusive questions about people’s bodies. Don’t assume that someone wants help: ask them and wait for an answer before acting.

Child-Friendly Space
We believe that limiting the participation of those with children holds our movements back, and we welcome babies and children at the conference. We understand that it is difficult to find high quality, affordable childcare and that people may have other reasons for bringing their children with them. For example, the presence of babies and children is common in organizing spaces rooted in many cultural traditions. We strive to create a welcoming intergenerational space throughout the conference. Local childcare providers will be providing kids space on site. For those bringing babies or children who would like a separate space anytime during the conference, please see the GIFT table for details.

Scent-Free Space
Scented products are harmful to the health of sensitive individuals, including those with allergies, chemical or environmental sensitivity, chronic heart or lung disease, and those with other chronic illnesses caused by environmental racism. We strive to provide a healthy and welcoming environment for all participants. As much as possible, please refrain from wearing cologne, perfume, and fragrances.

As much as possible, please choose scent-free lotions, creams, shampoo and hair products, and deodorants. If scents and chemicals present a barrier for you, please know that Money for Our Movements is not yet a scent-free conference. (To learn more see peggymunson.com)

Quiet Space
For those who may need to step away from the busy, active, and interactive environment of the conference for a little while, we will be providing a quiet room throughout the event.

We reserve the right to ask you to leave the conference to prevent disruptions or to protect the health and/or safety of conference attendees.
CONFERENCE OVERVIEW
Mobilizing Resource Full Movements

PLENARY PRESENTERS & KEY ROLES

Conference MC’s

Latinos Who Lunch
Latinos Who Lunch is a podcast that was created to provide a digital media platform that reflects the intersectionality between queer, Latinx, and Spanglish voices in an Anglo dominated podcast world. FavyFav and Babelito approach the topics of identity, food, family, and history in a responsible yet humorous way. Latinos Who Lunch intends to blend all these ideas together by placing into context everything from the piñata as a symbol of multiculturalism in Mexico, to the politics of Frida Kahlo as an icon of Mexicanidad. By maintaining visibility, accessibility and a philosophy of de-centering white male dominating cultural practices at the core mission of their content, Latinos Who Lunch strives to open a dialogue with their listeners about topics that many podcasts will not address.

FavyFav
FavyFav is a Las Vegas native working in the mediums of painting, sculpture, and performance. His work draws from art history, popular culture and his Guatemalan/Mexican heritage. He has participated in exhibitions and been awarded artists residencies across the United States, Mexico and the United Kingdom. Las Vegas venues include the Contemporary Arts Center, Trifecta Gallery and The Clark County Government Center. Favela has curated many shows throughout southern Nevada, at spaces such as UNLV’s Marjorie Barrick Museum to El Porvenir Mini-Market in North Las Vegas. Recent exhibitions of note include Unsettled at the Nevada Museum of Art in Reno; Mi Tierra: Contemporary Artists Explore Place, featuring site-specific installations by 13 Latino artists that express experiences of contemporary life in the American West at the Denver Art Museum and the group exhibition Shonky: The Aesthetics of Awkwardness currently touring the United Kingdom. FavyFav is also the 2018 recipient of the Alan Turing LGTBIQ Award for International Artist. To view Favy’s work please visit, justinfavela.com, or check out our News and Updates section below for upcoming exhibitions in a city near you.

Babelito
Babelito, is a recent Ph.D. in Ibero-America colonial art history from the University of New Mexico. Since 2007 he has explored themes of violence, identity, race and class difference in colonial Latin American art. Among other venues, Babelito has presented his work at The Universidad Autonoma de Mexico (UNAM), The Denver Art Museum, The College of Art Association and American Studies Association. He has curated art exhibitions for Museo de Arte Religioso Ex-Convento de Santa Mónica in Puebla México, for the Mexican Consulate in Las Vegas and for the University of Nevada Las Vegas (UNLV). An essay titled “Hagiographical Misery and the Liminal Witness: Novohispanic Franciscan Martyr Portraits and the Politics of Imperial Expansion,” was published by Brill in the spring of 2018. Currently, Babelito is a Visiting Professor in Chicago, collaborates to the education programs of Arquetopia, Foundation for Development in Puebla and Oaxaca Mexico, and lectures on Latinx visibility in the podcast world.
OPENING

PLENARY “Grassroots Fundraising Revolution: From Asking for Money, Towards Organizing the People’s New Economy”

Friday, July 27 | 9-10:30 a.m. | Student Center East

Mary Hooks, SONG Co-Director
Mary Hooks joined the SONG team as a field organizer for the state of Alabama in March 2011. The chapters of her life begin with a life of poverty, being parentless, and shy. Her story unfolds as a rebellious teenager who converts to a devoted Christian in Pentecostal church, comes out as a lesbian, and is left without the support of her foster or church family, and stricken with tons of Christian guilt. As a student at a private Lutheran college, Mary redefined her self and discovered a radical desire to be a catalyst for change in the world. Since then Mary has relocated to the hot shades of Atlanta, GA, and has found her niche in organizing with SONG, throwing dope parties and singing with the Juicebox Jubilees, a queer choir, created to provide a safe space for folks to gather their voices together, sip a little wine, and sing songs that uplift, inspire, and liberate.

Paulina Helm-Hernandez, former SONG Co-Director & currently Program Officer, Foundation for a Just Society
Paulina is a queer artist, trainer, political organizer, and strategist from Veracruz, Mexico, who has made the US South her home for more than two decades. For eleven years, she was the co-director of Southerners on New Ground, a social justice advocacy organization supporting LGBTQ people in the US South. Prior to that she coordinated the Southern regional youth activism program at the Highlander Research and Education Center. Paulina has a background in farmworker and immigrant/refugee rights organizing, anti-violence work, and gender and sexual liberation work that centers people most affected by poverty, war, and racism.

Dara Cooper, Co-Founder of National Black Food & Justice Alliance & James Beard Foundation Leadership Award recipient
With roots in numerous cities including Philadelphia, Chicago, Atlanta and Jackson, MS, Dara Cooper is a national organizer with the National Black Food and Justice Alliance (NBFJA), an alliance of Black led organizations working towards national Black food sovereignty and land justice. She is also an anchor team member of the HEAL (Health Environment Agriculture and Labor) Food Alliance, a cross sector alliance of organizations working to transform our unjust food system. She is currently working on a project elevating racial justice and food systems infrastructure work (such as food hubs and co-ops), after completing a southern tour interviewing Black farmers, co-ops and food hubs throughout the south in partnership with the Center for Social Inclusion.

Dara serves on the leadership team for the Movement for Black Lives policy table, working to link the struggle against mass police and state violence with environmental, health and nutritional violence against Black people. In August of 2016, the Movement for Black Lives’ policy table introduced a Vision for Black Lives policy document providing a comprehensive set of policy demands from over 50 contributing organizations.
Nicole Marín Baena, Director of Finance and Economic Development, Mijente

I grew up in an immigrant family in the South. My parents were textile workers, and when the factories started to close (after NAFTA), my family would move to wherever there was a mill still open; from town to town all across Appalachia. I experienced firsthand how companies can extract all the labor and resources from a place and move on to the next, leaving nothing of use behind. After my community in western North Carolina experienced some devastating immigration raids, we started working together and talking with other communities to try to figure out how to build new economic relationships that are rooted in places and can withstand the different storms that will come.

In the spirit of doing for ourselves, that I’ve been working at the Southern Reparations Loan Fund. Through my work, I’ve had the opportunity to travel all over the South, and listen to stories. I’ve visited with musicians in eastern Kentucky, immigrant farmers in New Orleans, community organizers in Jackson, Mississippi, and cooks in Little Rock, Arkansas. I’ve sat with people and places and stories that are all different, but I can see some similar veins in history: promises made and broken, the extraction of people’s labor and natural resources, the denial of ownership. I also see my own hopes reflected: people working hard in their communities to build something that belongs to everyone, together, with dignity.

DEBATE

Saturday, July 28 | 9-10:30 a.m. | Student Center East

RESOLUTION

Whereas: the purpose of “branding” when used by for-profit corporations is the following:

• to promote recognition of a company and its associated products or services,
• to set your company apart from the competition,
• to get people to believe they “need” your product and then to buy it,
• to create a positive feeling in customers for other products by the same company to provide business value;

Whereas: the purpose of social justice movements is the following:

• promote equity,
• insure fair redistribution of wealth,
• provide health care, education and public services to all,
• end racism, sexism, and all forms of oppression and institutional inequality
• invite democratic participation from as many people as possible in the creation of a just and peaceful society
• to unite people and organizations so that the power and resources of many can achieve the change that is not possible when we work separately;

Therefore, be it resolved:

Organizations that are explicitly working for social justice and see their work as part of a broader strategy of building strong social justice movements must be clear that branding is a tool in a capitalist system, which itself can only produce more inequality and oppression, and as such social justice organizations must resist the pressure to create or promote their own brand.
Moderators

FavyFav & Babelito, Latinos Who Lunch

Debaters

Heather Yandow, Third Space Studio

Heather Yandow inspires nonprofit leaders to be more strategic and thoughtful in their action. She is known for her appreciation of both data and story as well as her belief that it is better to be great than to be good.

Heather is the creator of Third Space Studio’s annual Individual Donor Benchmark report. Recent reports have been covered by the Stanford Social Innovation Review, The Nonprofit Times and the Grassroots Fundraising Journal.

Heather brings more than a decade of experience as a fundraiser, facilitator, outreach coordinator, and project manager to Third Space Studio and our clients. Prior to joining Third Space Studio in 2010, Heather was the Director of Development and Communications with the NC Conservation Network, a statewide network of over 100 organizations focused on protecting North Carolina’s environment and public health. During her nine-year tenure, Heather developed sustainable strategies to diversify revenues, directed a growing fundraising program, and built a comprehensive set of benchmarks to track programmatic progress.

Heather is a founder of the Beehive Collective, a giving circle in Raleigh, and is a former board member of Democracy NC and ncy: NC’s Network of Young Nonprofit Professionals. Heather holds a certificate in Nonprofit Management from Duke University and a Bachelor’s of Science in Mathematics from the University of North Carolina.

In her free time, Heather enjoys riding bikes, hanging out with her dog, and enjoying the great music and food in the Triangle.

Mario Lugay, Giving Side Founder

As Justice Funders’ Collaboration Director, Mario partners with philanthropy and field practitioners to design, pilot and scale both innovation and coordinated action that advances social movements. Mario comes to the organization via Stanford University’s Hasso Plattner Institute of Design (d.school), where he served as a 2016-2017 Civic Innovation Fellow, and currently holds the position of Entrepreneur-in-Residence at GuideStar, and is the founder of the technology platform, Giving Side.

In 2010, Mario co-founded the New American Leaders Project, the country’s first and only organization dedicated to training first- and second-generation immigrants to run for elected office. He has held leadership positions at the Kapor Center for Social Impact, as well as the Funders’ Committee for Civic Participation, providing leadership around new and unprecedented philanthropic investments in both integrated voter engagement strategies and for a fair and accurate 2010 census count. He built significant community organizing experience as the National Coordinator of Racial Justice 911 and at CAAAV Organizing Asian Communities in the Northwest Bronx.

Mario is a long-time philanthropic and nonprofit consultant, speaker and trainer. He currently is an advisor to the High Net Worth POC Donor Collaborative, Digital Impact and New Media Mentors, and previously served as board member of Resource Generation, American Prospect, and as board chair of the Asian Pacific Environmental Network (APEN). He is a graduate of Columbia University.

Mario scales opportunities for individuals to engage civically and for progressive social change. He started this work as a community organizer in the Northwest Bronx and later joined the field of philanthropy. There
he became the first program director of the Funders’ Committee for Civic Participation, providing leadership around new philanthropic investments in both integrated voter engagement strategies and for a fair and accurate 2010 census count.

Today, Mario explores bringing the best of technology to the best side of ourselves.

**Erica Clemmons, State Director of 9to5 Georgia**

Erica Clemmons is a community activist at heart. Her passion for the development of young black labor members started as a steward for UFCW Local 1996 in Atlanta Ga., where Erica became the voice for many workers fighting for fair treatment in the workplace. Erica quickly grew a presence in the labor community as a talented activist, where she worked in many different cities helping to organize members of the community to organizer their workplace. After spending time with UFCW in Ohio, Michigan and Chicago, Erica came back to the south to help organize communities of color. Currently Erica is the State Director of the Georgia Chapter of 9to5 National Association of working women where she continues to fight to end employment discrimination against women. The membership of the Georgia Chapter is predominately the most marginalized women of color in the communities of Metro Atlanta. Erica’s work with 9to5 focuses on building power in Georgia through leadership development, and civic engagement. She is working to help create policy that will be more reflective and inclusive to communities that she works in. She is also the current under 40 chair for the International Coalition of Black Trade unionist (CBTU) and the vice president of the local CBTU Metro Atlanta chapter. CBTU, is a constituency group of the AFL-CIO, and a voice for black workers in the labor movement.

**Xochitl Bervera, Director of Racial Justice Action Center (RJAC), Atlanta**

Xochitl Bervera is a queer Chicana/Latina organizer, lawyer, movement builder, and teacher/trainer. She is currently the Director of the Racial Justice Action Center which building the grassroots leadership, power, and capacity of marginalized communities to fight for – and win - political, economic, and social transformation in Atlanta and Georgia. At RJAC, she leads the organizations engagement in Transformative Organizing which includes intensive leadership development strategic campaigns, policy advocacy led by the directly impacted, and movement building in order to advance a vision of a radically restructured society where justice exists for all people. RJAC’s grassroots projects include Women on the Rise (WoR) and the Solutions Not Punishment Collaborative (SNaP Co).

Xochitl has over 15 years of experience in grassroots organizing, media, and policy advocacy, and training and technical assistance, mostly focused on ending criminalization in Black and Latino communities. She has organized in California, New York, Louisiana, and Georgia. She is passionate about uniting communities of color to resist incarceration, detention, and deportations. Xochitl is also a student and teacher of generative Somatics, learning to develop the leadership capacities of individuals and groups, support communities in healing from trauma, and transform oppression into powerful and coordinated action for liberation.
CLOSING/CALL TO ACTION

PLENARY “Decolonizing Wealth: A Call to Mutual Healing and Thriving”
Sunday, July 29 | 11:30 a.m. – 12:45 p.m. | Student Center East

Edgar Villanueva
Author of *Decolonizing Wealth*
Schott Foundation for Public Education, VP of Programs & Advocacy

Edgar Villanueva is a nationally-recognized expert on social justice philanthropy. Edgar currently serves as Chair of the Board of Directors of Native Americans in Philanthropy and is a Board Member of the Andrus Family Fund, a national foundation that works to improve outcomes for vulnerable youth.

Edgar is an instructor with The Grantmaking School at the Johnson Center at Grand Valley State University and currently serves as Vice President of Programs and Advocacy at the Schott Foundation for Public Education where he oversees grant investment and capacity building supports for education justice campaigns across the United States.

Edgar previously held leadership roles at Kate B. Reynolds Charitable Trust in North Carolina and at the Marguerite Casey Foundation in Seattle. In addition to working in philanthropy for many years, he has consulted with numerous nonprofit organizations and national and global philanthropies on advancing racial equity inside of their institutions and through their investment strategies.

Edgar holds two degrees from the Gillings Global School of Public Health at The University of North Carolina Chapel Hill. Edgar is an enrolled member of the Lumbee Tribe of North Carolina and resides in Brooklyn, NY.
<table>
<thead>
<tr>
<th>Presenter(s)</th>
<th>Workshop</th>
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<th>Room</th>
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<tr>
<td>Thais Marques &amp; Randall Smith</td>
<td>21st Century Telethon: Peer-to-Peer Text Messaging for Fundraising</td>
<td>If your fundraising needs a 21st century upgrade, then this is the session for you. Peer-to-peer texting enables a volunteer or staff person to engage in hundreds of individual text conversations in an hour. Come to this session to learn how you can use peer-to-peer text messaging to raise more money. Join us to explore the untapped potential to broaden the reach of our fundraising campaigns-- with a personal touch.</td>
<td>SCW 462</td>
<td>ONLINE FUNDRAISING</td>
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<tr>
<td>danni west</td>
<td>#RealTalk with Major Donors</td>
<td>How do you navigate power dynamics, stay grounded in grassroots fundraising values and meet your fundraising goals while having the relationships you want with your donors? A panel of major donors and fundraisers will discuss their experiences and considerations about giving and answer Q&amp;A. Attendees will have time to think through the relevance and application of fundraising strategies that are shared throughout the panel discussion.</td>
<td>SCE Auditorium</td>
<td>PERSONAL WELLNESS &amp; SUSTAINABILITY</td>
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<td>Nic Swiercek</td>
<td>Team Fundraising: Yes, You Can Raise 25K and More in 5 days!</td>
<td>Learn how to run a short-term team fundraising drive, meet an ambitious goal (25K-50K), involve more staff, board, and volunteers in fundraising, deepen your network of supporters, and strengthen staff skills and organizational capacity. Particular emphasis will be on ADVANCED planning you can use for 2018 year-end fundraising. This will present a case study from Nebraska Appleseed and data from organizations that ran similar “$50k in 5 Days” campaigns from 2015-2017 and surpassed their goals.</td>
<td>SCE 217</td>
<td>FUNDRAISING with BOARDS &amp; TEAMS</td>
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<td>Veronica Garcia &amp; Jose Dominguez</td>
<td>Resourcing Our Movements: From Asking to Organizing</td>
<td>This workshop is intended to help participants develop fundraising campaigns that are grounded in existing community assets and informed by movement-building vision. We'll use examples of real campaigns to explore the transition from fundraising and its emphasis on asking for money to the concept of resource mobilization and related themes of organizing power to redistribute resources more equitably. Participants will leave with tools and ideas to develop a mission-centered fundraising strategy.</td>
<td>SCE 218</td>
<td>HISTORY, POLITICS, &amp; the CURRENT STATE of GIVING &amp; PHILANTHROPY</td>
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<tr>
<td>Adrian Shanker</td>
<td>#Ownit: Using grassroots fundraising to build equity for our communities</td>
<td>Bradbury-Sullivan LGBT Community Center in Allentown, PA bought and renovated a building through grassroots fundraising and is now utilizing grassroots fundraising strategies in a campaign to eliminate their mortgage. This workshop helps grassroots organizations achieve capital fundraising plans through grassroots fundraising. Our communities can #OwnIt if we give them the opportunity!</td>
<td>SCE 216</td>
<td>NEW/SOLIDARITY ECONOMIES</td>
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<tr>
<td>Mary Grace Wolf &amp; Dondy Marie Moreland</td>
<td>Skills to Pay the Bills! How to Turn Small Donors into Mid-level or Major Donors through an Individual Donor Visit Program</td>
<td>Do you want to learn how to organize an individual donor visit drive to raise serious money for your organization? Come to our hands on session to learn tangible skills and strategies involving in person fundraising meetings. This workshop will build the confidence and skill set of a fundraiser with any amount of experience.</td>
<td>SCE 203</td>
<td>ADVANCED TOPICS</td>
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<td>Presenter(s)</td>
<td>Workshop</td>
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<tr>
<td>Ola Osaze, Jo Boakye &amp; Tiara Gendi</td>
<td>Black LGBTQ Migrants and Strategies for Survival</td>
<td>In Africa, the Caribbean and Latin America, US foreign policy and churches spread false narratives criminalizing LGBTQ people, creating political instability, and forcing many of us Black LGBTQ migrants to leave for fear of torture and murder. In the US, we are caught in a confluence of dire issues yet are largely invisible within the migrant justice movement. Using story-telling, presentations, and discussions, this workshop will focus on the history of LGBTQ Black migrant organizing in the US, our current experiences, needs, and organizing and resource-generating strategies.</td>
<td>SCW 464</td>
<td>PERSONAL WELLNESS &amp; SUSTAINABILITY</td>
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<tr>
<td>Karla Vazquez &amp; Rosa Ponce</td>
<td>Creando un Movimiento Fundado por el Pueblo. Creating a Movement Funded by the People</td>
<td>Exploramos las diferentes formas de recaudar fondos para nuestras campañas y movimientos por medio de tácticas de recaudación de base. Los participantes aprenderán sobre métodos y herramientas de recaudación de fondos que sostienen el movimiento por el pueblo, para el pueblo. We will explore grassroots fundraising tactics that can be applied to local campaigns and organizations. Participants will walk away with tools to build a sustainable grassroots movements funded by the people and for the people.</td>
<td>SCW 468</td>
<td>FUNDRAISING SKILLS, STRATEGIES, &amp; SYSTEMS</td>
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<tr>
<td>Lupine Reppert &amp; Lovisa Brown</td>
<td>Building Strong Fundraising Partnerships</td>
<td>Board members, Executive Directors and Directors of Development depend on each other to successfully fundraise, yet the differences between our roles, needs and motivations can make it challenging to work together. Through open dialogue and sharing, this session will help you to understand your own needs better, develop empathy for the perspectives of your counterparts as well as identify strategies to build common understanding and solutions for a strong fundraising partnership.</td>
<td>SCW 258</td>
<td>FUNDRAISING with BOARDS &amp; TEAMS</td>
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<tr>
<td>Lorraine Deguzman &amp; Kate Sorensen</td>
<td>Fundraisers Unite! Building a united front with the vision of Human Development</td>
<td>This current political moment has left social justice organizations vulnerable to competition for resources and safety. Learn how to unite movement fundraising through Human Development, a framework and practice of solidarity, grassroots democracy and transformative social relations to ensure that the needs of everyone are met. Learn how fundraising can use the concept of Human Development to raise resources together as a movement and build a united front against the Right. You will leave this session with curriculum and a report to share.</td>
<td>SCW 259</td>
<td>HISTORY, POLITICS, &amp; the CURRENT STATE of GIVING &amp; PHILANTHROPY</td>
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<tr>
<td>Nan Jessup &amp; Sonia Plata</td>
<td>Power in Numbers: Breaking Down Budgets &amp; Financials</td>
<td>Creating budgets and reading financial reports are more powerful aspects of your work than you may think. Come to this session to demystify the process of both. Learn how creating a budget gives you a template and financial reports help you stay on track as you implement your mission-driven work throughout the year. Both give you the power to communicate the financial health of your organization to your staff, board members, funders, donors, and community.</td>
<td>SCW 260</td>
<td>FUNDRAISING SKILLS, STRATEGIES, &amp; SYSTEMS</td>
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<tr>
<td>Mazarine Treyz</td>
<td>Stop Workplace Bullying and Harassment in Our Nonprofit Workplace</td>
<td>In this confidential interactive session, attendees will get a chance to tell their stories, and roleplay how to respond to workplace culture issues. You will learn: 0. Why workplace culture is important 1. Defining Rankism and Workplace Harassment 2. Different types of Somebodies &amp; Nobodies 3. 16 ways to demand dignity in the workplace (how to be an activist) 4. What to do about workplace harassment 5. Ways to research the workplace culture right in the interview 6. What healthy workplace culture looks like and feels like.</td>
<td>SCW 455</td>
<td>PERSONAL WELLNESS &amp; SUSTAINABILITY</td>
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# Friday Afternoon Workshops

**2:15–4:15 pm**

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<tr>
<th>Presenter(s)</th>
<th>Workshop</th>
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<tr>
<td>Lindsay Rodriguez &amp; Aziza Jones</td>
<td>Bowling for Abortion Access: The Collective Power of Grassroots Supporters and Peer-to-Peer Fundraising</td>
<td>The National Network of Abortion Funds is harnessing the collective power of online peer-to-peer fundraising to power a movement throughout our network, recently raising over $1M for abortion through small, individual donations! This case study and interactive discussion focuses on lessons learned, best practices, and strategy to create dynamic, nuanced communications and social media to build a network of passionate supporters who are using online grassroots fundraising to fund our movement.</td>
<td>SCE 203</td>
<td>ONLINE FUNDRAISING</td>
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<tr>
<td>Ace Portis</td>
<td>Where's The Ask?</td>
<td>How many times have you received an email, attended an event, or participated in a direct action, or had someone tell you about their work and it is ripe for a pitch/ask and it never comes or it comes at the wrong moment? If I had a dollar, we could resource our entire movement. Let’s discuss how to create the ideal atmosphere for the ask and how to get the timing right.</td>
<td>SCE 216</td>
<td>FUNDRAISING SKILLS, STRATEGIES, &amp; SYSTEMS</td>
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<tr>
<td>Beth Rayfield</td>
<td>Secrets to Building a Fundraising Board</td>
<td>Building a fundraising board can be one of the greatest challenges that development staff face. But there is hope! Whether your board members are grassroots community members or high profile individuals, the strategies and techniques for engaging them around fundraising can be similar. Learn how to help board members become confident ambassadors for your organization who actively engage their networks in fundraising. This workshop will help you imagine new ways to mobilize your board, and allow you to crowdsourc solutions for what’s not working. Board fundraising can be a huge asset to raising the budget – this workshop will help you learn some of the secrets to success!</td>
<td>SCE 217</td>
<td>FUNDRAISING with BOARDS &amp; TEAMS</td>
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<tr>
<td>Heather Yandow</td>
<td>Why We Fail: Changing Behaviors and Mindsets</td>
<td>If you've ever started a new fundraising strategy, tried to engage your board in fundraising, or attempted to get your co-workers to move to a new technology and failed, this workshop is for you! We'll talk about a new, more powerful way of understanding these seemingly straightforward shifts in activities and how attention to transitions can help you be more successful, no matter the audience.</td>
<td>SCE 218</td>
<td>PERSONAL WELLNESS &amp; SUSTAINABILITY</td>
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<td>Aaron Tanaka</td>
<td>Crowdsourcing Capital for a New Economy</td>
<td>Crowdsourcing has become a popular and critical strategy for organizations and businesses to raise funds from their communities and supporters. While many of us are familiar with crowd-sourced donation platforms like Indiegogo or GoFundMe, there are other tools like Direct Public Offerings (DPO), WeFunder, and Local Investment Opportunity Networks (LION) that can enable our communities to raise financing from loans and equity investment. If you want to start a co-op or purchase cooperative real estate, you’ll need more than grants and donations. Join this workshop to understand the strategies and opportunities for funding new, transformative projects with the wealth in our own communities.</td>
<td>SCW 460</td>
<td>NEW/SOLIDARITY ECONOMIES</td>
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<tr>
<td>Nicole Carty &amp; Thaís Marques</td>
<td>The ABCs of Digital Fundraising</td>
<td>Have you been hearing about the potential of digital fundraising but don’t understand what all the hubbub is about? Come on down to Digital Fundraising 101! In this beginner session, we’ll cover the ABCs of digital fundraising with a focus on fundraising through email. If you want to know how to get started, what key components you should prioritize and how to evaluate a new digital fundraising program this is the session for you!</td>
<td>SCW 462</td>
<td>ONLINE FUNDRAISING</td>
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<tr>
<td>Leah Olm &amp; Jocelyn Wong</td>
<td>You Are Not My Friend: Real Talk about Safety for Money Organizers</td>
<td>Organizing money can be joyful, rewarding work. It’s also risky. The power difference between your typical major donor or funder and you is real, and that leads a lot of us to saying ‘yes’ when we’d prefer to say ‘no’ or even better, ‘GTFO.’ So: how do we do this work, and keep ourselves safe? Trigger warning: we’ll be swapping stories from the field.</td>
<td>SCW 464</td>
<td>PERSONAL WELLNESS &amp; SUSTAINABILITY</td>
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<td>Ertha Luma, Jessica Vosburgh &amp; Marisol Aguilar</td>
<td>Monthly Gifts Can be Your Anchor During Certain Crossroads</td>
<td>This panel is tailored to give participants an overview on how monthly donations can help sustain their group during certain crossroads like starting a new project or the loss of grant funding. We will also cover how regular community fundraising events can serve as a site for recruiting new monthly donors, and building and maintaining relationships with both your membership and donor base. We will begin by emphasizing the needs for integrating monthly sustainers into your grassroots fundraising program by giving examples of its impact in the Workers’ Dignity operating budget, and then draw a picture of what building a monthly “sustainers” program and a community fundraising event calendar looks like in the early stages from Adelante.</td>
<td>SCW 466</td>
<td>FUNDRAISING SKILLS, STRATEGIES, &amp; SYSTEMS</td>
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<td>Yadira Sanchez &amp; Alejandra Ruiz</td>
<td>Aprendiendo el Baile de las Fundaciones (Learning the foundations dance)</td>
<td>Join Yadi and Alejandra, current and former development directors of national Latino and immigrant grassroots organizations, for some learning and sharing the ups and downs of navigating the foundation world. We will explore prospecting for the right foundation, preparing for funder meetings, writing proposals, and maintaining relationships with program officers. Aprenda a navegar el mundo de fundaciones con Yadi y Alejandra, profesionales de recaudación de dinero con organizaciones Latinas e inmigrantes al nivel nacional. En esta sección explicaremos el proceso de investigación para identificar la fundación adecuada para su área de trabajo, los elementos de preparación para reuniones con fundaciones donantes, la escritura de propuestas, y el mantenimiento de relaciones con los funcionarios de programa.</td>
<td>SCW 258</td>
<td>FUNDRAISING SKILLS, STRATEGIES, &amp; SYSTEMS</td>
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<td>Michael Magnaye</td>
<td>We're All in This Together: How Development Staff Can Work with Executive Director, Board, and Program Staff in Fundraising</td>
<td>It takes a village to fundraise – one that includes the Executive Director, Board, and program staff. This workshop will explore how a small development staff can optimize these three components to achieve fundraising success. We will explore setting expectations, planning, peer coaching, events, donor cultivation and stewardship. Throughout the session, we will discuss best (and worst) practices, drawn from examples of small- and medium-sized social justice organizations.</td>
<td>SCW 259</td>
<td>FUNDRAISING with BOARDS &amp; TEAMS</td>
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# Saturday Morning Workshops

**10:45 am–12:45 pm**

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<tr>
<td>Thaís Marques &amp; Nicole Carty</td>
<td>Rapid Response Fundraising: How to Raise Money In a Crisis Moment</td>
<td>It's a moment of crisis, your issue is suddenly all over the news. What do you do? Organize and raise money, of course. Come to this session to learn how to turn crisis into an opportunity to build your organization for the long term. Learn the basics of rapid response fundraising, how one immigrant-rights organization raised over $100,000 in one day following the repeal of DACA, and how to write an action-inspiring rapid response fundraising email that gets results.</td>
<td>SCE Auditorium</td>
<td>ADVANCED TOPICS</td>
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<tr>
<td>Mario Lugay &amp; Dara Silverman</td>
<td>Shifting from Transactional to Transformative Development: The Movement Commons Fundraising and Power Project</td>
<td>Shifting from Transactional to Transformative Development will re-examine and re-imagine the role of development staff in today's social movements and our hyper connected world. We will define, discuss and assess our sector's current status quo, as well as identify what is needed and possible to move our movements forward, and how development staff are vital leaders in the shift to transformative organizing. We will explore what a collaborative campaign led by development staff across organizations can be and the dialogues, tools and technology necessary to get us there. Collectively, we will co-design and workshop an ecosystem approach to such work and the ways we can bring it back to our respective movement communities.</td>
<td>SCE 203</td>
<td>ADVANCED TOPICS</td>
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<tr>
<td>Karla Vazquez &amp; Lindsey Harris</td>
<td>Building Power: Training Leaders to Recruit Members</td>
<td>In this interactive training, participants will join a simulated TIRRC membership recruitment training. Participants will learn about the importance of building money power and people power through a membership structure, learn how to recruit and engage members, and have the opportunity to practice facilitation, recruitment, and engagement themselves.</td>
<td>SCW 460</td>
<td>ADVANCED TOPICS</td>
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<tr>
<td>Stephanie Roth</td>
<td>All Aboard: Building a Fundraising Team</td>
<td>A key factor in successful fundraising is the involvement of as many people as possible in fundraising activities. It also happens to be one of the biggest challenges faced by many organizations. This session will provide practical tools and strategies for creating successful fundraising teams that include board, staff and volunteers. We'll discuss the role of the board and non-development staff in fundraising, recruiting volunteers, and ways to motivate and support team efforts.</td>
<td>SCE 217</td>
<td>FUNDRAISING with BOARDS &amp; TEAMS</td>
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<td>Tayyab Yunus &amp; Rachel Branaman</td>
<td>Show Me the Funding: How the Muslim Community's Funding Framework has Evolved</td>
<td>American Muslim communities are mobilizing more than ever before due to the current Islamophobic and racially-charged environment. The community has traditionally looked to mosques and individual donors to fund projects but with the growing number of Muslim organizations, we see a transition to a new funding framework. This session shines a light on the historical and emerging funding trends, what could do done better, and how these emerging frameworks can be applied to other communities.</td>
<td>SCE 218</td>
<td>HISTORY, POLITICS, &amp; the CURRENT STATE of GIVING &amp; PHILANTHROPY</td>
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<td>Eric Horvath</td>
<td>The New Architects of Social Finance: Building Out your Funding Streams and Creating Just Capital for your Communities</td>
<td>Interested in going beyond grants to fund your movement? Over the last decade, social finance has boomed, and the funding ecosystem is increasingly interested in additional forms of financing to support your work. In this interactive workshop, participants will be introduced to the potential (and pitfalls) of social finance, while remaining grounded in social justice. This session will touch on topics like impact investing, earned revenue, and shareholder activism, plus how to hold investors accountable.</td>
<td>SCE 216</td>
<td>NEW/SOLIDARITY ECONOMIES</td>
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<td>Taij Moteelall, Simone Jhingoor &amp; Neha Mahajan</td>
<td>Building Power Within &amp; Power With to Mobilize Resources</td>
<td>This highly participatory session centers personal transformation, storytelling, community building and visioning to foster empowerment and interdependence among fundraisers and resource mobilizers. Using the Colorado Transformative Leadership Fellowship as a model, participants will begin visioning ways to individually and collectively raise resources to transform movements from the inside out.</td>
<td>SCW 464</td>
<td>PERSONAL WELLNESS &amp; SUSTAINABILITY</td>
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<td>Marjorie Fine</td>
<td>Foundations, Program officers and Writing Proposals: Everything You Wanted to Know about Foundations and Were Afraid to Ask</td>
<td>Join Marjorie Fine, noted former grantmaker and current fundraising trainer and coach, and your colleagues for some learning, sharing, discussion and cheerleading on finding the pleasure and excitement in fundraising from foundations. We will explore writing winning proposals, understanding program officers, how to conduct a funder meeting, build a relationship and share stories-good, bad and ugly. Come with your questions, come ready to laugh, come ready to share and let your hair down but most of all...come!</td>
<td>SCW 466</td>
<td>FUNDRAISING SKILLS, STRATEGIES, &amp; SYSTEMS</td>
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<tr>
<td>Jaclyn Miller-Barbarow</td>
<td>To 501(c)(3) or Not To 501(c)(3)?</td>
<td>Is your organization trying to figure out whether it should have (or keep) a fiscal sponsor or whether it should become an independent 501(c)(3)? This session will cover pros and cons of different options, helpful tips on how to find the right fiscal sponsor, what’s required of independent nonprofits, and how to fill out the IRS paperwork.</td>
<td>SCW 462</td>
<td>FUNDRAISING SKILLS, STRATEGIES, &amp; SYSTEMS</td>
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<td>Mazarine Treyz</td>
<td>Building trust in a world of “alternative facts”</td>
<td>The currency that our movements must speak is trust. Trust is how we get donors, how we motivate staff, and how we help board members advocate for us in the community. You must build trust, deliberately. In this session, we’ll talk about exactly how to build trust and make your nonprofit office even more effective. You’ll learn: -- The Cost of not building trust in our organizations -- How to build credibility—even with yourself! -- 10 ways to build trust at work -- 3 Key elements of Trust -- 7 Phrases to set expectations and more!</td>
<td>SCW 258</td>
<td>PERSONAL WELLNESS &amp; SUSTAINABILITY</td>
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<td>Stan Yogi</td>
<td>Planned Giving with Few Resources and Little Time</td>
<td>This workshop will help you develop and implement a basic planned giving program. Learn about how estate gifts reflect donors’ values, legacy gift options, infrastructure for a planned giving effort, encouraging donors to make estate gifts, maintaining relationships with legacy donors, and administering planned gifts after a supporter passes away. This workshop is suited for organizations with an established base of at least 100 donors who contribute regularly, regardless of the size of their gifts.</td>
<td>SCW 259</td>
<td>ADVANCED TOPICS</td>
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<tr>
<td>Nia Evans &amp; Aaron Tanaka</td>
<td>Boston Ujima Project: Vision for a Transformative People's Economy</td>
<td>The Boston Ujima Project is organizing neighbors, workers, business owners and investors to create a new community controlled economy in Greater Boston. We are challenging poverty and developing our communities by organizing our savings, businesses and customers to grow local wealth and meet our own needs. Join Ujima's participatory workshop to learn how we can organize our own capital, fund our own enterprises and movements, and build a democratic people's economy today.</td>
<td>SCW 260</td>
<td>NEW/SOLIDARITY ECONOMIES</td>
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<td>Lindsey Harris</td>
<td>Budgeting for the Resistance: Start Here</td>
<td>Reclaim your power over math and budgets! In this empowering introduction to reading and creating budgets, we will cover: - The basic elements of budgets - How to read a budget of any size! - How to make a project budget or a budget for a fundraising event. This session is great for anyone new to fundraising and nonprofits!</td>
<td>SCE 203</td>
<td>FUNDRAISING SKILLS, STRATEGIES, &amp; SYSTEMS</td>
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<td>Nicole Townsend &amp; Kyla Hartsfield</td>
<td>For the People, by the People: How Everyday People Fund the Movement</td>
<td>This workshop will unpack some of the strategies SONG uses to raise money for the Black Mama's Bail Out Actions. There will be tangible tools that participants can add to their fundraising fanny packs. There will be some interactive components that will allow participants to dream and scheme together.</td>
<td>SCE Auditorium</td>
<td>HISTORY, POLITICS, &amp; the CURRENT STATE of GIVING &amp; PHILANTHROPY</td>
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<td>Ertha Luma &amp; Karla Vazquez</td>
<td>Leading an intensive online campaign: How to raise $20,000 in 20 days</td>
<td>Intensive online campaigns can be a pragmatic approach considering that most young people are more likely to frequent social media. This workshop is designed to help participants prepare a plan in which they will integrate various online strategies into their campaign. Participants will break into groups and have the opportunity to develop a campaign plan together. Participants will gain tools to create a timeline, theme, prospecting, online tactics, and a visual appeal for their campaign.</td>
<td>SCE 217</td>
<td>ONLINE FUNDRAISING</td>
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<td>Amberly Carter &amp; Magnolia “Maggie” Carter</td>
<td>Change Agent, Give Yourself a Break: Systems and Resources to Run Your Life and Work on Autopilot</td>
<td>Wouldn’t it be great to spend less than 10 minutes a day in your inbox? Learn how you can implement more systems into your life and business for way less stress with scheduling, email management, social media management, and more. Discover tech tools that will automate your work and help you be more productive. Run your day; don’t let your day run you! Bring your phone or laptop because this is a collaborative work session.</td>
<td>SCE 218</td>
<td>PERSONAL WELLNESS &amp; SUSTAINABILITY</td>
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<td>Thaís Marques</td>
<td>Online to Offline Mobilization and Fundraising: Lessons from A Day Without Immigrants</td>
<td>How do we absorb people who actively support our movement, instead of letting them evaporate once the moment has passed? How can these very same people financially sustain our movements over the long-term? If we can answer these questions, then we can build and sustain movements that win. This session will give participants an inside look into how Cosecha organized the largest immigrant-led actions in a generation and how we raised money to support our workers.</td>
<td>SCW 460</td>
<td>ADVANCED TOPICS</td>
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<td>Pamala Silas</td>
<td>Developing Strategic Partnerships for Sponsorships</td>
<td>This workshop will cover the elements of developing and managing a successful sponsorship program. Participants will learn about the legal parameters governing sponsorship revenue, policies to consider implementing that guide sponsorships revenue and an example of a sponsorship program framework that brings event sponsors into a deeper commitment towards the mission of your organization.</td>
<td>SCW 462</td>
<td>ADVANCED TOPICS</td>
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<td>Dara Silverman &amp; Nicole Carty</td>
<td>Strengthening Connections between Fundraising, Communications and Program</td>
<td>Often fundraising is seen as the support work in an organization. Many organizations are grappling with how to integrate work between fundraising, communications and programmatic components of the work. In this session, we will introduce free and low-cost tools that can help streamline communication and work between different parts of your organization to strengthen information sharing, mutual support and increase capacity. We believe it is key to the success and health of any group or movement to have fundraising, communications and programs as fully integrated parts of every organization. Come learn how other organizations are learning to work together for greater success.</td>
<td>SCW 464</td>
<td>ADVANCED TOPICS</td>
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<tr>
<td>LaTierra Piphus</td>
<td>Divestin' from Capitalism, Investin' in Ecological Justice: Time Banking 101</td>
<td>For The Womanist Working Collective, this service-exchange system is a network of collective members, grassroots organizations and Black Owned Businesses operating cooperatively to share their talents and mobilize community resources and tap into networks of community support.</td>
<td>SCW 466</td>
<td>NEW/SOLIDARITY ECONOMIES</td>
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<td>David McGoy</td>
<td>We Got This: A Facilitated Exchange to Help DODs Find Their Power and Position Their Organizations for Fundraising Success</td>
<td>Fundraising is a high-pressure job that often leaves Development Directors feeling isolated and overwhelmed. In this session, DODs will engage in a facilitated discussion to examine some of the common challenges they face in their day-to-day work, brainstorm potential solutions, and share strategies on how to mobilize effective fundraising teams in their organizations. Topics of discussion will include setting realistic goals and expectations, time prioritization, managing up, self-care, and performance measurement.</td>
<td>SCW 258</td>
<td>ADVANCED TOPICS</td>
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<tr>
<td>Lorraine Ramirez</td>
<td>Funder Caucus for Grantmakers</td>
<td>In this session, grantmakers will talk about using their own grantmaking to supporting grassroots fundraising, as well as how to recruit to funders to support this critical work. Participants will build community and space for collaboration.</td>
<td>SCW 259</td>
<td>HISTORY, POLITICS, &amp; the CURRENT STATE of GIVING &amp; PHILANTHROPY</td>
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<td>Steve Lew</td>
<td>Fundraising Bright Spots! Learn &amp; Take Action</td>
<td>Some of the most interesting and relevant research came from social justice fundraisers in 2016, called the “Fundraising Bright Spots”. After learning about what is spurring success in 17 groups fundraising growth, CompassPoint and Klein and Roth shared these lessons in four “mindsets” They sound simple, but they require time, re-thinking and effort to adopt them in organizations, even in your own beliefs about fundraising. After working with 40 groups in Bright Spots learning communities, we are seeing many organizations based in communities of color and focused on social justice making it work for them. More staff and board are actively building support relationships, and fundraising is strengthened. Come learn how you can do this! We ask that you read the Fundraising Bright Spots report, before the session.</td>
<td>SCW 260</td>
<td>FUNDRAISING with BOARDS &amp; TEAMS</td>
</tr>
<tr>
<td>Jennifer Freedman</td>
<td>If you build it... Capital Campaigns for Social Justice Organizations</td>
<td>Is your organization looking to purchase or renovate a building? Feeling overwhelmed and don't know where to start? This presentation will cover some basic elements of capital campaigns, and take us through a case study of a capital campaign that helped transform a social justice organization's development shop. Bring your capital campaign ideas for a hands-on exercise.</td>
<td>SCW 455</td>
<td>ADVANCED TOPICS</td>
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## Sunday Morning Workshops
9–11 am

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<thead>
<tr>
<th>Presenter(s)</th>
<th>Workshop</th>
<th>Description</th>
<th>Room</th>
<th>Track</th>
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<tbody>
<tr>
<td>Beth Raps</td>
<td>Not for the Meek: Fundraising as a Contemplative Practice</td>
<td>This workshop will demonstrate and teach how to improve your fundraising by -observing and possibly changing your self-talk about money and fundraising -using visualization to get over personal hurdles in fundraising, and -helping others within your organization do these things. It is highly interactive. At the same time, participation is voluntary at all times, including in exercises or in sharing results of exercises.</td>
<td>SCE 216</td>
<td>PERSONAL WELLNESS &amp; SUSTAINABILITY</td>
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<tr>
<td>Dondy Marie Moreland, Keisha A. Spigner &amp; Casey Thomas</td>
<td>We Make Money Moves! Fundraising While Black</td>
<td>Fundraisers from the African diaspora are rarely in fund development. This is minefield for people of color at the margins — LGBTQ+, immigrant, and / or low-income people — when philanthropy and organizational donor bases are predominantly white. Together, we will forge a path forward through shared experiences; learn to diversify our donor bases; form compelling case statements, 30-second elevator pitches; and build a network of peer fundraisers / experts to support your excellence.</td>
<td>SCE 217</td>
<td>PERSONAL WELLNESS &amp; SUSTAINABILITY</td>
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<tr>
<td>Wazi Maret &amp; Jack Dunn</td>
<td>By the people, For the people: Fundraising for TGNC Liberation</td>
<td>Trans and gender non-conforming folks have always made a way out of no way, and now more than ever we are building stronger pipelines to fundraising and generating resources for all TGNC people. In this session, join Transgender Law Center’s all TGNC fundraising team for a facilitated discussion on being trans and GNC fundraisers for social justice. Connect with other TGNC fundraisers, share your personal stories and best practices, strategize for TGNC economic justice and liberation, and more.</td>
<td>SCE 218</td>
<td>HISTORY, POLITICS, &amp; the CURRENT STATE of GIVING &amp; PHILANTHROPY</td>
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<tr>
<td>Karla Vazquez &amp; Alejandra Ruiz</td>
<td>Al Fin Llegaremos a Nuestra Meta: Creando una Campaña de Recaudación de Fondos de Fin de Año para la Comunidad / End of Year Fundraising Campaign for our Community</td>
<td>Wanna have a lit end of year fundraising campaign? Get your holiday money groove on with us and learn how to create and implement a successful end of year fundraising campaign. We will have some real talk on what an end of year fundraising plan looks like, who is involved, identifying our end of year givers (aka donors), crafting your message, stewardship plans, and leading from a place of abundance. ¿Quieres tener una campaña de recaudación de fondos de fin de año que este bien chida? Ponte al ritmo con nosotras y aprende cómo crear e implementar una exitosa campaña de recaudación de fondos de fin de año. Tendremos una charla sin pelos en la lengua sobre: que es un plan de recaudación de fondos al final del año, quién participa, identificación de nuestros donantes, elaboración de su mensaje, planes de corresponsabilidad y liderando desde un lugar de abundancia.</td>
<td>SCE 203</td>
<td>FUNDRAISING SKILLS, STRATEGIES, &amp; SYSTEMS</td>
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<tr>
<td>Ertha Luma</td>
<td>How to make a $5,000 ask and get a pledge during a 30 minute lunch</td>
<td>This workshop is designed to prepare participants for making larger gift requests and get a pledge at the end of the meeting. Participants will learn how to structure their conversations with the donors and practice making larger gifts requests.</td>
<td>SCW 462</td>
<td>FUNDRAISING SKILLS, STRATEGIES, &amp; SYSTEMS</td>
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<tr>
<td>Presenter(s)</td>
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<tr>
<td>Jeff Pinzino</td>
<td>Too Tapped to Thank</td>
<td>You know thanking donors is the right thing to do, but you’ve got an event to plan, a proposal to write, and a thousand other things that social justice fundraisers are expected to do, so the thank-yous don't get done. Never fear, we've got life hacks for you that will get your donors thanked with a lot less effort. And, we'll get to practice some of them on GIFT conference donors. This session is guaranteed to reduce your fundraising guilt!</td>
<td></td>
<td>FUNDRAISING SKILLS, STRATEGIES, &amp; SYSTEMS</td>
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<tr>
<td>Sara LaCava Lieberman</td>
<td>Fundraising Planning for Growth and Equity</td>
<td>A fundraising plan can help you raise more money and it can also shape fundamental things about our organizations, such as who we're accountable to and how we're building our base. We'll discuss how to balance return on investment and sustainability, with important organizational values such as equity, accountability, and community engagement. And you'll walk away with the beginnings of your best (or first!) fundraising plan to take back home.</td>
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<td>NEW/SOLIDARITY ECONOMIES</td>
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<tr>
<td>Rhiannon Chester</td>
<td>Power to the People: Crowdfunding to Mobilize Community Agency</td>
<td>Join the national crowdfunding nonprofit ioby (in our backyards) to explore how crowdfunding can be used not only to raise cash, but also to promote community buy-in, build awareness of your work, and grow a strong local base of support over time. Through real-life case studies of successfully-funded projects, this session will give attendees a firm understanding of when and how to use crowdfunding effectively to support their work.</td>
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<td>ONLINE FUNDRAISING</td>
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<tr>
<td>Arturo Clark &amp; Dondy Marie Moreland</td>
<td>More than a Reflection</td>
<td>Get to know your organization really well, so that you can be strategic in how to present your organization to individual and institutional funders. In this session you will plan an assessment to get a more complete picture of your organization — a “reflection.” From there, you will learn how to create an intentional image of your organization for funders — one that is authentic to your work and your vision.</td>
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<td>FUNDRAISING SKILLS, STRATEGIES, &amp; SYSTEMS</td>
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<tr>
<td>Mildred Powell, Maria Calvopina, Michelle Bermeo Betancourt, Alexandria Jonas</td>
<td>Fundraising for long-term Sustainable Financial Support</td>
<td>Nonprofits and community groups continue to face shrinking funding streams from large donors and grant sources. The Fund for Democratic Communities (F4DC) matching grant programs help groups develop bases of support capable of providing long-term sustainable financial support. We also give consideration to whether and how groups and projects are trying to use democratic and participatory methods of engagement and decision-making as they go about their work.</td>
<td></td>
<td>FUNDRAISING SKILLS, STRATEGIES, &amp; SYSTEMS</td>
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<tr>
<td>Joy Messinger &amp; mai doan</td>
<td>Grantwriting Basics for Startup Projects</td>
<td>Interested in applying for grants but don't know where to start? Want to learn about resources for groups without 501c3 status? Join national feminist funder Third Wave Fund for an intro to philanthropy and grantwriting. Together we'll walk through the process of seeking funding from research to approval or rejection to follow up and more. Bring an idea or project for some interactive exercises that will help you walk away with tools and next steps for your resource development adventure!</td>
<td></td>
<td>FUNDRAISING SKILLS, STRATEGIES, &amp; SYSTEMS</td>
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<tr>
<td>Mark Fick</td>
<td>Using Cooperatives for Sustainable Economic Development</td>
<td>This session will serve as an introduction to cooperative enterprises and how they can be used in collaboration with targeted fundraising to improve the sustainability of our communities. Participants will explore assumptions about how people relate to money, capital, credit and debt. We will cover the structure and principals of cooperatives and review examples of the way in which cooperative ownership can become a practical counter to historical and current economic exploitation.</td>
<td></td>
<td>NEW/SOLIDARITY ECONOMIES</td>
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SPEAKER BIOS

Aaron Tanaka is a Boston-based community organizer, grantmaker, and impact investor. As the director of the Center for Economic Democracy, Aaron stewards funding and technical assistance to grassroots groups that build power and vision in low-income communities of color for a new solidarity economy.

Ace Portis is a professional fundraiser with a deep passion for philanthropy. Ace is currently the director of development at Transgender Law Center where she brings several years of fundraising, project management, and resource strategy experience. They have committed their life to philanthropic service, spending hundreds of volunteer and board work hours in various capacities.

Adrian Shanker is a leader in LGBT health advocacy and serves as executive director of Bradbury-Sullivan LGBT Community Center, an organization he founded and built through grassroots fundraising. Prior to founding Bradbury-Sullivan LGBT Community Center, Adrian served as president of Equality Pennsylvania during a time of unprecedented organizational growth.

Alejandra Ruiz serves as the director of strategic growth for the Movement Voter Project (MVP) where she oversees donor engagement and advising. Prior to joining MVP, Alejandra served as the development director of the United We Dream Network (UWD), the nation’s largest immigrant youth-led network.

Alexandria Jonas comes from Southern Illinois and has a degree in sociology. Alex has worked as a community organizer in New York City, the Philippines and North Carolina focusing on workers’ & immigrants’ rights and economic development. Alex is currently the Development Manager at National Farm Worker Ministry. “The challenges farmworkers face and, most importantly, their struggle for self-determination is similar to agricultural workers all over the world. It is both humbling and inspiring.

Amberly Carter, cousin of Emmett Till and Mamie Till Mobley, helps families who have lost loved ones to violence, start and grow their memorial foundation brands online. Amberly, a 2x author, also hosts the Mamie Taught Me Podcast, an intimate reflection and piercing look into life, business and social justice.

Arturo Clark is the deputy director of development at People’s Action Institute, where he has served for the past seven years. He has a background in both organizing and institutional development, and is an alumnus of Texas Christian University.

Aziza Jones works directly with individual donors ensuring their donations end up where they make the most impact.

for the future they believe in. She loves talking about well-attended house party, gala, and fundraiser strategies, and enjoys karaoke, reading, travel, her needy cat Shelle and all things whiskey, cabernets and cheese!

Beth Rayfield, PhD, is the director of institutional advancement at the Center for Community Change (CCC) in Washington, DC. Previously, Beth served as the director of development at the Coalition for Humane Immigrant Rights of Los Angeles (CHIRLA); and the director of fund development and communications at the East LA Community Corporation (ELACCO).

Beth Raps is founder and lead coach/consultant for RAISING CLARITY. She uses meditative and intuitive practices + guided visualization as practical, efficient aids to fundraising and money coaching with individuals and organizations.

Casey Thomas serves as the development associate at People’s Action Institute. She lives in Greensboro, North Carolina where she earned her Master’s in Public Health from the University of North Carolina at Greensboro and completed her undergraduate study at Guilford College.

Dana Schneider has been working for gender, economic and racial justice to build community and support the arts for two decades. Previously, Dana served in leadership positions at the Foundation for Jewish Culture, the Workmen’s Circle/Arbeter Ring, Jews for Racial and Economic Justice, and Jewish Voice for Peace.

danielle marilyn west (she/her or any non-binary pronouns) is a cultural worker, educator and community organizer. Currently, danielle is the Development Director of Resource Generation, which organizes 18-35-year olds from the U.S. economic top 10% of net wealth or income, to become transformative leaders working towards the equitable distribution of wealth, land and power.

Dara Silverman is a director at PowerLabs where she specializes in helping groups move people from online to offline action and to raise money from individual donors. Dara was the founding director of Showing Up for Racial Justice (SURJ), a national network of white people taking action for racial justice.

David McGoy is a senior associate at Cause Effective, where he provides fundraising consulting, training and coaching to social justice organizations throughout the NYC metro area. He holds 25 years of experience in nonprofit management, fundraising, and organizational development, helping organizations to raise millions of dollars and impact the lives of tens of thousands of individuals nationwide.
Dominique Williams is a graduate of the University of Memphis with a background in writing, marketing, and media in the nonprofit, publishing, and retail sectors. Having worked on many local projects in her hometown of Anchorage, AK, and while in college in Memphis, TN, she loves helping neighborhoods flourish.

Dondy Marie Moreland brings over nine years of grassroots fundraising experience to People's Action Institute. Dondy Marie has fought alongside QTPOC and grassroots organizers to return power to their communities through organized money—for us and by us. She has trained hundreds and raised millions, inspiring both action and funding.

Eric Horvath is program manager for Community and Social Justice Partnerships at Transform Finance, a field-building nonprofit working at the intersection of social justice and finance.

Ertha Luma is a Haitian-native who grew up in Nashville, TN. She is the grassroots fundraising coordinator of the Workers’ Dignity Project. She has led more than three workshops on grassroots fundraising and has erected a team of 20 solicitors. Ertha is particularly interested in donor cultivation and online fundraising.

Jack Dunn is a disabled nonbinary activist with experience organizing for economic, gender and disability justice in both the US and England. As development database coordinator at Transgender Law Center, Jack sees information and connection as key to our collective liberation, and works to ensure that the revolution will be pie-charted.

Jaclyn Miller-Barbarow’s roots are in small-town Georgia, the central Florida suburbs, and her New Jersey-Italian family. She has a BA in religion from Emory University and an MA in Nonprofit Organizations from the University of Georgia. She lives in Boston with her partner Abraham and her cat Olive Oil.

Jeff Pinzino has raised money for social movement organizations over the last 8 years, including the National Guestworker Alliance, People's Action, Illinois Coalition for Immigrant and Refugee Rights, and Midwest Academy. He also made grants in community organizing for the Woods Fund of Chicago. He plays blues and jazz harmonica.

Jennifer Freedman is the chief of development and finance at CASA, the mid-Atlantic region's largest Latino and immigrant advocacy organization. She has overseen CASA's fundraising for 15 years, nearly quadrupling its budget during that time. In addition to building scale through expanding individual, foundation, and government funding, she has also led CASA through two large ($10M) and multiple smaller capital campaigns.

Jessica Vosburgh is the executive director of Adelante Alabama Worker Center and a staff attorney at the National Day Laborer Organizing Network. Adelante is a worker-led community organization based in Hoover, AL, which unites low-wage and immigrant workers and their families to defend their rights, promote their dignity, and pursue justice for all.

Jo Boakye comes to BLMP after years of social change work as a facilitator, social identities educator, community builder, youth advocate/supporter, healing justice practitioner, and restorative justice practitioner. Jo's recent involvements include collective work with the Detroit Area Restorative Justice Center, Black Lives Matter (Detroit chapter), and Healing by Choice!

Jocelyn Wong is a fundraiser and organizer based in Oakland, CA. Jocelyn is currently a Campaign Advisor with Restore Oakland. With experience in fundraising management and capital campaigns for social justice groups, Jocelyn believes fundraising is but one of the many forms of collaboration necessary to support self-determination within our communities and to strengthen our broader movements.

Jose Dominguez is the Director of Development Partnerships at the League of Conservation Voters and Board Chair for GIFT. For 16+ years, he has worked in the nonprofit field raising money for organizations that change lives. Jose wakes up every day with the goal of being a force for good.

Joy Messinger is a queer, disabled, femme organizer of spreadsheets, funding, and people to build sustainability, healing, wellness, and power for reproductive justice, queer and trans liberation, and disabled, migrant, and POC communities. As Third Wave Fund’s Program Officer, she oversees their rapid response and multi-year grantmaking. When she’s not working, Joy spends time reading, cooking, gardening, and learning about herbal medicine.

Karla Vazquez is from Mexico City and currently lives in Nashville, TN. As an undocumented immigrant she became an advocate for immigrant rights in 2009. Karla currently works as the development manager for United We Dream. Karla has eight years experience leading fundraising efforts including member and donor recruitment and engagement, online giving, grant management, and events.

Kate Sorensen holds decades of grassroots organizing experience. She has participated in national organizations that have directly impacted social change. She contributed base-building expertise to not-for-profit organizations like ACT UP Philadelphia, and Queer Nation LA. She helped to found the Up Against the Law Legal Collective in Philadelphia.
Keisha A. Spigner serves as the Communications & Giving Manager at Community Voices Heard. They have trained nationally and internationally to amplify QTPOC voices through storytelling and to raise over $12M in independent money for LBTGQ issues, housing justice, and immigration reform. They work from Harlem, New York.

Kyla Hartsfield is from Raleigh, NC, but has made a home out of Durham, NC. She’s a Southern, Black, Queer, Organizer who believes in abolition, love, and Black people. Kyla is a Campaign Fellow for Southerners On New Ground and is working directly with Durham as they fight to end money bail.

LaTierra Piphus is a professional womanist and community organizer specializing in affinity groups for Black Queer & Trans folks and Black Women/Womyn/Womxn & Femmes. A Midwest native, she graduated from the University of Wisconsin with her B.A. in Communication, minor in Women, Gender & Sexuality Studies & acquired certificates in Community Based-Learning and Media Literacy.

Leah Olm is in charge of organizing, engaging, and strengthening Wellstone’s major donors. With a background in political and issue-based organizing, she made the unlikely transition to development 9 years ago and hasn’t looked back, organizing hundreds of allies and raising millions for progressive organizations in the last 16 years.

Lindsay Rodriguez is the communications and digital organizing manager for the National Network of Abortion Funds. She is passionate about the ways dynamic digital communications can strengthen fundraising and culture change. Lindsay is the former president of the LiLith Fund, and lives in Austin, highlighting red-state resistance and collective power.

Lorraine DeGuzman has eight years of experience as a resource organizer/grassroots fundraiser for social justice organizations including the Coalition on Homelessness, South of Market Community Action Network and Causa Justa :: Just Cause. Lorraine believes fundraising is a critical practice to understanding our own trauma around money and capitalism, seeing and creating resources in a different way and uniting social justice movements.

Lorraine Ramirez is the Senior Program Manager for Funders for Justice at the Neighborhood Funders Group. She has worked in social justice philanthropy for 15 years, in the areas of LGBTQ rights, gender justice, racial justice, housing and the foreclosure crisis, anti-criminalization, and anti-violence organizing strategies.

Lovisa Brown is an arts educator and former senior director of education for the Museum of the African Diaspora. She was a recent panelist at the Untitled Art conference, discussing race in visual arts spaces, and currently serves as the board secretary for the Ella Baker Center for Human Rights.

Lupine Reppert has held many roles in a range of organizations, including LA’s BEST after school program, American Camp Association, and as a fundraising consultant for Arrowhead Management. She is currently director of development for the California School-Age Consortium (CalSAC), supporting the advancement of high quality, affordable afterschool programs for youth.

Magnolia Carter lives in Chicago Heights, Illinois. Magnolia is a nurse educator and end of life doula. She has served on several international medical missions. Magnolia is also a graduate of Governors State University in University Park, IL and advocate for racial justice in healthcare.

mai doan is a writer, facilitator, and healing justice lover living in Chicago. For the past 10 years, mai has been supporting young women, femmes, and young QTPOC to heal, create, and resist as a writer, youth worker, community organizer, teaching artist, and energy work practitioner. mai is the author of the chapbook transgression: things i have learned from my body, self-published under Hematite Press.

Maria Calvopina is a native from Ecuador. She has a background in administration and finances. She has worked for Durham CAN and the NC Congress of Latino Organizations since 2003. Maria started the first grassroots individual donor campaign for CAN three years ago, raising more than $100,000 from small donors.

As engagement director, Maria Nakae leads resource development, communications that promote justice funder values and philanthropic transformation, and programming for the Bay Area Justice Funders Network—Justice Funders’ regional network for learning and action. She brings 17 years of experience in expansive roles as movement builder, organizer, trainer, fundraiser, communicator, capacity builder, community educator, researcher and direct service provider.

Marisol Aguilar is a community activist who’s been based in Hoover, AL for the past 15 years. Originally from Mexico City, Marisol has been working in Alabama as a house cleaner. She is a proud member of Adelante Alabama Worker Center, and currently serves as the President of Adelante’s Board of Directors.

Marjorie Fine is a coach, trainer and consultant for community organizing organizations and grant makers on social justice philanthropy and fundraising. Marjorie served as executive director for both the UUVeatch Program and the North Star Fund. She currently works with the Four Freedoms Fund and the Anti Trafficking Fund.
Mark Fick is director of lending with Shared Capital Cooperative, a cooperatively-owned national loan fund with a mission of building economic democracy. For 25 years he has been an active leader with a variety of community-based development efforts using cooperative models to create viable and equitable economic alternatives.

Mary Grace Wolf has been working in grassroots fundraising for 14 years. She has experience as a fundraising canvasser, canvass director, development associate, and director of individual giving. Mary Grace specializes in raising money from individuals and training other staff, leaders, and Board members to do the same.

Mazarine Treyz helps nonprofits grow better leaders. She is the author of The Wild Woman’s Guide to Fundraising, and CEO of Wild Woman Fundraising, a national fundraising training company. Her organization runs two virtual conferences per year, one on nonprofit leadership and one on fundraising careers. Her website is a popular resource with 50,000 monthly readers.

Michael Magnaye is development director of Legal Services for Children in San Francisco. He has 19 years of fundraising experience in education, health care, international development, and media arts. He held senior positions at National Council on Crime & Delinquency, College Summit, Santa Rosa Health, APIA Health Forum, and more. Born in NY to Colombian and Ecuadorian parents, Michelle Berneo Betancourt moved to NC when she was 12 and considers Raleigh home. She graduated from NC State University with a Bachelor’s in Psychology and minor in Sociology. Her passion for community began in high school through iNSIDEoUT, an organization for LGBTQ+ youth.

Mildred Powell serves as organization administrator/program officer for Fund for Democratic Communities, a private nonprofit foundation in Greensboro, NC. Major focus is on capacity-building for social justice activists and organizations and building a new kind of economy based in principles of cooperation, democracy, justice and sustainability. She is skilled in building partnerships and relating with diverse constituents.

The daughter of South Asian immigrants, Neha Mahajan has supported social justice and community organizing efforts for over 15 years. Neha is now the director of 9to5 Colorado, leading statewide campaigns for paid sick days, family medical leave, affordable housing/transit and other critical issues affecting low-wage working women.

Nia Evans is the Director of the Boston Ujima Project. Nia joined Ujima’s executive leadership after serving as a co-founder and Steering Committee member. Nia also is the former executive director of the Boston NAACP, as well as an accomplished policy analyst and researcher.

Nia joined Ujima’s executive leadership after serving as the former executive director of the Boston NAACP, as well co-founder and Steering Committee member. Nia also is the former executive director of the Boston NAACP, as well as an accomplished policy analyst and researcher.

Margarite Silas has been a recognized leader in building organizational capacity of grassroots and professional membership organizations, particularly around organizing under-represented communities. An enrolled member of the Menominee Tribe of Wisconsin and descendant of the Oneida Tribe of Wisconsin, Pam’s career experience is embedded with her connections and trainings influenced by Native culture and community.

Ola Osifo Osaze is a Nigerian trans queer who has organized with Transgender Law Center, the Audre Lorde Project, Uhuru Wazobia, Queers for Economic Justice and Sylvia Rivera Law Project. Ola has writings published in Apogee, Saraba Magazine, Black Girl Dangerous, Black Looks, and the anthologies including Queer Africa II.

Rhiannon Chester, M.A., Detroit native and social justice educator, has been involved in grassroots movements for over 10 years. She leads facilitated discussions & workshops and creates visual art—centered around social identity, power &
privilege dynamics and humanizing marginalized identities through an intersectional lens. She helps residents mobilize & organize their resources through crowdfunding with ioby.

**Rosa Ponce** is from Arizona, but has lived in Tennessee for over 18 years. She has been involved in the immigrant movement for years. Recently she joined the staff of the International Union of Painters and Allied Trades as the community organizer.

**Sara LaCava Lieberman** is the development specialist at the Innocence Project where she supports and trains local innocence organizations across the country in fundraising and communications. She also serves on the board of the New York Abortion Access Fund and helps to manage fundraising for the all volunteer-run organization.

**Simone Jhingoor** is an artist and activist who brings knowledge and expertise in communications, fundraising, event planning and transformative coaching. Media Sutra has been an outlet to live into her full joy and purpose. Simone is passionate about supporting leaders to make a lasting imprint on the world by tapping into their inner wisdom and realizing their dreams.

As Foundation Director, **Sonia Plata** leads Flagstar Bank’s foundation to support charitable causes within the bank’s key market areas that align with its charitable giving priorities of workforce readiness; arts and culture; and financial capability. Furthermore, the foundation board places special emphasis to direct grant funding toward nonprofit groups that serve ethnic groups, the LGBTQ community, people with disabilities, and veterans to ensure that we are supporting and promoting the bank’s commitment to diversity and inclusion. As an advocate of Latino rights, Plata serves as board chair of Latino Family Services and has served an advisory board member for the Center for Latino/a and Latin American Studies at Wayne State University.

**Stan Yogi** is a senior consultant with Klein & Roth Consulting. He has more than 27 years of experience with non-profit organizations in fundraising and grantmaking. He was director of planned giving at the ACLU of Northern California for 13 years.

**Stephanie Roth** is a trainer, consultant and coach for social justice organizations, focusing on fundraising, board development and meeting facilitation. She was a co-founder of GIFT, and is the former editor of the Grassroots Fundraising Journal. Stephanie has written and trained widely on the topic of fundraising and organizational development.

**Steve Lew** is a senior project director at CompassPoint. He helps positional and emerging leaders increase their effectiveness in fundraising, governance, leadership, and creating equitable practices within. Steve brings over 18 years of training and consulting experience to each of his projects, along with a decade of hands-on experience in managing nonprofits.

**Taij Kumerie Moteelall** is a visionary changemaker who has blazed a successful path in the arts, activism and philanthropy. She started Media Sutra as a vehicle for self-determination and collective liberation. Taij supports clients to develop compelling visions and to infuse their work with breakthrough strategies that ensure success in fundraising, communications and programs.

**Thaís Marques** is a director with PowerLabs where she focuses on using digital tools and tactics to reach communities of color and immigrants and move them into action-oriented teams. Prior to PowerLabs, Thaís led the digital program and student organizing at Movimiento Cosecha. While at Cosecha she developed new models for recruiting undocumented immigrants through social channels and connecting them to the movement.

**Tiara Gendi** has over three years experience in the fields of human rights and trans diverse community building. Tiara's background covers volunteering as a data capturer at GALZ, documenting the services attained by organizational and community members, coordinating and mobilizing the Transgender and Intersex group within the organization.

**Veronica Garcia** was born in Los Angeles and raised on the U.S./Mexico border in El Paso, Texas. She has over 20 years of experience working with social justice organizations and community groups on issues including access to health care, food and housing, anti-violence initiatives, LGBTQ equity, economic justice, anti-racism, and migrant justice. Veronica is deeply committed to using the power of fundraising as a movement building strategy. She learned this powerful value as a graduate of GIFT’s Staff-in-Training Internship Program over 10 years ago.

**Wazi Maret** is a radical fundraiser, strategist and educator living in Oakland, CA by way of Hyattsville, MD. Wazi currently works on the development team with the Transgender Law Center and has done previous work with organizations like the Transgender Gender-Variant Intersex Justice Project (TGIJP), Black Lives Matter, Youth ALIVE! and BYP100.

**Yadira Sanchez** serves as the development director for Mi Familia Vota, where she is responsible for fundraising nearly $6 million and establishing strategic partnerships with diverse organizations to increased Latino civic participation. Prior to coming to Mi Familia Vota, Yadira worked in the Immigration Department at the Service Employees International Union, where she helped organize the Fast for Families Campaign.
EXHIBITORS

Cougar Mountain Software develops leading, on-premises accounting software for small to mid-sized businesses. We know that accounting for every penny in your nonprofit organization can be difficult, which is why we developed Denali FUND. Designed to be your complete accounting solution, Denali FUND adapts to fit your needs. You can rest assured knowing your accounting system is GAAP and FASB compliant and contains an unbreakable audit trail to deter fraud—all designed to keep your nonprofit in the black. To learn more about what Cougar Mountain Software’s Denali FUND can do for you, visit us online at CougarMtn.com.

The League of Conservation Voters (LCV) believes that our earth is worth fighting for. To ensure all communities are afforded the same rights to clean air, water, lands and a healthy climate, LCV, as part of the Conservation Voter Movement along with our 30 state LCV partners, engages people to influence policy, participate in elections, and hold decision makers—both elected officials and polluters—accountable. LCV is fighting for a more just and equitable democracy, where people—not polluters—determine our future.

Our low-income and communities of color disproportionately shoulder the burdens of climate change, threats to clean air, clean water, health, and safety. It is with the intention of working to address this disparity that LCV’s racial justice and equity priorities embrace:

• Ensuring our efforts to protect and advocate the environment are rooted in a deep understanding of racial, social and environmental justice.
• Ensuring who we are and who we work with reflect our nation as a whole.
• Prioritizing racial diversity and inclusivity as core LCV values.
• Creating avenues and grow opportunities for communities of color to participate in the democratic process.

Please stand with LCV as we seize opportunities and pursue our shared goals. Together, we will keep the United States moving forward on climate change and protect the one planet we call home. For more information and employment opportunities, visit https://www.lcv.org/.

NeonCRM provides all-in-one CRM software, websites, and technology tools built just for nonprofits. Thousands of nonprofit organizations use NeonCRM to engage with donors, manage memberships, plan events, track volunteers, and much more.

Since 2004, NeonCRM has helped organizations of all sizes and mission types reach their full potential, raising millions of dollars for great causes along the way. About 80% of our staff come from a nonprofit background, so we know the unique challenges you’re up against every day.

With easy-to-use, integrated services like payment processing, websites, consulting, and support, NeonCRM has everything you need to get up and running quickly — so you can focus more on the important work you do.

Let’s make good happen!

Charis Books & More is the South’s oldest and largest independent feminist bookstore. Our non-profit programming arm, Charis Circle, sponsors over 270 events a year at our store and in partner venues, centered around the mission of fostering sustainable feminist communities, working for social justice and encouraging the expression of diverse and marginalized voices. Charis Circle accomplishes its mission by working with artists, authors, and activists from across the South and around the world to bring innovative, thoughtful, and life-changing programming and events to Atlanta’s feminist communities. Charis is Atlanta’s only publicly accessible dedicated feminist space open 7 days a week, 360 days a year.

Charis Books & More was founded in Atlanta’s Little Five Points district in 1974. We will be moving to the campus of Agnes Scott College in 2019. We will be partnering with ASC, bringing our independent feminist bookstore and nonprofit to campus.
Money for Our Movements: A Social Justice Fundraising Conference 2018

Come Fight With Us

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LCV View current job openings at LCV.org

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June 13-16 2019

Allied Media Conference
Detroit
Money for Our Movements: A Social Justice Fundraising Conference 2018

Thank you to Jennifer Emiko Boyden for your dedication, creativity, leadership and “get it done” attitude that have sustained GIFT over the past 14 years. We’ll miss you!

Kim Klein, Stephanie Roth, Rona Fernandez, Nancy Otto, Stan Yogi
info@kleinandroth.com
510-893-8933

www.kleinandroth.com

2018 Money for Our Movements

We celebrate the important work of leaders who raise the resources to fuel social change!

evelyn & walter HAAS JR. fund

The Southeastern Council of Foundations welcomes GIFT to Atlanta!

Southeastern Council of Foundations
Connect · Engage · Inspire
THANK YOU FOR YOUR COMMITMENT TOWARDS MAKING SURE OUR JUSTICE MOVEMENTS HAVE THE RESOURCES THAT THEY NEED TO THRIVE!

GOT CLASS PRIVILEGE & CARE ABOUT SOCIAL JUSTICE?

Ever lied about $$$ or downplayed your access to wealth? Want to deal with your class feels with progressive folks who share your experience? Think access to wealth doesn’t really impact your role in social justice or you’ve already got it handled?

REGISTER FOR MAKING MONEY MAKE CHANGE

MINNEAPOLIS, MN    OCTOBER 25-28, 2018

Who goes to MMMC?

18-35 year olds with access to inherited, earned, or future wealth who believe in the equitable distribution of wealth, land, & power

MAKINGMONEYMAKECHANGE.ORG

Money for Our Movements: A Social Justice Fundraising Conference 2018
SCHEDULE AT A GLANCE

Friday, July 27
7:30-9 a.m. Breakfast & registration
9-10:30 a.m. Welcome & opening keynotes
10:45 a.m. -12:45 p.m. Workshop Block I
12:45-2 p.m. Lunch & Break (Exhibitors, Networking, Consulting Café)
2:15-4:15 p.m. Workshop Block II
4:30-5 p.m. Consulting Café
5-7 p.m. Evening Reception at Murmur, 100 Broad Street SW
Join GIFT for this casual reception within walking distance of GSU. Light appetizers and beverages will be served.

Saturday, July 28
7:30-9 a.m. Breakfast & exhibitors
9-10:30 a.m. Debate
10:45 a.m. -12:45 p.m. Workshop Block III
12:45 -2 p.m. Lunch & Break (Exhibitors, Networking, Consulting Café)
2:15-4:15 p.m. Workshop Block IV
4:30-5 p.m. Consulting Café

Sunday, July 29
7:30-9 a.m. Breakfast & exhibitors
9-11 a.m. Workshop Block V
11:30 a.m.-12:45 p.m. Closing plenary