

AFP Genesee Valley Chapter

January 2007 – June 2018 Event History

<i>Date</i>	<i>Time</i>	<i>Title</i>	<i>Speaker(s)</i>	<i>Event Type</i>	<i>CFRE Credit</i>
1/22/07	12:00 - 1:00 pm	Diversity in Donors	AFP Diversity Committee	Regular Meeting	1.0
2/26/07	12:00 - 1:00 pm	Best Practices for the Small Shop	Becky Herman, Director of Development and Hospital Foundation, Clifton Springs Hospital and Clinic Eric Shoen, Deputy Director, Corporate Development, Rural Opportunities, Inc. Carol Wittmeyer, President, Meliora Group, Jeffrey Barhite, Director of Development, Huther-Doyle	Regular Meeting	1.0
3/19/07	12:00 - 1:00 pm	Engaging Youth in Philanthropy	Youth As Resources	Regular Meeting	1.0
4/10/07	1:00 - 2:30 pm	The Development Plan - The Foundation of Success	Linda Lysakowski, ACFRE	Audio Conference	1.5
4/16/07	12:00 - 1:00 pm	The Role of the Development Assistant in a 21st Century Development Office	Jeffrey Barhite, Director of Development, Huther-Doyle Brande C. Newsome, Director of Human Relations & Organizational Development, Catholic Family Center Steven S. Smith, CFRE, Vice President, Foundation/Resource Development, St. Ann's Community Liz Wilder, Executive Director, Grantmakers Forum of New York	Regular Meeting	1.0
5/3/07		Great Lakes Regional Conference		Annual Conference	Varies
5/10/07	4:00 - 6:00 pm	AFP Diversity Initiative Networking Reception		Special Event	0
6/7/07	1:00 - 2:30 pm	A Planned Giving Program Anyone Can Create	Alexander (Sandy) Macnab, FAHP, CFRE	Audio Conference	1.5
6/18/07	8:30 – 9:30 am	Leadership Giving: Moving Donors to the Next Level	Robert Stamp, University of Rochester	Regular Meeting	1.0
7/10/07	1:00 - 2:30 pm	Foundations are People, Too: Cultivating Relationships with Foundation Representatives	Gloria M. Pugliese	Audio Conference	1.5
9/17/07	12:00 - 1:00 pm	Raising Larger Gifts: The Intersection of Planned Giving and Major Gifts	Heather Engel, Assistant Vice President, Principal and Planned Gifts, Rochester Institute of Technology	Regular Meeting	1.0
10/15/07		Moves Management	Cassandra George, Corporate Director, Planned Parenthood of the Rochester/Syracuse Region	Regular Meeting	1.0
10/22/07 10/29/07 11/05/07 11/12/07 11/26/07		AFP "The Essentials of Fundraising" Course		Multi-Day Event	16.0
12/13/07		Annual Meeting and Holiday Event		Special Event	0

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1/16/08	1:00 – 2:30 pm	The Fundraising Feasibility Study: It's Not About the Money"	Martin L. Novom, CFRE	Web Conference	1.5
1/22/08	12:00 - 1:00 pm	Building Board Effectiveness: Achieving Diversity	Alphonse Brown, Jr, ACFRE	Regular Meeting	1.0
2/05/08	1:00 - 2:30 pm	Lead to Succeed: How to Take Charge and Be Recognized	Laura Fredricks, JD	Web Conference	1.5
2/19/08	1:00 - 2:30 pm	Listening to Donors: Essential Skills for the Win-Win Ask	Tom Wilson	Web Conference	1.5
2/27/08	12:00 - 1:00 pm	Using Newsletters to Raise More Money. A Case Study	Deb Howe Allen, Director of Development, Alternatives for Battered Women	Regular Meeting	1.0
3/11/08	1:00 - 2:30 pm	Fundraising in a Diverse World	David Brown	Web Conference	1.5
3/27/08	8:00 - 11:00 am	Philanthropy Forum. It's (Not) A Mystery! Grantmaking in the Rochester Region	Grantmakers forum of New York and AFPGV	Regular Meeting	3.0
4/10/08	1:00 - 2:30 pm	Demystifying Online Marketing for Nonprofits	Todd Baker	Web Conference	1.5
4/30/08		Great Lakes Regional Conference		Annual Conference	Varies
5/08/08	1:00 - 2:30 pm	Ethical Fundraising: What's the Effect on Your Bottom Line?	Janice Gow Pettey	Regular Meeting	1.5
5/15/08	12:00 - 1:00 pm	Top Ten Tips from the Experts. What Your Vendors Wish You Knew. A Panel Discussion.	Mark Choma, Canfield and Tack printers Debra Bishop, Graphic Artist Cathy LaBrozzi, MailStar	Regular Meeting	1.0
5/20/08	1:00 - 2:30 pm	Advanced Annual Giving Techniques: Taking Your Fundraising to the Next Level	Kathy Pavelka, CFRE	Web Conference	1.5
6/19/08	8:30 - 9:30 am	Donor Relations & Stewardship. TLC for Your Donors	Colleen Brade, RIT	Regular Meeting	1.0
7/9/08	1:00 - 2:30 pm	Keeping Your Donors. Part 1: Building Donor-Centered Relationships	Simone P. Joyaux, ACFRE	Web Conference	1.5
8/13/08	1:00 - 2:30 pm	Four Tried and True Keys to Fundraising Success	Carol V. Rylander, CFRE	Web Conference	1.5
9/18/08	1:00 - 2:30 pm	Keeping Your Donors. Part 2: Secrets of Successful Communications	Tom Ahern, ABC	Web Conference	1.5
9/25/08	12:00 - 1:00 pm	Implementing Good to Great in Development Programs"	Carol B. Wittmeyer, Ed.D	Regular Meeting	1.0
9/29/08		AFP "The Essentials of		Multi-Day	16.0

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10/06/08 10/13/08 10/20/08 10/27/08		Fundraising" Course		Event	
10/2/08	1:00 - 2:30 pm	Marketing Planned Giving: Maybe We Have It All Wrong?	Ken Ramsay	Web Conference	1.5
10/16/08	8:30 - 9:30 am	The Courage to Lead	Frank Staropoli, Staropoli Consulting, Inc.	Regular Meeting	1.0
10/29/08	1:00 - 2:30 pm	Boom Generation Women Create New Horizons for Fundraisers	Margaret May Damon, CFP, CLU, CHFC, CDFA	Web Conference	1.5
10/31/08	8:30 - 10:00 am	Fundraising in an Economic Downturn	Speakers: Daniel Meyers, Al Sigl Center Steven Smith, CFRE, St. Ann's Community Liz Wilder, Grantmakers Forum of New York	Special Meeting	1.5
11/14/08			National Philanthropy Day	Special Event	0
12/11/08	4:30 - 6:30 pm	Annual Meeting and Holiday Social		Annual Meeting	0
12/20/08		Diversity Graduation		Special Event	0
1/15/09	12:00 – 1:00 pm	Diversity in Hiring	Eric Shoen, CFRE, Donor Relationship Manager, St. Ann's Foundation	Regular Meeting	1.0
2/5/09	1:00 – 2:30 pm	Developing Major-Gift Donors Who Deliver!	Laura Fredericks, JD, LLC	Web Conference	1.5
2/27/09	9:00 - 10:00 am	Philanthropy in a New Era	Fran Weisberg, Executive Director, Finger Lakes Health Systems Agency	Regular Meeting	1.0
3/19/09	9:00 – 10:00 am	Working Through a Capital Campaign	Nancy Griffin, Director of Donor Relations, State University of New York at Potsdam	Regular Meeting	1.0
4/15/09		Great Lakes Regional Conference		Annual Conference	Varies
4/23/09	1:00 – 2:30 pm	Twelve “Deadly” Mistakes of Major-Gift Campaigns and How to Avoid Them	Julia Walker	Web Conference	1.5
5/21/09	12:00 - 1:00 pm	196,938 Reasons to Build Donor Relationships Online	Michelle Ashby, Tipping Point Media	Regular Meeting	1.0
7/16/09	9:00 – 10:00 am	Corporate Giving Advice from the Funders	Grantmakers Forum of New York	Regular Meeting	1.0
7/23/09	1:00 – 2:30 pm	A Blueprint for Fundraising Success in Any Economy: Creating a Sustainable, Comprehensive Development Model	Kent Dove, CFRE	Web Conference	1.5
8/12/09	1:00 – 2:30 pm	Creating a Successful Fundraising Culture: Twelve Tools for Motivating Your Board	Carole V. Rylander, CFRE	Web Conference	1.5

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9/2/09	1:00 – 2:30 pm	Prospect Research: How to Use Philanthropy Data for the Most Effective Fundraising	Kathleen Rogers	Web Conference	1.5
10/07/09 10/14/09 10/21/09 10/28/09 11/13/09		AFP “The Essentials of Fundraising” Course		Multi-Day Event	16.0
11/13/09		National Philanthropy Day		Special Event	0
12/9/09	1:00 – 2:30 pm	How to Have Conversations with Donors About Planned Gifts	Kathryn W. Miree	Web Conference	1.5
12/16/09		Annual Meeting and Holiday Event		Annual Meeting	0
2/25/10	8:30 - 9:30 am	Cultivating Major Gifts in Challenging Economic Times	Steven Schwab, Rochester Philharmonic Orchestra	Regular Meeting	1.0
3/17/10		Creating a Successful Fundraising Culture: 12 Tools for Motivating Your Board	Carole Rylander	Web Conference	1.5
3/25/10	12:00 – 1:00 pm	How Government Can Advance Your Mission	Bill Johnson, RIT Professor and Former Rochester Mayor	Regular Meeting	1.0
4/29/10		Great Lakes Regional Conference		Annual Conference	Varies
5/27/10	8:30 – 9:30 am	A Long-Term Investment Strategy for Nonprofit Sustainability	Edward McCarthy, regional manager for Salient Partners	Regular Meeting	1.0
7/14/10	1:00 – 2:30 pm	Building Blocks - A Simple Approach to Attracting Long-Term Support	Caleb B. Rick, JD, Legacy Giving, and Greg Lassonde, CFRE, Legacy Giving	Web Conference	1.5
9/14/10	3:00 – 5:30 pm	Fundamentals of Fundraising – Module 1: Overview of Fundraising	Debra Salmon, School of the Holy Childhood	Multi-Day Event	2.5
9/21/10	3:00 – 5:30 pm	Fundamentals of Fundraising – Module 2: Developing a Comprehensive Solicitation Program	Steven S. Smith, CFRE, Vice President Foundation/Resource Development, St. Ann's Community Carol O'Neal, Development Manager, St. Ann's Community	Multi-Day Event	2.5
9/23/10	1:00 – 2:30 pm	Power Shift: Secrets to Success in the Digital Donor-Centric World	Andrew Magnuson, Senior Interactive Consultant, Convio	Web Conference	1.5
9/28/10	3:00 – 5:30 pm	Fundamentals of Fundraising - Module 3: Building & Sustaining Relationships	Anne McKenna, Director of Development/Community Relations, East House	Multi-Day Event	2.50
10/5/10	3:00 – 5:30 pm	Fundamentals of Fundraising - Module 4: Marketing for Ongoing Success	Mary E. McCrank, Leadership Giving Officer, The College at Brockport	Multi-Day Event	2.50

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10/7/10	8:30 – 10:30 am	Meet the Grantmakers	Justin Vigdor, Ames Amzalak Memorial Trust; James McBride, Bulrush Foundation; Joy Ryen Plotnik, Esq., Feinbloom Family Foundation; Larry Fine, Foundation of the Jewish Federation of Greater Rochester; Jennifer Leonard, Rochester Area Community Foundation; Joan Bickweat, Rochester Monroe County Youth Bureau; Joan Rubin, Rubin Family Foundation; Dan Meyers, Waldron Rise Foundation	Regular Meeting	1.0
10/12/10	3:00 – 5:30 pm	Fundamentals of Fundraising: Module 5: Securing the Gift	Karen Gaffney, CFRE, Vice President, Partners' Foundation, Al Sigl Community of Agencies	Multi-Day Event	2.0
10/19/10	3:00 – 5:30 pm	Fundamentals of Fundraising: Module 6: Volunteers - Partners in Fundraising	John Gleason, CFRE, President, Gleason EDA	Multi-Day Event	2.0
10/26/10	3:00 – 5:30 pm	Fundamentals of Fundraising: Module 7: Management & Accountability	Tracy Schleyer, CFRE, Vice President of Development, ABVI-Goodwill	Multi-Day Event	2.0
10/27/10	1:00 – 2:30 pm	AFP Think Tank: Ethics in Fundraising	Rush Kidder, Institute for Global Ethics	Web Conference	1.5
11/5/10		National Philanthropy Day		Special Event	0
12/9/10	1:00 – 2:30 pm	AFP Think Tank: The Law and Nonprofits	Melanie B. Leslie, Professor of Law, Benjamin N. Cardozo School of Law	Web Conference	1.5
12/16/10	4:30 – 6:30 pm	AFPGV Annual Meeting		Regular Meeting	0
1/27/11	8:25 – 9:30 am	How to Make Your Board into a Fundraising Board	Christopher Mahan, Sr. V.P., Marketing and Development, F.F. Thompson Foundation, Inc.; Dawn Lipson, Jewish Community Center Board; Margaret A. Sánchez, Sánchez & Associates and Al Sigl Foundation Board; Panel Moderator – Steven Smith, CFRE, St. Ann's Foundation	Regular Meeting	1.0
2/24/11	1:00 – 2:30 pm	It's Not About You, It's About Them: The New Imperative in Corporate Fundraising	Jason Saul, Founder and CEO, Mission Measurement LLC	Web Conference	1.5
3/8/11	4:00 – 6:00 pm	Members Only Meet and Greet		Special Event	0
3/10/11	11:55 am – 1:00 pm	Annual Giving: Fundraising from an Outsider's Perspective	Dennis M. Mullen, Chairman and CEO Empire State Development	Regular Meeting	1.0
4/7/11	1:00 – 2:30 pm	Strengthening Foundation Relationships	John Greenhoe, CFRE, Director of Foundation Relations at Western Michigan University (WMU)	Web Conference	1.5
4/27/11	7:30 am – 1:00 pm	Great Lakes Regional Conference: Multi-Channel	Details are available online at www.afpgv.org	Annual Conference	Varies

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		Fundraising			
5/4/11	1:00 – 2:30 pm	Managing Prospect Relationships and Fundraising Activity in a Campaign	Elizabeth Crabtree, Director of Prospect Development, Brown University	Web Conference	1.5
5/19/11	1:00 – 2:30 pm	Developing a Planned Giving Marketing Plan	Timothy D. Logan, ACFRE, Vice President and Senior Consultant of Planned Giving Services and Nonprofit Healthcare Services, RuffaloCODY	Web Conference	1.5
6/1/11	1:00 – 2:30 pm	Campaign Reporting	Elizabeth Crabtree, Director of Prospect Development, Brown University	Web Conference	1.5
6/23/11	8:25 – 9:30 am	A Case Study: Marketing for Legacy Giving	Karen Menachof, Chief Client Officer, Catalyst and Chair, JCC Camp Seneca Lake Advisory Council; Tamara Cohen, CFRE, Associate Executive Director Jewish Community Center of Greater Rochester	Regular Meeting	1.0
7/26/11	1:00 – 2:30 pm	Building Relationships that Pay Off	John W. Hicks, CFRE, President and CEO of J.C. Geever, Inc.	Web Conference	1.5
8/24/11	1:00 – 2:30 pm	Raising More Money from Your Business Community	Linda Lysakowski, ACFRE, Author	Web Conference	1.5
9/15/11	1:00 – 2:30 pm	Face-to-Face Basics: Integrating Individuals into Your Development Plan	Amy M. Eisenstein, MPA, CFRE, Principal and Owner of Tri Point Resources	Web Conference	1.5
9/22/11	8:25 – 9:30 am	Conversation for a Cause: Using Online Tools & Social Media to Talk to the World	Emily Carpenter, Owner of WhizBang! Web Solutions	Regular Meeting	1.0
10/4/11	3:00 – 5:30 pm	Fundamentals of Fundraising: Module 1, Overview of Fundraising	Colleen Brade, CFRE, Director of Donor Stewardship, Rochester Institute of Technology	Multi-Day Event	2.5
10/11/11	3:00 – 5:30 pm	Fundamentals of Fundraising: Module 2, Developing an Integrated Fundraising Program	John Gleason, CFRE, President, Gleason EDA	Multi-Day Event	2.5
10/18/11	3:00 – 5:30 pm	Fundamentals of Fundraising: Module 3, Marketing for Ongoing Success	Debra Salmon, Director of Development and Marketing, School of the Holy Childhood	Multi-Day Event	2.5
10/18/11	4:00 – 6:00 pm	Members Only Meet and Greet		Special Event	0
10/20/11	11:55 am – 1:00 pm	Working Through a Capital Campaign	Karen Higman, Principal of SBS Fund Counsel LLC	Regular Meeting	1.0
10/25/11	3:00 – 5:30 pm	Fundamentals of Fundraising: Module 4, Building and Sustaining Relationships	Tammy Cohen, CFRE, Associate Executive Director, JCC of Greater Rochester	Multi-Day Event	2.5
10/27/11	1:00 – 2:30 pm	From Boomers to Echo Boomers: Giving Across the Generations	Rachel Hutchisson, Director of Corporate Relations & Philanthropy, Blackbaud, Inc.	Web Conference	1.5
11/1/11	3:00 – 5:30 pm	Fundamentals of	Steven Smith, CFRE, Vice President,	Multi-Day	2.0

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		Fundraising: Module 5, Securing the Gift	Foundation & Resource Development, St. Ann's Foundation	Event	
11/4/11		National Philanthropy Day		Special Event	0
11/8/11	3:00 – 5:30 pm	Fundamentals of Fundraising: Module 6, Volunteers – Partners in Fundraising	Karen Gaffney, CFRE, Vice President of Partners' Foundation, Al Sigl Community of Agencies	Multi-Day Event	2.0
11/15/11	3:00 – 5:30 pm	Fundamentals of Fundraising: Module 7, Management & Accountability	John Gleason, CFRE, President, Gleason EDA	Multi-Day Event	2.0
12/1/11	4:30 – 6:30 pm	AFPGV Annual Meeting		Regular Meeting	0
12/6/11	1:00 – 2:30 pm	Secrets of Success in the Small Shop	Sandy Rees, Non-Profit Coach	Web Conference	1.5
1/19/12	8:25 – 9:30 am	Effective Communication to Advance Your Cause	Deb Howe, Director of Development at Alternatives, Battered Women	Regular Meeting	1.0
2/7/12	1:00 – 2:30 pm	Blue Ribbon Recipes for Capital and Endowment Fundraising Success	Penelope Cagney, MA, CFRE, President of The Cagney Company	Web Conference	1.5
2/23/12	1:00 – 2:30 pm	How to Create a Written Fundraising Plan in 6 Easy Steps	Sandy Rees, Non-Profit Coach	Web Conference	1.5
3/14/12 – 5/2/12 (Seven Days)	3:00 – 6:00 pm	AFP CFRE Review Course		Special Event	15.0
3/15/12	8:25 – 10:00 am	Meet the Grantmakers	Bonnie DeVinney, Vice President, Greater Rochester Health Foundation; Ed Doherty, Vice President, Community Programs, Rochester Area Community Foundation; Megan Bell, Executive Director, Marie C. & Joseph C. Wilson Foundation; Susan Latoski, Executive Director, Women's Foundation of Genesee Valley	Regular Meeting	1.5
3/20/12	4:00 – 6:00 pm	Members Only Meet and Greet		Special Event	0
4/19/12	7:30 am – 1:00 pm	Great Lakes Regional Conference	Details are available online at www.afpgv.org	Annual Conference	Varies
4/24/12	1:00 – 2:30 pm	Fundraising Analytics	Joshua M. Birkholz, principal, Bentz Whaley Flessner	Web Conference	1.5
5/9/12	1:00 – 2:30 pm	Online Success Strategies, Tools, and Trade Secrets	Ted Hart, ACFRE, CEO of Hart Philanthropic Services	Web Conference	1.5
6/7/12	11:55 am – 1:00 pm	Valuable Tips for Using the Web to Raise More Money	Barbara Moore, Owner, Net Results LLC; Michael Van der Gaag, founder and principal of Beyond the Interface	Regular Meeting	1.0
6/21/12	1:00 – 2:30 pm	The Feasibility Study... Start to Finish	Jill Pranger, Founder and President, Pranger Philanthropic	Web Conference	1.5
7/26/12	1:00 – 2:30 pm	How to Talk to Your Board – Providing Long Term	Marcy Heim, CFRE, Coach and Trainer	Web Conference	1.5

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		Development Vision			
8/8/12	1:00 – 2:30 pm	The New Face of Fundraising and Engagement – Smartphones and Mobile Web Technologies	Tonia Zampieri, pioneer in the mobile nonprofit space	Web Conference	1.5
8/23/12	1:00 – 2:30 pm	Ethics	Paul Pribbenow, President, Augsburg College	Web Conference	1.5
9/13/12	1:00 – 2:30 pm	Building a Major Gifts Pipeline Despite BIG Obstacles	Adrienne Capps, CFRE, Assistant Dean for Development and External Relations and Senior Management Team Member at the UC Davis School of Education	Web Conference	1.5
9/20/12	11:55 am – 1:00 pm	Strategies for Successful Grant Seeking	Robyn Miller, Owner, RMiller Associates	Regular Meeting	1.0
10/4/12	1:00 – 2:30 pm	How to Turn Your Volunteers (Board and Non-Board Members) into Great Fundraisers	Amy Eisenstein, Principal of Tri Point Fundraising	Web Conference	1.5
10/9/12	3:00 – 5:30 pm	Fundamentals of Fundraising – Module 1: Overview of Fundraising	Debra Salmon, Director of Development and Marketing, Holy Childhood	Multi-Day Event	2.5
10/16/12	3:00 – 5:30 pm	Fundamentals of Fundraising – Module 2: Developing an Integrated Fundraising Program	Steven Smith, CFRE, Vice President, Foundation & Resource Development, St. Ann's Foundation; Carolyn Slack, CFRE, Donor Relationship Manager, St. Ann's Foundation	Multi-Day Event	2.5
10/18/12	8:25 – 10:30 am	Tips and Tactics to ROC the Day	Juli DeLaurenti, Sr. Communication & Donor Relations Associate, United Way of Greater Rochester; Vicki Bomben, Operations Manager, The PROP Shop of Eden Prairie, Minnesota; and Todd Butler, President & CEO, the Ad Council of Rochester	Regular Meeting	1.5
10/23/12	3:00 – 5:30 pm	Fundamentals of Fundraising – Module 3: Marketing for Ongoing Success	John Gleason, CFRE, President, Gleason EDA	Multi-Day Event	2.5
10/24/12	4:00 – 6:00 pm	Members Only Meet and Greet		Special Event	0
10/30/12	3:00 – 5:30 pm	Fundamentals of Fundraising – Module 4: Building & Sustaining Relationships	Karen Gaffney, CFRE, Vice President of Partners' Foundation, Al Sigl Community of Agencies	Multi-Day Event	2.5
11/6/12	1:00 – 2:30 pm	The Ever Changing World of Small Non-Profit Boards	Sean D. Hammerle, CFRE, Founder and President of PLAID Consulting, LLC	Web Conference	1.5
11/6/12	3:00 – 5:30 pm	Fundamentals of Fundraising – Module 5: Securing the Gift	John Gleason, CFRE, President, Gleason EDA	Multi-Day Event	2.0
11/9/12		National Philanthropy Day		Special Event	0

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11/13/12	3:00 – 5:30 pm	Fundamentals of Fundraising – Module 6: Volunteers, Partners in Fundraising	Colleen Brade, CFRE, Vice President and Consultant, Nonprofit Fundraising Services, RuffaloCODY	Multi-Day Event	2.0
11/20/12	3:00 – 5:30 pm	Fundamentals of Fundraising – Module 7: Management & Accountability	Tammy Cohen, CFRE, President, St. Johns Foundation	Multi-Day Event	2.0
12/6/12	4:30 – 6:30 pm	AFPGV Annual Meeting		Regular Meeting	0
2/14/13	8:25 – 9:30 am	Best Practices Roundtable	Deb Allen, Alternatives for Battered Women; Katharine Bassney, Hillside Children's Foundation; Chuck Levengood, Seneca Park Zoo Society; Anne McKenna, St. Joseph's Neighborhood Center; Michelle Picardo, Seneca Park Zoo Society; Marlisa Post, ABVI – Goodwill; Samantha Standing, CFRE, Bivona Child Advocacy Center; Shelby Tomaszewski, Hillside Children's Foundation; Kate Whitman, Visiting Nurse Service; Rachel Wicks, Visiting Nurse Service; Gretchen Wood, Monroe Community College Foundation; Paula Zimmer, Bivona Child Advocacy Center	Regular Meeting	1.0
3/28/13	11:55 am – 1:00 pm	Acquiring and Nurturing Major Donors	Panelists: Niles Eggleston, Assistant Vice President, Medical Center Advancement, Major Gifts, University of Rochester; Kelly Gagan, CFRE, Vice President for Institutional Advancement, Nazareth College of Rochester; Janice Gouldthorpe, Executive Director, Genesee Center for the Arts & Education; Dan Meyers, President, Al Sigl Community of Agencies; Laura Sadowski, Sr. Vice President for Institutional Advancement, The Strong Moderator: John Williams, Development Director, Literacy Volunteers of Rochester	Regular Meeting	1.0
4/18/13	8:30 am – 1:30 pm	AFPGV Regional Conference	Breakfast Panel Discussion - Moderated by Dana Miller, VP for Development, Rochester Area Community Foundation Launching & Marketing a Planned Giving Program - Presented by Paul Bush and Cassandra George Ramos	Annual Conference	Up to 4.0

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			<p>Sustaining Your Planned Giving Program - Presented by Melissa Head and Marianne Virgilio, CFRE</p> <p>Building Partnerships for Planned Giving Gifts - Presented by John Gleason, CFRE, Anne McKenna, Michael Palumbos, ChFC and donors</p> <p>Trends in Estate Planning and Planned Giving - Presented by Edward Radin, Esq. and Burton Speer, CPA</p> <p>Luncheon & Keynote Address: Reflections on the Transfer of Wealth in the Rochester Area - Presented by Jennifer Leonard, President and CEO, Rochester Area Community Foundation</p>		
4/23/13	1:00 – 2:30 pm	Building a Strategic and Long-Term Development Plan	Andrea McManus, CFRE President, The Development Group in Calgary	Web Conference	1.5
5/23/13	1:00 – 2:30 pm	Navigating Change: The Three Stages of Board Engagement	Roberta (Robbe) A. Healey, MBA, NHA, ACFRE, Vice President for Philanthropy of Simpson Senior Services and Founding Member of Aurora Philanthropic Consulting	Web Conference	1.5
5/30/13	5:00 – 6:30 pm	Members Only Meet and Greet Networking Meeting		Special Event	0
6/13/13	8:25 – 9:30 am	Making the Ask: Practically, Professionally, and Ethically	<p><i>Making the Ask: Annual Giving:</i> Tracy Schleyer, CFRE, ABVI-Goodwill;</p> <p><i>Making the Ask: Major Gifts:</i> Karen Higman, Principal SBS Fund Counsel, LLC;</p> <p><i>Making the Ask: Planned Giving:</i> Leila Rice, Associate Vice President for Advancement Hobart and William Smith Colleges</p> <p><i>Moderator:</i> Kyle Polite, Vice President of Development; Rochester Philharmonic Orchestra</p>	Regular Meeting	1.0
7/10/13	1:00 – 2:30 pm	The Anatomy of Engaging Email Campaigns	Mike Snusz, Senior Internet Marketing Consultant, Blackbaud	Web Conference	1.5
8/28/13	6:00 – 7:30 pm	River Cruise at Corn Hill Landing with AFP-Young Professionals and NextGen Rochester	<p>Panelists: John Williams, Literacy Volunteers of Rochester</p> <ul style="list-style-type: none"> • How small non-profits provide special opportunities for YPs – flexibility, potential for impact, opportunities for first 	Special Event	0

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			<ul style="list-style-type: none"> • board/committee service • The special rewards of the one-to-one engagement with an adult learner Vicki Schmitt, Corn Hill Navigation - Operator of the Sam Patch and Mary Jemison Boats <ul style="list-style-type: none"> • How to be successful as a non-profit when your direct competitors are for profit Jennifer Leonard, The Community Foundation <ul style="list-style-type: none"> • How Learning to Network Leads to Better Fundraising • How the Community Foundation Builds Relationships for the Long Term Lydia Boddie-Rice, Young Audiences and Cross Currents Minority Rowing <ul style="list-style-type: none"> • Show me the M.O.N.E.Y.: A fund seeker's primer to successful fund raising 		
9/12/13	11:55 am – 1:00 pm	Trends in Fundraising	Lori Gusdorf, CAE, Vice President of Membership and Chapter Services at the Association of Fundraising Professionals	Regular Meeting	1.0
9/25/13	1:00 – 2:30 pm	Ninety Minutes to Social and Mobile Fundraising Success	Claire Kerr Director of Digital Philanthropy at Artez Interactive, and author of the "Mobile Matters" and "Fundraising with Facebook" whitepapers	Web Conference	1.5
10/1/13	3:00 – 5:30 pm	Fundamentals of Fundraising – Module 1: Overview of Fundraising	Tracy Schleyer, CFRE, Vice President of Development, Association for the Blind & Visually Impaired-Goodwill	Multi-Day Event	2.5
10/8/13	3:00 – 5:30 pm	Fundamentals of Fundraising – Module 2: Developing an Integrated Fundraising Program	John Gleason, CFRE, President, Gleason EDA	Multi-Day Event	2.5
10/10/13	8:25 – 9:30 am	Harnessing Your Personal Power to Advance Your Organization	Panelists: Edie Steele, Ph.D., Owner and Consultant, Nonprofit Navigator; Curtis Hill, Leadership Giving Officer, The College of Brockport, State University of New York; Jen Lake, Director of People Resources, ABVI-Goodwill of the Finger Lakes; Moderator: John Williams, Development Director, ImageOut	Regular Meeting	1.0
10/15/13	3:00 – 5:30 pm	Fundamentals of Fundraising – Module 3: Volunteers, Partners in Fundraising	Samantha Standing, CFRE	Multi-Day Event	2.5

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10/22/13	3:00 – 5:30 pm	Fundamentals of Fundraising – Module 4: Building & Sustaining Relationships	Colleen Brade, CFRE, Vice President and Consultant, Nonprofit Fundraising Services, RuffaloCODY	Multi-Day Event	2.5
10/22/13	5:00 – 6:30 pm	Members Only Meet and Greet Networking Meeting		Special Event	0
10/29/13	3:00 – 5:30 pm	Fundamentals of Fundraising – Module 5: Securing the Gift	Steven Smith, CFRE, Vice President, Foundation & Resource Development, St. Ann's Foundation; Carolyn Parr-Slack, CFRE, Chief Development Officer, Epilepsy Foundation & PRALID	Multi-Day Event	2.0
11/01/13		National Philanthropy Day		Special Event	0
11/05/13	3:00 – 5:30 pm	Fundamentals of Fundraising – Module 6: Marketing for Ongoing Success	Becky Herman, Director of Alumni Relations and Development, Lutheran Medical Center, Dental Medicine	Multi-Day Event	2.0
11/12/13	3:00 – 5:30 pm	Fundamentals of Fundraising – Module 7: Management & Accountability	John Gleason, CFRE, President, Gleason EDA	Multi-Day Event	2.0
12/05/13	4:30 – 6:30 pm	AFPGV Annual Meeting		Regular Meeting	0
12/11/13	1:00 – 2:30 pm	Accountability and Ethics	Jim Greenfield's fundraising career includes serving at three Universities and five hospitals on the East and West Coasts of America. He retired from Hoag Memorial Presbyterian Hospital in Newport Beach, California in February 2001 after 14 years as Senior Vice President, Resource Development and Executive Director, Hoag Hospital Foundation. He continues to serve his profession with speaking, teaching, writing and consulting/coaching.	Web Conference	1.5
1/29/14	8:25 – 9:30 am	Fundraising Misdventures	Panelists: John Gleason, Director of Planned Giving, The Salvation Army Empire State; Anne McKenna, Director of Development and Communications, St. Joseph's Neighborhood Center; Gina Viggiani, Senior Associate Director, Principal & Major Gifts, Nazareth College	Regular Meeting	1.0
2/12/14	1:00 – 2:30 pm	Developing Earned Income Streams	Mazarine Treyz, author of "Wild Woman's Guide to Fundraising"	Web Conference	1.5
3/05/14	11:30 am – 1pm	Fundraising is a Team Sport	Cassandra George Ramos, Wind and Water Consulting	Regular Meeting	1.0
3/11/14 – 4/29/14 (7 days)	3:00 – 6:00 pm	AFP CFRE Review Course		Special Event	15.0
3/13/14	1:00 – 2:30 pm	Millennial Motivation	S. Michelle Cline, Director of Planned Giving for Capital University in	Web Conference	1.5

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			Columbus, OH		
4/3/14	8:00 am – 1:30 pm	AFPGV Regional Conference: Big Gifts	Luncheon Keynote Speaker: Hollis S. Budd, Executive Director, The Max and Marian Farash Charitable Foundation; Plenary Session Speaker: Michael J. Cooney, Esq. Partner, Nixon Peabody LLP; Carol Anne DeMoulin, President of Ronald McDonald House Charities of Rochester; Susan Tierney McNamara, Prospect Research Officer at Cornell University; Erin Moyer, Assistant Vice President of Stewardship & Gift and Donor Services at the University of Rochester; Fran Weisberg, Executive Director of Finger Lakes Health Systems Agency; Mark Zawacki, CFRE, Mark is Executive Director of Heritage Christian Services Foundation	Regional Conference	4.0
4/24/14	1:00 – 2:30 pm	Development from the Donor's Perspective	James S. Anderson, President for AFP Northern Arizona and 2010 AFP-Northern Arizona Fundraising Professional of the Year; and Alice L. Ferris, MBA, CFRE, ACFRE, founding partner of GoalBusters Consulting, LLC	Web Conference	1.5
5/7/14	1:00 – 2:30 pm	Major Gifts for Small Shops	Amy Eisenstein, ACFRE, owner of Tri Point Fundraising.	Web Conference	1.5
6/12/14	1:00 – 2:30 pm	Six Figure Fundraising - How to Create and Run your First \$100,000+ Major Gifts Campaign	Sandy Rees, CFRE, author of Get Fully Funded: How to Raise the Money of Your Dreams, and an AFP Master Trainer.	Web Conference	1.5
6/24/14	8:00 – 9:30 am	The New World of Partnering with Agencies	Ann Marie Cook President & CEO, Lifespan; and Jennifer Leonard President & Executive Director, Rochester Area Community Foundation	Regular Meeting	1.5
7/22/14	1:00 – 2:30 pm	Building Donor Loyalty - How to Double your Major Gift Revenue	Rachel Muir, CFRE, fundraising consultant, speaker and trainer	Web Conference	1.5
7/23/14	12:00 – 1:00 pm	Today's Challenges for Fundraising Professionals	Larry Lehner, Lehner Philanthropy Partners	Lunch and Learn Program	1.0
7/31/14	4:30 – 6:00 pm	Pints with Pointers	An opportunity to engage prominent staff members of our local legislators	Special Event	0
8/13/14	1:00 – 2:30 pm	Opening the Door to Major Gifts: Mastering the Discovery Call	John Greenhoe, CFRE, author of the Amazon.com best selling book "Opening the Door to Major Gifts" (Charity Channel Press)	Web Conference	1.5
8/20/14	8:00 – 9:30 am	Breakfast with Maggie Brooks	Maggie Brooks, Monroe County Executive; and Meredith Smith, Rochester Institute of Technology	Special Event	1.5
9/10/14	11:30 am –	The Changing Trends in	Calista Amering Executive Director	Regular	1.0

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	1:00 pm	Special Events	of Events and Corporate Relations Rochester Regional Health System Foundation; Jillean Carter, Director of Advancement, Heritage Christian Services; Heather LaValley Association and Government Sales Manager, Radisson Hotel Rochester Riverside; Kathy Phelps Vice President of the Special Events Division, Dixon Schwabl; and Matt VanVoorhis, Account Executive, Innovative Solutions	Meeting	
9/13/14	1:00 – 2:30 pm	Getting Your Organization Onboard with Fundraising: Weaving a Philanthropic Culture	Andrea McManus, President, The Development Group	Web Conference	1.5
10/08/14	1:00 – 2:30 pm	Incorporating Stories Into Your Fundraising Program	Leah Eustace, CFRE, Good Works	Web Conference	1.5
10/21/14	8:00 – 9:30 am	Meet the Funders	Francis Clement, CFP®, Wealth Management Advisor, Northwestern Mutual; Laura Weinstein Dolan, Senior Vice President, Market Manager, Global Marketing and Corporate Affairs Division, Bank of America; Mairéad Hartmann, Program Officer, The Community Foundation; Susan Latoski, Executive Director, Women's Foundation of Genesee Valley; Jim Redmond, Regional Vice President, Communications and Community Investments, Excellus BlueCross BlueShield	Regular Meeting	1.5
11/07/14		National Philanthropy Day		Special Event	0
12/04/14	4:30 – 6:30 pm	AFPGV Annual Meeting		Regular Meeting	0
12/10/14	1:00 – 2:30 pm	Small Shop Success: Building Something from Nothing – Starting a Well-Rounded Development Program	Amy Wolfe, MPPA, CFRE, President and CEO, AgSafe	Web Conference	1.5
1/29/15	11:55 am – 1:00 pm	Running Your Fundraising Race: Learn how to start a charity race or make your current one even better!	Matt Avery, Director of Operations and Timing, YellowJacket Racing; Jamie Rada, Coordinator of Development, Lifetime Assistance; Karen Shaw, Alumni and Annual Giving Coordinator, MCC Foundation; Hillary Upton, Campaign Manager, National MS Society Upstate NY Chapter; Derek DeSol, Director of Donor Relations and Foundation Communications, Rochester Regional Health System Foundations	Regular Meeting	1.0

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3/5/15	8:25 – 9:30 am	Impactful Communications Plans and Effective Fundraising	D. Todd Gray, Senior Vice President of Philanthropy and Chief Development Officer of the YMCA of Greater Rochester.	Regular Meeting	1.0
3/6/15 and 3/20/15	9:00 am – 1:30 pm	AFP Fundamentals of Fundraising	John Gleason, CFRE, President, Gleason EDA; Anne McKenna, CFRE, Director of Development and Communications, St. Joseph's Neighborhood Center; Tammy Cohen, CFRE, President, St. John's Foundation; Steven Smith, CFRE, Vice President, Foundation & Resource Development, St. Ann's Foundation; Becky Herman, Director of Alumni Relations and Development, Lutheran Medical Center, Dental Medicine; Brad Schreiber, Senior Director of Planned Giving, The College at Brockport	Multi-Day Event	16
3/17/15	1:00 – 2:30 pm	Donor Retention: Current Rates are Plummeting! What Can Every Fundraiser Do to Reverse the Trend?	Jay B. Love, CEO and Co-Founder of Bloomerang	Web Conference	1.5
4/14/15	1:00 – 2:30 pm	Fundraising on a Shoestring (Fundraising for Those with No Time to Fundraise)	Alice L. Ferris, MBA, CFRE, ACFRE and James Anderson, CFRE, partners in GoalBusters	Web Conference	1.5
4/16/15	8:30 am – 3:30 pm	AFPGV Regional Conference – Expand Your Horizons	Abbie von Schlegell, CFRE; Fostering the Art of Philanthropy; Bruce Berglund, CFRE, Donor by Design	Annual Conference	5.0
4/29/15	1:00 – 2:30 pm	Finding High Capacity Prospects Hiding in Plain Sight	Rachel Muir, CFRE, fundraising consultant	Web Conference	1.5
5/7/15	1:00 – 2:30 pm	Seven Secrets of Successful Solicitations	Anne Melvin, J.D. has worked as both a volunteer and a professional in the field of development for the past two decades	Web Conference	1.5
5/19/15	12:00 – 1:00 pm	Social Media 101 for Nonprofits	Cynthia Pacia, Manager of Corporate & Foundation Relations at Lollypop Farm, the Humane Society of Greater Rochester	Brown Bag Luncheon	1.0
6/3/15	8:25 – 9:30 am	Connecting with Donors through Social Media	Cynthia Pacia, Manager of Corporate & Foundation Relations at Lollypop Farm, the Humane Society of Greater Rochester	Regular Meeting	1.0
6/18/15	1:00 – 2:30 pm	Why and How to use Social Media to Show Gratitude to Donors	Steven Shattuck, VP of Marketing at Bloomerang	Web Conference	1.5
7/15/15	1:00 – 2:30 pm	Win Win Win – Cause Marketing	Tania Little, CFRE has been in the sector for over 25 years and is currently the Director of Development and Partnerships with Food Banks Canada	Web Conference	1.5
7/28/15	5:00 – 7:00 pm	Networking Meet & Greet		Networking	0

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		at Strathallan		Event	
8/12/15	1:00 – 2:30 pm	What You Need to Know About Planned Giving When Planned Giving is Not All That You Do	Timothy D. Logan has worked in both the for-profit and nonprofit sectors and has more than 33 years' experience in fund raising, nonprofit management and direct response marketing	Web Conference	1.5
8/20/15	12:00 – 1:00 pm	Government Relations Luncheon	New York State Assemblyman Bill Nojay	Special Event	1.0
9/17/15	11:55 am – 1:00 pm	Board Development Panel: Views from Board Members and Their Development Officers	Joanna Grosodonia, Board Chair, Geva Theatre Center; Tom Parrish, Executive Director, Geva Theatre Center; Melinda Andolina, Vice Chair, HCS Foundation Board; Jillian Carter, Director of Advancement, Heritage Christian Services; Mark Pastorella, Director of Development, Monroe Community College Foundation; Richard Warshof, Honorary Trustee, Monroe Community College	Regular Meeting	1.0
9/29/15	1:00 – 2:30 pm	Creative and Compelling Fundraising Messages for Digital Solicitations	Derrick Feldmann, Chief Executive Officer at Achieve	Web Conference	1.5
10/15/15	1:00 – 2:30 pm	Social Media and Ethics in Fundraising	Dave Tinker, CFRE, Vice President of Advancement at ACHIEVA; Lisa M. Chmiola, CFRE, Director of Major Gifts and Planned Giving at St. Agnes Academy in Houston, Texas	Web Conference	1.5
10/20/15	8:25 – 9:30 am	Managing the Ask: Essential Steps when Soliciting Major Donors	Diane M. Carlson, CEO of 1-2-1 Philanthropic Services	Regular Meeting	1.0
10/28/15	5:30 – 7:30 pm	Networking Meet & Greet at Salena's Mexican Restaurant		Networking Event	0
11/05/15		National Philanthropy Day		Special Event	0
11/18/15	1:00 – 2:30 pm	How to Elevate your Small Shop Fundraising	Ligia Peña, CFRE, Director of Development at the MOSD Foundation (Montreal Oral School for the Deaf)	Web Conference	1.5
12/3/15	5:00 – 7:00 pm	Annual Meeting		Special Event	1.0
12/10/15	1:00 – 2:30 pm	The Whats, Hows, and Whys of Major Gift Solicitation	Vern Snyder, President for Institutional Advancement, University of Toledo Vice	Web Conference	1.5
1/12/16	1:00 – 2:00 pm	Getting Started in Charitable Gift Planning	Brian M. Sagrestano, JD, CFRE, President and CEO of Gift Planning Development, LLC; Robert E. Wahlers, MS, CFRE, Vice President of Development for Meridian Health Affiliated Foundations	Web Conference	1.0
1/26/16		The Gift, The Giver, and The Gift Planning Team	Mark E. Kluge, CLU®, CAP® Partner, BlueMark Advisors; Don H. Twietmeyer, ESQ., CPA,	Regular Meeting	1.5

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			Partner, Trevett, Cristo, Salzer & Andolina, P.C.; Marianne M. Virgilio, CFRE, Director of University Advancement, University of Rochester, Office of Gift Planning; Joel F. Weiss, Senior Vice President of Advancement, Jewish Senior Life Foundation		
2/11/16	1:00 – 2:00 pm	Money Wellness – Unleash the Power to Big Gifts	Laura Fredricks, Founder & CEO of THE ASK©	Web Conference	1.0
3/2/16	11:55 am – 1:00 pm	Charitable Gift Annuities – Income Today, Charity Tomorrow	Dana K. Miller, CFRE, Vice President for Advancement at Rochester Area Community Foundation	Regular Meeting	1.0
3/29/16	1:00 – 2:00 pm	Five Simple Strategies to Boost Donor Retention	Shanon Doolittle is an internationally recognized fundraising and donor happiness coach	Web Conference	1.0
4/13/16	12:00 – 1:00 pm	ETHIE Award Process and Tips from Last Year's Winner	Marisa Geitner, President and CEO, Heritage Christian Services; Marketta Bakke, Associate Director of Communications, Heritage Christian Services; Michael Burns, Interim Chair, Awards Process Committee, Rochester Area Business Ethics Foundation (RABEF)	Special Event	0
4/14 and 4/15/16	8:30 am – 5:00 pm	CFRE Review Course	Tracy Schleyer, CFRE, Jan Miller, CFRE, Gretchen Wood, CFRE, Anne McKenna, CFRE, Steven Smith, CFRE, Christina Mancini, CFRE, Tammy Cohen, CFRE, Dana Miller, CFRE	Multi-Day Event	13.75
4/28/16	8:30 am – 1:30 pm	AFPGV Regional Conference: Rethinking Philanthropy	Daniel M. Meyers, President Al Sigl Community of Agencies; Nancy Goldsmith Zawacki, Executive Director of Annual Giving, University of Rochester; Laura Garrison, Vice President for Development, WXXI and The Little Theatre; Kathy Reed, Assistant Vice President for Major and Planned Giving, WXXI; Dr. Richard Gangemi, Special Assistant to the President, Rochester Regional Health Foundation; Katie Bresnan Executive Director, Rochester Regional Health Foundation; Shannon Struzik, Associate Vice President of Special Events, Dixon Schwabl; Jenna Van Thof, Special Events Supervisor, Dixon Schwabl; Hank Rubin, Ph.D., Vice President of Community Programs, Rochester Area Community Foundation	Annual Conference	4.0
5/24/16	5:30 – 7:30 pm	Spring Networking Meet & Greet		Special Event	0
5/26/16	1:00 – 2:00 pm	How to Make a Successful	Gail Perry, CFRE, Fired-Up	Web	1.0

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		Call on a Major Donor Prospect	Fundraising	Conference	
6/7/16	8:25 – 9:30 am	Data Drives Success	Rod Christian, Director of Donor Relations, Arc Foundation of Monroe	Regular Meeting	1.0
6/28/16	1:00 – 2:00 pm	The Future of Fundraising: How Digital Technologies and Strategies Will Create your Next Gen Development Operation	Michael Greenberg, Senior Executive VP of Ruffalo Noel Levitz; Gregory Ware, Vice president of Business Development, ScaleFunder	Web Conference	1.0
8/9/16	1:00 – 2:00 pm	Engage Your Board in Fundraising	Sandy Rees, CFRE, Founder, GetFullyFunded	Web Conference	1.0
9/13/16	1:00 – 2:00 pm	Rochester Nonprofits and Government Relationships: The Two Way Connection	Jeremy Cooney, <i>Chief of Staff, City of Rochester</i> ; Vinnie Esposito <i>Executive Director, Finger Lakes Regional Economic Development Council</i> ; Tom Van Strydonck <i>Deputy County Executive, Monroe County</i>	Regular Meeting	1.0
10/13/16	5:30 – 7:30 pm	Fall Networking Meet & Greet		Special Event	0
10/20/16	8:00 – 9:30 am	Meet the Funders Panel	Megan Bell, Executive Director, Wilson Foundation; Ann Costello, Foundation Director, Golisano Foundation; Bethany DiSanto, Director, Community Affairs, Constellation Brands; Lauren Frank, Senior Director, Philanthropic Services, The Community Foundation; Steven Smith, CFRE, Vice President for the Foundation and Chief Development Officer, St. Ann's Community	Regular Meeting	1.5
10/24/16	1:00 – 2:00 pm	Building a Holistic Approach to Grant Seeking	Cynthia Adams, President and CEO, Grantstation; Monique Hanson, Chief Development Officer, NPR	Web Conference	1.0
10/27/16	1:00 – 2:00 pm	Relationship Fundraising – Where Do We Go From Here?	Adrian Sargeant, Professor of Fundraising and Director of the Centre for Sustainable Philanthropy, University of Plymouth in the U.K.; Ian MacQuillin, Director of Rogare (the fundraising think tank), Plymouth University in the U.K.	Web Conference	1.0
11/4/16	12:00 – 1:30 pm	National Philanthropy Day Luncheon		Special Event	0
11/7/16	1:00 – 2:00 pm	The Importance and Opportunity of Diversity and Inclusiveness in Fundraising	Anne Brennan, Director of Development, Triangle Radio Reading Service (TRRS); Gina M. Flores, Senior Advancement Officer, Smithsonian Latino Center	Web Conference	1.0
11/29/16	1:00 – 2:00 pm	High Net Worth Donors	Claire Costello, National Philanthropic Practice Executive for Philanthropic	Web Conference	1.0

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			Solutions at U.S. Trust, Bank of America Private Wealth Management		
11/30/16	5:00 – 7:00 pm	Annual Meeting & Holiday Party		Regular Meeting	0
12/13/16	1:00 – 2:00 pm	Cold Calling and Prospecting for Development Officers	Armando Zumaya, Senior Vice President of Development; Mexican Museum of San Francisco	Web Conference	1.0
1/26/17	11:55 am – 1:00 pm	Working Together: United Way & Fundraisers	Patricia Leo, Director of Community Impact, United Way of Greater Rochester; Becki Schicker Manager of Donor Relations, United Way of Greater Rochester; Tori Tolliver-Powers, Community Engagement Specialist for the Rochester-Monroe Anti-Poverty Initiative, United Way of Greater Rochester	Regular Meeting	1.0
3/9/17 and 3/10/17	9:00 am – 5:00 pm	AFP Fundamentals of Fundraising	John Gleason, CFRE, President, Gleason EDA; Gerianne Puskas, Vice President, Development & Marketing, Villa of Hope; Becky Herman, Director of Recruitment and Community Outreach, NYU Lutheran Dental Medicine; Tammy Cohen, CFRE, Sr. Director of Major Gifts and Planned Giving, Jewish Senior Life Foundation; Brad Schreiber, Senior Director of Advancement, The College at Brockport; Anne McKenna, CFRE, Executive Director, St. John's Foundation; Mark Zawacki, CFRE, Executive Director, Heritage Christian Services Foundation	Multi-Day Event	16.0
3/14/17	8:25 – 9:30 am	Breaking the Mold of Traditional Fundraising	Beth Hershel, Director of Community Engagement, Causewave Community Partners; Sean Magin, Market Development Executive, Innovative Solutions; Paige Doerner, Communications Specialist, Lollypop Farm, the Humane Society of Greater Rochester	Regular Meeting	1.0
4/26/17	1:00 – 2:00 pm	Investing in Major Gift Fundraising – Make it a Priority!	Kay Sprinkel Grace, FAFP, Principal, Transforming Philanthropy, LLC	Web Conference	1.0
5/9/17	11:45 am – 5:00 pm	Regional Conference – Making Fundraising Magic	Wayne Olson, Wayne Olson Consulting LLC; Jeff Wilklow, Vice President, Campbell & Company; and 16 Table Topics Facilitators	Annual Conference	4.0
5/16/17	6:00 – 7:00 pm	Marketing Deep Dive with Butler Till	Keith Betz, VP of Client Services, Butler/Till; Amanda DeVito, VP of Engagement, Butler/Till	Special Event	1.0

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6/5/17	1:00 – 2:00 pm	Launching a Successful Legacy Program	Ligia Peña, CFRE, Global Legacy Manager, Greenpeace International	Web Conference	1.0
6/14/17	11:55 am – 1:00 pm	From Awkward to Awesome: Handling Difficult Major Gifts Situations	Julie Burke, Associate Director of Staff & Community Engagement, Rochester Regional Health Foundations; Kelly Gagan, CFRE, Vice President for Institutional Advancement, Nazareth College; Kayleigh Rae Stampfler, CFRE, Senior Philanthropic Advisor, Rochester Area Community Foundation	Regular Meeting	1.0
6/22/17	5:00 – 7:00 pm	Networking Meet & Greet		Special Event	0
7/12/17	1:00 – 2:00 pm	Optimizing Your Online Donation Process	Steven Shattuck Chief Engagement Officer, Bloomerang	Web Conference	1.0
8/9/17	5:30 – 7:30 pm	Deep Dive – Major Gifts	Tracy Schleyer, CFRE Vice President of Development Association for the Blind & Visually Impaired (ABVI) - Goodwill of the Finger Lakes	Special Event	1.0
9/14/17	8:25 – 9:30 am	Advanced Topics in GrantSeeking	Margit Brazda Poirier, GPC, M.S. Owner and Founder, Grants4Good LLC; Maya Ann Chaly Temperley, M.A., M.P.A., Director of Corporate, Foundation, and Government Relations, St. John Fisher College	Regular Meeting	1.0
10/10/17	8:25 – 10:00 am	Meet the Corporate Funders	Abbey Celeste, Associate Field Marketing Manager, Dunkin' Brands; Steve Martin, Senior Vice President - Director, Corporate Communications, Canandaigua National Bank	Regular Meeting	1.5
10/25/17	5:00 – 7:00 pm	Networking Meet & Greet		Special Event	0
11/3/17	12:00 – 1:30 pm	National Philanthropy Day Luncheon		Special Event	0
12/4/17	1:00 – 2:00 pm	Why Today's Tactics Won't Work With Tomorrow's Donors	Laura MacDonald President, Benefactor Group	Web Conference	1.0
12/7/17	5:00 – 7:00 pm	Annual Meeting		Special Event	0
1/17/18	11:55 am – 1:00 pm	Board Members: It's Not My Fault You Volunteered	Dan Meyers , President Emeritus, Al Sigl Community of Agencies	Regular Meeting	1.0
2/6/18	5:00 – 6:00 pm	Deep Dive into Third-Party Events	Johanna Lester , Director of Events and Communications, Gilda's Club Rochester	Special Event	1.0
3/6/18	11:55 am – 1:00 pm	Ethics – It's Everyone's Business	Mark Hefter , Vice President of Planned Giving, American Technion Society	Regular Meeting	1.0
3/22/18 – 3/23/18	8:00 a.m. – 4:00 p.m.	CFRE Refresher Course	<i>Course Facilitator:</i> Steven Smith , CFRE, Vice President & Chief Development Officer, St. Ann's	Multi-Day Event	16.0

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			Community; Tracy Schleyer, CFRE , Vice President of Development, ABVI – Goodwill of the Finger Lakes; Marianne Virgilio, CFRE , Director, Office of Trusts, Estates & Gift Planning, University of Rochester; Mark Zawacki, CFRE , Executive Director & VP of Advancement, Heritage Christian Services Foundation		
4/19/18	5:00 – 7:00 pm	Deep Dive – Digital Fundraising	Dawn Stever, CFRE , Vice President and Senior Consultant, Ruffalo Noel Levitz	Special Event	1.0
5/2/18	11:45 am – 5:00 pm	AFPGV 2018 Regional Conference – INVEST IN JOY	Marcy Heim, CFRE, PLCC President and Founder, <u>The Artful Asker</u> ; Carol Anne DeMoulin, Sr. Director of Development, Eastern Region Foundations, Rochester Regional Health, and 8 Table Topics Facilitators.	Regional Conference	4.0
5/23/18	5:00 – 7:00 pm	Networking Meet & Greet		Special Event	0
6/13/18	11:55 am – 1:00 pm	“Annual Fundraising Plans Made Simple”	Jeff Bagel, CFRE , Principal, eAdvancement, Author "Annual Fundraising Plans Made Simple"	Regular Meeting	1.0