



INSTITUTE ON PHILANTHROPY

AT THE UNIVERSITY OF RICHMOND

September 2009

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1 VAFRE Meeting	2	3	4	5
6	7	8 Public Schools start	9	10 Writing a Marketing Plan – Deborah Usry 9am-12pm	11	12
13	14	15	16	17 Writing a Marketing Plan – Deborah Usry 9am-12pm	18	19
20	21	22 Strategic Planning for Boards Susan O’Neil 6-8:30pm	23 Breakfast Workshop	24 Fundraising in the Current Economic Environment 6-8pm Curtis AFP Meeting	25 Direct Mail & Constituent Communication Laura Doherty 9am – 4pm	26
27	28 – Yom Kipur	29 Writing a Development Plan Wendy McGrady 9am – 12pm	30			



October 2009

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1	2 Capital Campaigns Lisa Freeman 9am – 12pm	3
4	5	6 (VAFRE Mtg) Introduction to Endowments & Restricted Gifts-1 Bob Sedivy 9am-12pm	7	8 Legal Responsibilities for Boards Deborah Barefield Williamson 6-8pm	9 Capital Campaigns Lisa Freeman 9am – 12pm	10
11	12 Columbus Day	13 Endowments Investment & Reporting - Part 2 Bob Sedivy 9am-12pm	14 Advanced Annual Fund Techniques & Strategies Chris Harmon 9am – 4pm	15 Donor Cultivation Dan Shaw 9am – 12pm CFRE Review Class	16 Development Programs Overview Mary Ellen Stumpf 9a – 12pm CFRE Review Class	17
18	19	20	21	22 AFP Meeting	23 Development Programs Overview Mary Ellen Stumpf 9a – 12pm	24
25	26	27	28	29	30 Persuasive Development Communication – Dan Shaw 9am – 4pm	31



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November 2009

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2	3 pubic schools closed	4	5	6 Outcome Measures Mary Ellen Stumpf 9a – 12pm	7
8	9	10 Networking & Collaboration Liz Pearce 9am – 12pm	11	12 Corporate Phil & Foundations Amy Nisenson 9-3pm	13 Outcome Measures Mary Ellen Stumpf 9a – 12pm	14
15	16	17 Is Your Board Bored? Jennifer Sager Gentry 6-8pm	18 National Philanthropy Day	19	20	21
22	23	24	25 UR Closed	26 UR Closed	27 UR Closed	28
29	30					



December 2009

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2	3 Relationship Building for Boards Jennifer Sager Gentry 6-8pm	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27 January 2010 Class	28	29	30	31		
1/12 & 1/19 – Financial Management for Boards – Randy Spears, YMCA of Greater Richmond 6-8pm 1/22 & 1/29 – Introduction to Grantsmanship – Mary Ellen Stumpf, Stumpf & Assoc\						
J 9am – 12noon						