

**Advancement for Community Colleges
One-Day Workshop Agenda
\$75 registration fee
Wednesday April 7, 2010
Cal Poly Pomona**

Wednesday, April 7	
9:00 am to 10:00 am	Registration, Continental Breakfast, Networking
10:00 am to 11:00 am	<p>California Community Colleges – The Matrix <i>Jill Scofield, Foundation for California Community Colleges</i></p> <p>See for the first time preliminary results of a groundbreaking systemwide survey of advancement models in California’s community colleges. Learn from the ongoing Kresge Foundation-funded study of California community college foundations what the funding, staffing, and resource levels are at community college foundations throughout the state and how your organization compares. This information will be vital in your efforts to gain more support from your college or district leadership.</p>
11:00 am to 12:30 pm	<p>Increasing Operational Income Opportunities in the New Economy <i>Anne Turner , Associate Executive Director, Rio Hondo College</i></p> <p>In this time of economic change how do California Community Colleges raise much needed operating dollars? This interactive session will include ideas and possibilities to achieve results in this area while allowing participants to brainstorm together in a facilitated discussion of how we face the challenges that lie ahead.</p>
12:30 pm to 2:30 pm	<p>Lunch & Roundtable Discussions</p> <p>Interact with your peers from other community college foundations over lunch, sharing best practices, challenges, and opportunities we all have in our respective operations.</p>
2:30 pm to 3:30 pm	<p>Annual Giving for California’s community colleges <i>Bob Burdenski, Robert Burdenski Consulting Group</i></p> <p>Annual giving at community colleges often seems like a very hard-to-solve riddle, but new efficiencies with the internet, data mining, and other tools have increased the potential for fundraising success. CASE “Innovations in Annual Giving” author, speaker and consultant Bob Burdenski has selected a presentations worth of community college-specific fundraising examples to share with us. Many people are proud, grateful and happy for the education received at your community college. Learn how you can identify them and how to translate their feelings of affinity into feelings of philanthropy.</p>

3:30 pm – 3:45 pm	Break
3:45 pm – 4:45 pm	<p>How to engage your board without inviting micromanagement Dr. Don Rickner, The Magellan Group & NCCCF President Emeritus</p> <p>Executive Directors talk about board micromanagement as if it were the weather - we complain about it, but we assume there is not much we can do about it. Join Dr. Don Rickner, fundraising consultant with over 20 years experience with California’s community college foundations, to learn about the various issues that can cause this break-down of trust and what you can do to prevent micromanagement and create an effective, high functioning board.</p>