



**Association of Fundraising Professionals
Central South Carolina Chapter**



**Targeting development and growth of fundraising professionals in the
Central South Carolina Region**

Now, more than ever, you must invest in yourself! And it's your professional community, the Association of Fundraising Professionals that can offer you the best resources - at the best value for your membership dollar - to help you and your organization succeed.

September 19, 2013

BOARD DEVELOPMENT 101: How will you Make Your Board Stronger?

Presenter: James R. Hackney, Jr., Managing Partner, Alexander Haas, Inc.

Registration & Networking from 8:30-9:00AM

9:00 – 11:30 Workshop

11:30 – 1:00 Networking and Lunch Topic

Capital City Club - 1201 Main St #2500, Columbia, SC 29201

Jim Hackney, CFRE will give you ideas to take your board to new heights!!

**Invite your Board
Members to Attend!**

Workshop Topics:

- The Board the Staff and Fundraising: Whose job is it anyway?
- What board members want the staff to know.
- What the staff wants board members to know.
- How to recruit, and keep great development staff members.

Luncheon Topics:

- What board members need to know about Giving in 2013; what recession??
- How to recruit, nominate, orient, and keep great board members.

AFP Columbia is pleased to present an **extended session** for its regular September Meeting. This is a great opportunity to bring members of your board to take advantage of one of the most successful fund raisers in the Southeast.

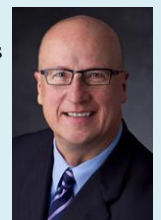
REGISTER AT WWW.AFPCSC.NET

AFP/SCANPO Members	GUESTS
Workshop & Lunch \$35	Workshop & Lunch \$45
Lunch Only \$18	Lunch Only \$25

James R. Hackney, Jr., Managing Partner, Alexander Haas, Inc.

As Managing Partner of Alexander Haas, Jim serves cultural clients all over the United States and oversees the firm's cultural division. In the past few years, Jim has helped clients raise more than \$800,000,000. Jim is known as a creative strategist for projects with national impact. In 2012, Jim was named an Arts Envoy by the United States State Department and was sent to Greece to train cultural organizations how to raise private funds.

As a speaker, trainer and presenter, Jim is in high demand. The American Alliance of Museums (AAM), National Park Service, Association of Fund Raising Professionals (AFP), Art Museum Development Association (AMDA), Dance USA, Mid-Atlantic and Southeastern Museum Conferences, Florida Association of Museums, The Giving Institute and the Association of Science and Technology Centers (ASTC) have all had him present. He has also conducted national "Webinars" for AAM.



He graduated *cum laude* from Wofford College with a bachelor's degree in humanities and earned a M.A.R. from Yale University Divinity School. He is currently on the Executive Committee of the Development and Membership Network of the American Alliance of Museums and is past president of the Art Museum Development Association. He also serves as a Trustee of the American Craft Council. In 2011 he was named to the board of the Center for the Future of Museums; AAM's think tank.

Prior to joining Alexander Haas in 1995, he was Director of Development for Wofford College and was the Director of Development and Marketing for the Mint Museum of Art where he also served as Interim Director for 18 months. Jim began his fundraising career in 1978 as a telephone associate for the Campaign for Yale. A native of Lexington, North Carolina, Jim is an avid collector of studio craft. His career is profiled in Jan Burdick's 2008 book, *Creative Careers in Museums*.

Contact for More Information or Questions: Carl R. McIntosh, CFRE, 803-468-6177 REGISTER at www.afpcsc.net