

Lodestar Center, Piper Trust create fundraising training program

By Amy Cox O'Hara

The ASU Lodestar Center for Philanthropy and Nonprofit Innovation has announced its role in a new fundraising capacity building training program for nonprofits that is funded by the Virginia G. Piper Charitable Trust.

The project grew out of a Piper Trust-sponsored program that brought national fundraising expert Kay Sprinkel Grace to the Valley to speak to trust grantees. The Lodestar Center was selected by the Piper Trust to help create a more extensive, continuing program on nonprofit capacity-building with Grace.

"Effective nonprofits today require leaders who have a deep understanding of fund development," says Judy Jolley Mohraz, the president and chief executive officer of Piper Trust. "Kay Sprinkel Grace is an expert, and the Lodestar Center is the ideal home for the program."

The program will provide training for a cohort of nonprofit organizations, using the teachings of Grace, a renowned speaker, writer and thinker in the field of philanthropy and nonprofit organizational behavior.

"Providing knowledge and tools for nonprofit effectiveness is one of the hallmarks

of our Center's work," says Robert Ashcraft, director of the Lodestar Center and a professor of nonprofit studies at ASU. "We are delighted to partner with Kay and the Piper Trust to provide this important capacity-building resource to vital area nonprofits."

The program, which is anticipated to run from May to January, includes a half-day orientation session, six 90-minute, Web-based curriculum sessions that are customized to the organizations' needs, follow-up conference calls with Grace and the services of a local "on-call" consultant.

Proposed topics for the sessions include:

- Mission, vision and values.
- Case development.
- Board leadership development.
- Staff leadership development.
- Planning for development and strategic planning.
- Prospect identification and development, including cultivation, solicitation and stewardship.

Organizations must be a current or previous grantee of the Piper Trust to apply.

O'Hara, with the Lodestar Center, can be reached at (602) 496-0185 or amyohara@asu.edu.