

A vertical poster with a dark background. At the top, the text 'indiana grantmakers alliance' and '2008 fall conference' is written in a light blue font. Below this, the title 'HIGH IMPACT PHILANTHROPY' is written in large, bold, orange letters. The central image shows a bright meteor streaking from the top right towards the center, leaving a glowing trail. Below the meteor, a glowing horizon line separates the dark sky from a lighter, teal-colored area. At the bottom, the text '25 YEARS OF MAKING A DIFFERENCE IN INDIANA' is written in bold, orange letters. In the bottom right corner, the date 'november 11, 2008' and the location 'hyatt regency indianapolis' are written in a light blue font.

indiana grantmakers alliance
2008 fall conference

HIGH IMPACT PHILANTHROPY

25 YEARS OF MAKING A DIFFERENCE IN INDIANA

november 11, 2008
hyatt regency indianapolis

SCHEDULE AT A GLANCE

2008 Leadership Academy: Recession-Fighting Ideas for Philanthropy

Indiana Grantmakers Alliance invites you to join us for our inaugural Leadership Academy, an in-depth look at a specific topic of interest to Indiana grantmakers. The 2008 Academy will be held 12:30-5:00 p.m. on November 10, 2008 and focus on recession-fighting ideas for philanthropy. Scheduled speakers include Rick Cohen and Erv Picha. **Please watch for your special invitation to this event.**

TUESDAY, NOVEMBER 11

9:00 – 10:00 Registration & Continental Breakfast

10:00 – 11:00 Opening Plenary & Book Signing
"The World We Want" Peter Karoff

11:15 – 12:30 Concurrent Sessions I

Strategy for Change/ Movement Builders	Making a Strong Impact in a Weak Economy	The Impact of Inclusion and Equity	Drowning in Paperwork, Distracted from Purpose
Peter Karoff	Dr. Charlene Sullivan & Dana Harrison	Larry Smith	Catherine Downs

12:30 – 2:00 Luncheon
"Celebrating 25 Years of Impact" John Mutz

2:00 – 3:15 Concurrent Sessions II

The End of Definitions: Innovations in Revenue and Grantmaking Among Non-Profits and Philanthropies – Part I	Community Leadership: From Good to Great Impact	Family Foundations as Agents of Change	Moving from Strategic Planning to Business Planning
Dr. Susan Raymond	Steve Joul, Cara Spicer & Becky Hornbeck	Jeffrey Glebocki & Joann Ricci	Steve Alley

3:15 – 3:30 Afternoon Break

3:30 – 4:45 Concurrent Sessions III

The End of Definitions: Innovations in Revenue and Grantmaking Among Non-Profits and Philanthropies – Part II	Creating Lifespan Communities	When Bad Things Happen in Good Organizations	Mission-Related Investing
Dr. Susan Raymond	Toyin Martin & Phil Stafford	Jennifer Dzwonar	H. Allen Wright, Jr.

4:45 – 5:30 Closing Celebration



PETER KAROFF

Founder, The Philanthropic Initiative (TPI)

After a two-year sabbatical studying poetry, Boston business leader and civic activist Peter Karoff founded The Philanthropic Initiative in 1989. His plan, groundbreaking at the time, was to promote philanthropy and to greatly enlarge the pool of charitable donors, encouraging them to give more, and more strategically. Today The Philanthropic Initiative is a nonprofit philanthropic consulting firm that provides strategic planning and programmatic services to individual donors, families, foundations and corporations.

To date, The Philanthropic Initiative has helped to direct more than a billion dollars in philanthropic investment to address a broad range of social issues. Perhaps more importantly, it has spawned a burgeoning cottage industry of philanthropy advisors and consultants, and has influenced the thinking and actions of thousands regarding the critical role new philanthropic capital can play in improving the quality of life in communities around the globe.

Karoff has served on the board of more than 30 nonprofit organizations. A graduate of Brandeis University and Columbia University, he received an Honorary Degree from Lesley University in 2002. He was made a Fellow of the McDowell Colony in 1989 and in 2006 became a Purpose Prize Fellow.



JOHN MUTZ

*Chairman, Lumina Foundation for Education
Co-founder, Indiana Grantmakers Alliance*

John M. Mutz, a consultant and private investor, is a seasoned executive with more than 45 years of experience in the fields of politics, philanthropy and business. He is currently the chairman of Lumina Foundation for Education, a billion dollar private, charitable foundation dedicated to expanding access to higher education.

For more than three decades, Mutz has been an Indiana leader committed to furthering the interests of the state and its residents. Prior to being named president of PSI Energy in October 1993, Mutz served four years as president of Lilly Endowment. Under Mutz's leadership, the Endowment expanded its community development work outside the Indianapolis area by using matching grants to encourage the creation of more than 45 local community foundations.

Before joining the Endowment, Mutz built a sizeable record of community service as a public official, having served two terms as Indiana's lieutenant governor (1981-89). Prior to serving as lieutenant governor, Mutz was a member of the Indiana General Assembly for thirteen years. A state senator from 1971 to 1980, he served as chairman of the state budget committee from 1977 to 1978. He served as state representative from 1967 to 1970. Among a variety of accomplishments, he helped write the Unigov legislation which created unified government in the Indianapolis metropolitan area.

Mutz is a director of Clarian Health Ventures, Inc. and Salin Bank and Trust Company. His community service directorships include the Indiana Economic Development Corporation, the Indiana Stadium and Convention Building Authority, the Indiana and Indianapolis chambers of commerce, Indianapolis Zoological Society, Indianapolis Museum of Art and the United Way of Central Indiana, as well as other civic boards.

OPENING PLENARY SESSION

10:00 – 11:00 a.m.

The World We Want

Peter Karoff, *The Philanthropic Initiative*

Peter Karoff's book *The World We Want (TWWW)*, presents a collective vision of an ideal world by weaving together examples of multisector, multidiscipline strategies, highlighting the power of human connection and self-awareness, reinforced by personal stories of motivation and the human capacity for caring.

TWWW is about three big things. The first is a vision for a better world. The second is doing the work to make the vision real. And the third is what this means for you, for me and for the people we love. In conducting his research for the book, Karoff asked an eclectic group of "heroes" to consider the following questions:

- What is your vision of a better world?
- What are the obstacles that need to be overcome to realize it?
- What parts of the vision are realistic, and what ideas, strategies and plans can make it so?

The end results are stories from an extraordinary group of practical visionaries – dreamers, realists, entrepreneurs, activists, spiritualists, secularists, ethicists, critics, cynics and reluctant seers. "Does the book have an overriding goal? Yes – it is to awaken the citizen within, to wake those who are sleepwalkers, those who choose to walk by the infinite collage of a world that is hurting," says Karoff.

Peter will discuss the themes in his book, what these ideas mean for our communities, and how we can each use what he has learned to take our philanthropic giving to the next level.

CONCURRENT SESSIONS I

11:15 a.m. – 12:30 p.m.

Strategy for Change/Movement Builders

Peter Karoff, *The Philanthropic Initiative*

Philanthropists, social entrepreneurs and citizen activists all care about making positive change. A subset has the ambition to build and catalyze movements to make transformational change in how a problem is perceived and addressed (e.g. the environmental or civil rights movements). In this workshop, donors will explore their own theories of change and learn about what goes into "movement building."

Making a Strong Impact in a Weak Economy

Resource Panel: *Dr. Charlene Sullivan, Purdue University; Dana Harrison, The Clowes Fund*

This session will begin with an economic forecast for 2009 by Purdue University economist Charlene Sullivan. Following the forecast, Dana Harrison will offer specific suggestions on effectively meeting the needs of your community in hard economic times. From addressing basic human needs to workforce preparedness, this session will give you some ideas on how to make the strongest impact in a weak economy.

The Impact of Inclusion and Equity

Larry Smith, *The Center on Philanthropy at Indiana University*

Over the past few years, much has been learned about strategies for inclusiveness in philanthropy. Inclusion is a powerful tool in philanthropy; it garners new perspectives, impacts community responsiveness, increases effectiveness and creates innovation. This session will provide an overview of three principles of inclusion: representation, distribution of assets and community engagement.

Drowning in Paperwork, Distracted from Purpose

Catherine Downs, *Grants Managers Network*

Our sector faces an effectiveness paradox. Funders, striving to be strategic and diligent, adopt what seem like sensible application and reporting requirements. But these practices – multiplied by thousands of grantmakers – place a heavy burden on organizations seeking funding, hampering their ability to be efficient with their time and effective in their missions. This session will cover general principles to improve grant information gathering for a stronger more effective sector.

LUNCHEON

12:30 – 2:00 p.m.

Celebrating 25 Years of Impact

John Mutz, *Lumina Foundation for Education*

Please join us in celebrating the 25th anniversary of the first gathering of Indiana grantmakers. Keynote speaker John Mutz will share his thoughts on that first meeting and help recognize those individuals so instrumental in the development of Indiana Grantmakers Alliance. The luncheon will also include the presentation of the **Hazelett Award for Leadership in Grantmaking**.

CONCURRENT SESSIONS II

2:00 – 3:15 p.m.

The End of Definitions: Innovations in Revenue and Grantmaking Among Non-Profits and Philanthropies – Part I

Dr. Susan Raymond, *Changing Our World, Inc.*

Fundamental change is underway in the philanthropic and nonprofit sectors. The number of nonprofits is growing, their revenue streams are becoming more complex, and their roles are becoming more central to social and economic prosperity. The amount of philanthropy is growing as well, but the most important change is not in the amount of money. Change is not about money, but rather it is about the redefinition of philanthropy and its expectations. All manner of social engagement, social enterprise, equity structures, and “deal intermediaries” are flowing resources to the societal commons. Those innovations are creating new expectations of nonprofits, new demands on their structures, new assumptions about their relationship to problem-solving. The donor-recipient relationship as the template of the sector is being fundamentally changed. But what is the nature of the relationship that is taking its place? This session will examine the sources and characteristics of change on both sides of the relationship, posit the consequences for the definition of philanthropy in America, and suggest the key questions that philanthropies must ask themselves about their own accountability within that changed relationship. The discussion will continue with Part II at 3:30 p.m. during Concurrent Sessions III.

Community Leadership: From Good to Great Impact

Resource Panel: *Steve Joul, Central Minnesota Community Foundation; Cara Spicer, Legacy Foundation; Becky Hornbeck, CFLeads (Moderator)*

Stories from the field have been used to develop a framework to inspire, inform and assess work by community foundations to help their communities address critical and persistent challenges. We'll use this evolving framework to look at the stories of two community foundations that are taking advantage of opportunities to inclusively unite people, institutions and resources for greater impact. What are the building blocks that make their work “high impact”?

Whether you are a private, corporate, family or community foundation, this tool may be useful as you develop and assess your work to build thriving communities.

Family Foundations as Agents of Change

Jeffrey Glebocki and Joann Ricci, *Strategy + Action Consulting, Inc.*

Join your peers and colleagues in this interactive session to look at what it means to be an agent of change in your grantmaking and in your community. What kind of internal and external conversations can you conduct to ensure the impact you want to make in your philanthropic efforts? How can you be intentional about your role as change agent? How best can you build productive relationships with the organizations and communities you support? You'll learn about practical concepts and tools you can use to get clear about your role as a change maker and effective grantmaker.

Moving from Strategic Planning to Business Planning

Steve Alley, *Community Foundation for Southern Arizona*

Strategic plans often provide foundations with high level vision, mission and strategy statements. Too often foundations fail to realize that vision because their plans don't answer such fundamental questions as, “How do we get from where we are to where we want to be?”, “What will have to change for us to realize that vision?”, and “Who will make it happen?” In this session, one community foundation CEO will describe the 18-month process his foundation undertook - from the beginnings of its strategic planning process through the development of its business plan - and how that process was used, and continues to be used, to involve key volunteers, staff, donors and community stakeholders in the work of the foundation.

CONCURRENT SESSIONS III

3:30 – 4:45 p.m.

The End of Definitions: Innovations in Revenue and Grantmaking Among Non-Profits and Philanthropies – Part II

Dr. Susan Raymond, *Changing Our World, Inc.*

This will be a continuation of the previous session. Please see Concurrent Sessions II for a full description.

TUESDAY | NOVEMBER 11

Creating Lifespan Communities

Resource Panel: *Toyin Martin, United Way of Central Indiana; Phil Stafford, IU Center on Aging and Community*

Youth. Gen X. Boomers. Aging. What do these terms mean? What are the defining characteristics of these demographic groups and how do we meet their needs? Our panel will briefly provide key information on each of these groups. Attendees will then participate in an interactive idea-sharing exercise to develop practical suggestions on how grantmakers can promote and help create positive Lifespan Communities.

When Bad Things Happen in Good Organizations

Jennifer Dzwonar, Borshoff

An angry parent accosts you at the PTA meeting to ask why his son did not receive a scholarship. An organization you've funded in the past is closing and the community wants to know why your foundation isn't helping. Can you handle "crisis" communication? This session will provide you with tips for staying on message and handling even the most difficult situations.

Mission-Related Investing

H. Allen Wright, Jr., Merrill Lynch

Mission-related investing is not just about investing in "green" companies. Does your portfolio maximize your effectiveness...benefit the community...support social entrepreneurs or reflect your mission? How you invest says a great deal about your organization and can increase your effectiveness. A panel of professionals will offer suggestions on "walking the walk" in terms of your investment portfolio.

Closing Celebration

4:45 - 5:30 p.m.

Join your colleagues as we "flash back" to 1983 – the year of Indiana Grantmakers Alliance's first educational event. Even if you don't remember "Flash Dance," "Miami Vice," or "Thriller," you'll want to network, relax and possibly win some fabulous prizes!

SPONSORS

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THANK YOU

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Jill Robinson Kramer
Mark Miller
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GENERAL INFORMATION

REGISTRATION

For your convenience, there are three ways to register:

- 1** Complete the online registration form by visiting www.indianagrantmakers.org
- 2** Mail the registration form to:
Indiana Grantmakers Alliance
Attn: Kiran Tahir
1100 Symphony Centre
32 E. Washington Street
Indianapolis, IN 46204
- 3** Fax the registration form to 317.630.5210, attn: Kiran Tahir.

Checks must be made payable to **Indiana Grantmakers Alliance**. Those registering online or via fax must provide credit card information.

All Registrations must be received by November 4, 2008.

CANCELLATION POLICY

Cancellations must be received in writing through mail, fax or email (ktahir@indianagrantmakers.org). Cancellations received before November 4, 2008 will be honored with a full refund, less a \$50 administrative fee. No refunds will be issued after November 4, 2008. Refund checks will be mailed after November 24, 2008. "No shows" will not be entitled to refunds and will be invoiced if payment is not received in advance. "Walk-ins" and registrations received after November 4 will be charged the full conference rate in their category, plus a \$25 administrative fee.

LODGING

The 2008 Indiana Grantmakers Alliance Fall Conference will be hosted at the Hyatt Regency Indianapolis, One South Capitol Avenue, Indianapolis, IN 46204. Hotel amenities include: fitness center, business center, high-speed internet and wireless hotspots, indoor pool and room service. The property is located in downtown's shopping, dining and nightlife hub. Valet parking is available on-site for \$16/day. For more information, visit <http://indianapolis.hyatt.com/hyatt/hotels/index.jsp>

Hotel reservations must be made directly with the Hyatt Regency Indianapolis no later than October 21 in order to receive the group rate of \$172 per night plus tax.

To save your space and lock in the rate, call 1.800.233.1234 and make a reservation in the Indiana Grantmakers Alliance block.

EXHIBITORS

Organizations will be on-site to introduce you to their products and services. Visit our vendors and become eligible for prizes. Details available at registration.

RESOURCE CENTRAL

Any information you would like to share with your colleagues may be displayed at Resource Central. Items such as annual reports, program information and sample documents help us learn and share efficiently.

Extra session information and hand-outs will also be available in case you missed an important topic or lost your notes.

ATTIRE

Business casual attire is appropriate. Due to varying room temperatures, a jacket or sweater is recommended.

SOLICITATIONS

No solicitation of any kind is permitted during the conference. Only registered exhibitors may initiate business relationships.

QUESTIONS

For further information regarding the 2008 Indiana Grantmakers Alliance Fall Conference, please contact us at 317.630.5200 or info@indianagrantmakers.org.

2008 FALL CONFERENCE REGISTRATION

HIGH IMPACT PHILANTHROPY

NOVEMBER 11, 2008 | FALL CONFERENCE | HYATT REGENCY INDIANAPOLIS

Deadline: November 4, 2008

Special Note: To say “thanks a latte” for registering online, a \$5 Starbucks gift card will be slipped into the conference nametag of each online registrant!

Please type or print clearly in black ink. Submit a separate form for each registrant.
Complete both sides of the form.

PARTICIPANT INFORMATION

NAME

TITLE

ORGANIZATION

ADDRESS

CITY/STATE/ZIP

PHONE

FAX

EMAIL

Is this your first time attending the Indiana Grantmakers Alliance Fall Conference? YES NO

What kind of organization do you represent? Private/Family Foundation Community Foundation Corporation

Other _____

SPECIAL REQUESTS

Wheelchair Accessibility Vegetarian Meals Other (Please specify) _____

REGISTRATION FEES (Select one)

	Full Day	Additional Person/Spouse	Half Day
Member	<input type="radio"/> \$250	<input type="radio"/> \$195	<input type="radio"/> \$125
Non-Member	<input type="radio"/> \$350	<input type="radio"/> \$295	<input type="radio"/> \$175

METHOD OF PAYMENT

Check/Money Order is enclosed (Made payable to Indiana Grantmakers Alliance)

Please charge my credit card (select one): VISA MasterCard American Express

PRINTED NAME ON CARD

ACCOUNT NUMBER

EXPIRATION DATE

AUTHORIZED SIGNATURE

TOTAL AMOUNT CHARGED \$ _____

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Complete both sides of the form.

I WILL BE ATTENDING:

Please select one workshop from each session block listed below.

Opening Plenary

- Concurrent Sessions I**
- Strategy for Change/Movement Builders
 - Making a Strong Impact in a Weak Economy
 - The Impact of Inclusion and Equity
 - Drowning in Paperwork, Distracted from Purpose

Luncheon

- Concurrent Sessions II**
- The End of Definitions: Innovations in Revenue and Grantmaking Among Non-Profits and Philanthropies – Part I
 - Community Leadership: From Good to Great Impact
 - Family Foundations as Agents of Change
 - Moving from Strategic Planning to Business Planning

- Concurrent Sessions III**
- The End of Definitions: Innovations in Revenue and Grantmaking Among Non-Profits and Philanthropies – Part II
 - Creating Lifespan Communities
 - When Bad Things Happen in Good Organizations
 - Mission-Related Investing

Closing Celebration

When complete, please remit with payment to:

Indiana Grantmakers Alliance
Attn: Kiran Tahir
1100 Symphony Centre
32 E. Washington Street
Indianapolis, IN 46204
317.630.5200, 317.630.5210 Fax

**Reserve your room in
the Indiana Grant-
makers Alliance
Block at the Hyatt
Regency Indianapo-
lis by October 21:
1.800.233.1234**

PHOTO RELEASE

I understand that photos of the events may be used in marketing and promotional materials of the Alliance and release the use of my image for these purposes

SIGNATURE

TIMELINE

Hotel Registration Deadline: October 21, 2008

Conference Registration Deadline: November 4, 2008

2008 Indiana Grantmakers Alliance Fall Conference: November 11, 2008

WHO SHOULD ATTEND?

The 2008 Indiana Grantmakers Alliance Fall Conference is designed for staff and board members of foundations and corporate giving programs in Indiana, including: private, family and independent foundations; community, public and corporate foundations; corporate giving programs; and banks and trust companies with grantmaking responsibilities.

Grantmakers from surrounding states and those with funding interests in Indiana are also welcome. Membership in the Alliance is not necessary to attend, but non-members are not eligible for discounted pricing. If you are interested in becoming a member, please visit <http://www.indianagrantmakers.org/beamember> or contact Jack Cole at 317.630.5200 or jcole@indianagrantmakers.org.

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