









Diversity to Inclusion series

The LGBT Giving Network partnered with the Association of Fundraising Professionals at The 519 Church Street Community Centre in downtown Toronto, April 24-25, 2014, to hold the 2014 LGBT Philanthropy Conference. The conferenced offered opportunities for learning and professional development in fundraising and communications. There was plenty of networking and lively discussions on how to increase revenue for charities that service the LGBT and HIV/AIDS communities. The event attracted 150 people from across Canada, including staff, volunteers, board members, allied professionals, business people, donors and others who believe in building stronger organizations that serve the LGBT and HIV/AIDS communities.

The Diversity to Inclusion Series is a multi-year initiative that explores the philanthropic traditions and interests of diverse communities in Ontario. Organized by the Association of Fundraising Professionals Foundation for Philanthropy – Canada, in cooperation with its Greater Toronto and Ottawa chapters, this project offers inclusion-oriented training and networking opportunities for nonprofit leaders, fundraisers, volunteers and donors. Each conference has received support through the Ontario Ministry of Citizenship and Immigration and the entire initiative is chaired by the Honourable David C. Onley, Lieutenant Governor of Ontario. The LGBT Philanthropy Conference is an innovative partnership with the LGBT Giving Network and is also sponsored by TD Bank.





LGBT+AFP



The **LGBT Giving Network** (LGBTGN) brings organizations together to engage and cultivate lesbian, gay, bisexual, transgender and allied donors to help secure leadership gifts and long-term financial support to build stronger LGBT communities in Canada. It provides forums for member agencies to come together at the LGBT Philanthropy Conference as well as through community networking events. The donor recognition event provides an opportunity for members to profile and celebrate their supporters. The Network also strives to provide regular philanthropy education and tools to assist member agencies. The Network was formed to address the need for improved engagement between non-profit agencies, donors and businesses interested in LGBT communities and issues.



Fondation canadienne pour la philanthropie

The Association of Fundraising Professionals

(AFP) represents over 30,000 members in 229 chapters throughout the world, working to advance philanthropy through advocacy, research, education and certification programs. The Association fosters the development and growth of fundraising professionals and promotes high ethical standards in the fundraising profession. For more information about AFP, please visitwww.afptoronto.org. The 2014 LGBT Philanthropy Conference is pleased to bea part of the Diversity to Inclusion series which explores the philanthropic traditions and interests of diverse communities in Ontario.



THANK YOU

sponsored by





event space



presented by







Conference Advisory Committee

LEADERSHIP

LGBT Giving Network

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Brandon Fairley

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Claire Jarrold

Jay Katz

Doug Kerr

Lysa Lapointe

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LGBT Philanthropy Conference

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Co-Chairs

Stefanie McQuaid

Connie Bonello

Rupen Seoni

Graphic Design + Video

Raymond Helkio

HUMAN PHILANTHROPY LIBRARY

The conference will provide a unique opportunity for one-one coaching sessions with experience professionals around specific problems or challenges. Please see the schedule posted for the availability of the following professionals to meet with you to discuss specific issues:

Jay Katz

- Role of the Board in Fundraising
- Special Events and Fundraising

Julie Wajcman

- Innovative ways of connecting with donors
- Strategic voluntarism
- Small shop fundraising

Holly Wagg

- Online Giving
- Websites
- Governance

Leah Eustace

- Planned giving
- Direct mail
- Small shop fundraising

Steven Endicott

- Major gifts
- Individual giving
- Corporate giving

Cathy Mann

- Case statements
- Infrastructure (database/ policy/internal controls)
- Social change/social justice fundraising





Major Trends in North American LGBTQ Philanthropy

Kristina Wertz (Funders for LGBTQ Issues), Doug Kerr (LGBT Giving Network), Naomi Sobel (Astrea Lesbian Foundation) Helen Kennedy (Egale Canada)

Funny That Way Lunchtime Talk on Philanthropy (Maggie Cassella)

On the Issue of Diversity and Philanthropy: A cross-community dialogue on identity, inclusion and the future of giving

Carol Seidman (UJA Federation), Sharon Shelton (Tropicana), Rupen Seoni (Environics Analytics), Ken Aucoin (Indspire), Krishan Mehta (Ryerson University)

A Conversation with Leading Canadian LGBT Philanthropists

Jaime Watt (Moderator), Paul Cadario, Sarah Hunter, Tim Thompson

A Demographic Portrait of Canada's LGBT Communities (TD Bank)

Sonya Galati, TD Bank



WORKSHOPS

Creating Meaningful Opportunities for Engaging Donors and Deepening Relationships

Diversity in LGBTQ Philanthropy

Email Matters: How to Build an Online Giving Program

Innovative LGBT Initiatives:
A Case Study from the Canadian Cancer Society

Making Your Case: Developing a Strong Case for Support for LGBTQ & HIV/AIDS Causes

Gay Giving 3.0: The Power of Social Media to Transform Fundraising for LGBTQ Organizations

Working Together: The Staff/Volunteer Partnership

The Art of Storytelling as a Fundraising & Communications Strategy

Planned Giving Development for Smaller Shops

Building an Integrated Major Gift Development Model through Relationships

Disclosure Dialogue Panel: Sharing
Our Authentic Identities in the Fundraising World

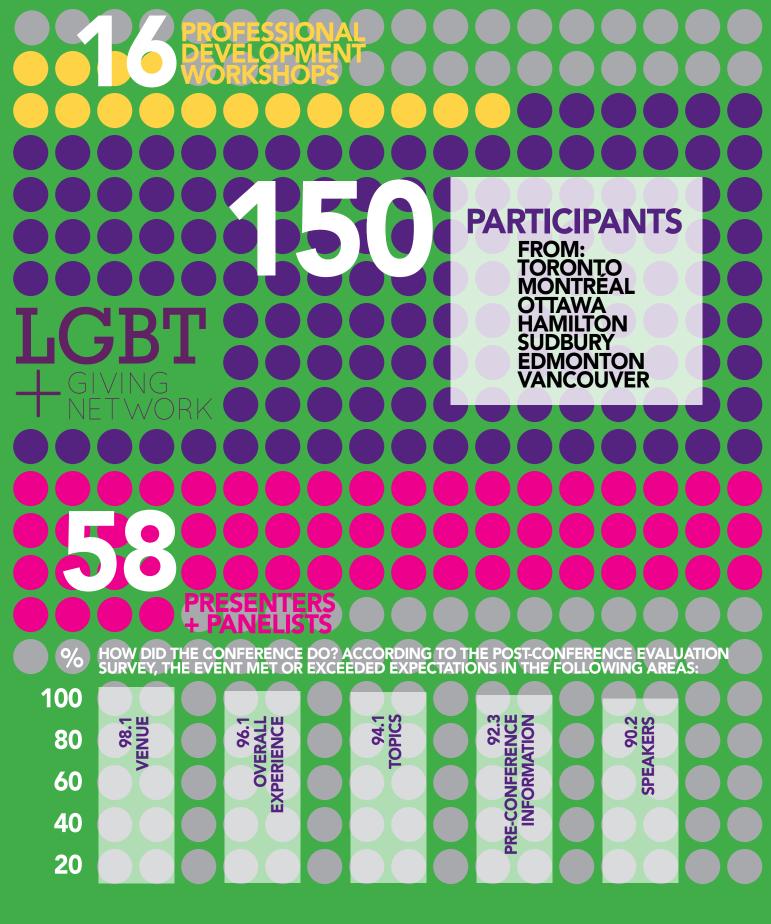
Philanthropy & Women in Leadership:
The Language of Powerful Women in LGBTQ Communities

A Little Goes a Long Way: Building a Strong Monthly Donor Campaign

Philanthropy & Transgender Issues/Communities

Making Smart Philanthropic Choices: Innovative Options for Donors





PRESENTERS + PANELISTS

Roger Ali

Ken Aucoin

Zak Bailey

Connie Bonello

Dr. Joey Bonificio

Anne Brayley

Stephen Brown

Paul Cadario

Maggie Cassella

Vijaya Chikermane

Jefferson Darrell

Pascal Dessureault

Rev. Kevin Downer

Steven Endicott

Leah Eustace

Stanley Griffin

Sonya Gulati

Tracy Hatten

Dr. Darlene Homonko

Nancy Horvath

Claire Jarrold

Patricia Jean

Shafik Kamani

Karim Karsan

Jay Katz

Helen Kennedy

Doug Kerr

Andrea Love

Andre Lucas

Cathy Mann

Liz McLachlan

Stefanie McQuaid

Arti Mehta

Krishan Mehta

Scott Mullin

Parul Pandya

Kimahli Powell

Rupert Raj

Jo-Anne Ryan

Shannon Ryan

Carol Seidman

Rupen Seoni

Sharon Shelton

Ty Smith

Nancy Smith-Laidman

Naomi Sobel

Lindsay Sweeney

Tim Thompson

Anne Marie Vanier

Holly Wagg

Julie Wajcman

Jaime Watt

Kristina Wertz

Philip Wong

Kyle J. Winters

Zach Zimmel

BREAKOUT DISCUSSIONS

One of the highlights of the conference was the breakout discussion period. Conference participants were randomly put into groups to discuss and share their ideas on a number of questions. The LGBT Giving Network plans to use the results of these breakouts to help inform some of its work and future professional development opportunities.

HOW DO WE COMMUNICATE WITH DIFFERENT GENERATIONS OF LGBT DONORS GIVEN THEIR VARIED COMING OUT EXPERIENCES?

HOW DO WE ENGAGE MARGINALIZED GROUPS IN PHILANTHROPY AND ENGAGE THE WIDER COMMUNITY IN DIVERSE ORGANIZATIONS?

WHAT MAKES LGBT PHILANTHROPY "DIFFERENT" AND WHAT DOES THIS MEAN IN A POST-GAY MARRIAGE CONTEXT?

HOW DOES YOUR IDENTITY PLAY A ROLE IN YOUR PHILANTHROPIC AND VOLUNTEER CHOICES?

WHAT RESEARCH DO WE HAVE ON PHILANTHROPIC CAUSES IN OUR COMMUNITY AND WHAT IS MISSING?





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