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# The NMAG Quarterly

*A quarterly newsletter for the members of the  
New Mexico Association of Grantmakers*

**February 2008**

**Volume VI, Number 1**



[www.nmag.org](http://www.nmag.org)

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## **Member News**

The Chamiza Foundation will be receiving the Advocacy Award from the National Association for Bilingual Education (NABE) at its conference, February 6-9 in Tampa Bay, Florida. NABE is an organization dedicated to bilingual and multicultural education. The award is being given to Chamiza as an organization that steadfastly advocates for indigeneous language education and revitalization, multicultural education and the linguistic and intellectual rights of indigeneous people.

## **Employment Opportunity**

The Lumpkin Family

## **President's Report**

**January 30, 2008**

Happy New Year! My first commentary of 2008 both reviews our strategic work plan for the future of NMAG, and informs the membership at large of decisions made at yesterday's Board meeting.

### **Program**

The NMAG strategic plan, which grew out of a Board retreat in June, 2007, calls for an annual initiative(s) for impactful grantmaking. Last year's Conference Committee incorporated this into their approach to developing a process for choosing a focus at the annual gathering. Our work plan calls for research on such an "initiative" in the first few months of 2008.

At the conference, four broad areas were explored: Advocacy and Policy Change to Reduce Poverty; Environmental Sustainability (especially with regard to water); Health Reform; and Public Education Reform. At the same time, several concerned comments were made at the annual meeting that any focus would exclude the grantmaking interests of some members.

Following a meeting with Gay Dillingham and Elizabeth Palacios-Crittenden, our new Chair and Vice Chair, we proposed to the Board that the affinity groups take the lead in planning a dual (rather than single) initiative in 2008. These might involve two separate mini-conferences in 2008. The Board enthusiastically endorsed this idea, with the caveat that the mini-conferences would take the place of annual conference in 2008. We will experiment with that model, see how it works, and assess whether and when to do an annual conference in 2009. And, we are asking the affinity groups and volunteers to step forward and help us with these convenings.

The work plan outlines that we offer three "best-practices" programs in 2008. The January program on "Foundation Accountability and Self-Assessment" was very well received, although we are finding that attendance at Albuquerque programs is smaller than in Santa Fe.

Foundation (located in Mattoon, Illinois) seeks a program officer to lead and carry out its organization and leadership development work. The program officer will create and run capacity-building and education programs for East Central Illinois' not-for-profit sector, analyze and advise on specific grant requests, and support the active and informed participation of family members in the work of the foundation. The program officer reports to the foundation's executive director.

We seek candidates with 10 years' diverse experience leading to an understanding of not-for-profit governance, organizational and professional development, adult learning, and funding, program, and effectiveness issues. Prior family foundation experience will be a plus. Those who would like to learn more should visit The Himmelfarb Group (search consultant) website, [www.himmelfarbgroup.com](http://www.himmelfarbgroup.com) and click on the 'positions available' tab, or contact Meghan Strubel at (708) 848-0086.

Closing date: March 1, 2008

## ***Climate Funding 101: Strategic Grantmaking on Climate Change***

**Funder Learning  
Webinar  
Tuesday, February 19th**

On February 28, for the first time, we will offer a teleconference, through the Forum of Regional Associations of Grantmakers, on "New Directions in Foundation Evaluation." Susan has sent you the details. Future such teleconferences include: "How to Survive an IRS Audit," "Introduction to Conflict of Interest," and "Basic Self-Dealing & Intermediate Sanction Rules." We could regularly offer such a teleconference series. You can sign-on yourself for a modest fee or come to our office, listen in with colleagues and have a face-to-face discussion following the teleconference. We are looking forward to hearing what you think of this format.

In Santa Fe, on March 18, with underwriting from the Santa Fe Arts Commission, we will offer a program on "non-mainstream" and ethnic arts in Northern New Mexico, following upon a year-long study they commissioned on the topic. Look for more information on this from Susan soon.

We also seek to improve Grantmaker/Grantseeker Forums and create a year-long, statewide schedule in coordination with partners. We are currently coordinating with the Association of Fundraising Professionals and the Albuquerque Funders Group on the first such forum on February 21. NIMAG is committed to these functions, but I fear some degree of grantmaker burnout the more we have. We would like to recruit some new faces and foundations to the mix.

Con Alma Health Foundation is also offering pre-proposal workshops on March 25 in Santa Fe, March 28 in Las Vegas, April 1 in Las Cruces, April 2 in Silver City, April 10 in Gallup, April 15 in Roswell, and April 29 in Albuquerque and welcomes the participation of other funders. NIMAG and the Taos Community Foundation will host one in the Fall for northern New Mexico.

At Grantmaker-Grantseeker gatherings in the past several years, nonprofit organizations have consistently asked that a Common Grant Application (CGA) be developed and accepted by most funders in New Mexico. Amy Duggan, Program Director at the Santa Fe Community Foundation, has been appointed to Chair an Ad Hoc Common Grant Application Committee. You may be receiving a call from her soon, or we urge you to volunteer to serve on the CGA Committee.

### **Membership**

Increasing NIMAG membership and membership income is another of the key goals and top ranked objectives for the next three years identified by the Board as part of the strategic plan. Following the recommendation of the Membership Committee

**1:00 pm - 2:00 pm Eastern Time**

This is a web-based seminar (webinar) intended for environmental funders new to climate change and non-environmental funders wanting to learn more. It will include a teleconference component as well as an online visual presentation.

**Please RSVP by sending an email to [bhesterman@ega.org](mailto:bhesterman@ega.org).**

Click [here](#) for more information.

**Membership Benefit Available**

Through the Forum of Regional Associations members of NMAG are eligible to receive a 10% discount on the grant tracking software MicroEdge GIFTS. In order to receive this discount, NMAG is obligated to host a number of events in which our members will be solicited to purchase products by MicroEdge.

Is this something you would be interested in?  
Please give us feedback on this so we can decide how best to proceed.

Call the office at 995-0933 or email me at [scantor@nmag.org](mailto:scantor@nmag.org).

**Join us for Foundations on the Hill!**

As Congress continues to examine issues affecting nonprofit organizations, it is critical that the Southwest's congressional delegation hears from us - their foundation

and Board, with endorsement by those present at the annual membership meeting, late last year we sent out membership renewal letters explaining the new fee structure. At this writing, nearly half of you have renewed. If you haven't yet, or didn't receive the mailing, please contact us.

I am pleased to announce that the Lannan Foundation, with the most assets in New Mexico and grantmaking that is international in scope, has decided to join NMAG in 2008. They have also generously offered their meeting house for some of our get-togethers. Welcome to our first new member of the year.

According to our strategic work plan, NMAG strives to double membership in five years to 120. This requires that we add 12 new members each year, from 2008 to 2012. Staff will provide coordination for this effort, but as part of the plan, each board member took responsibility for bringing in one or two new members a year. I have also agreed to target grantmakers who fund in New Mexico, but are headquartered outside the state.

**Enhance Structure and Leadership**

Another overall goal of the strategic plan is to improve our organizational structure as well as leadership. With this in mind, we carefully developed a 2008 budget as a roadmap, approved by the Board and membership at the Annual meeting. The Board reviewed and amended that budget yesterday. Following this missive is that revised budget, passed by the Board following a lively discussion of options.

NMAG has three great new Board members who participated actively at the meeting: Tripp Killin of the Killin Fund, Dolores Roybal of the Con Alma Health Foundation, and Frank Sanchez of the Needmor Fund. I've been working closely with the new and continuing officers. Two standing committees of the board have been formed, primarily dealing with governance issues: an Executive and Finance Committee. All other committees are considered Ad Hoc.

We bid a fond farewell to Billie Blair of the Santa Fe Community Foundation, our former Vice Chair; Ann Hattis of the Bank of America Foundation, our former Secretary; and Phil Howell of the Frost Foundation, our former best party giver, whose terms expired. Unfortunately, Catherine Conran, who is no longer employed at the PNM Resources Foundation, resigned from the NMAG Board. We will miss all of you but hope to see you often at programs.

NMAG is pleased to welcome Diane Ogawa of the PNM Resources Foundation to the 2008 Board. She was unanimously voted in yesterday.

constituents. We invite you to join NMAG, the Conference of Southwest Foundations, the Council on Foundations and the Forum of Regional Associations for Foundations on the Hill (FOTH), taking place March 4-5, 2008 in Washington, DC.

**Tuesday, March 4**

On the afternoon of March 4, Council and Forum staff will help prepare delegates for Wednesday meetings on Capitol Hill.

**Wednesday, March 5**

Each member of the Southwest delegation will contact members in the House of Representatives from their geographic region directly for an appointment on March 5. Online resources to help you schedule an appointment are available. Please let Dawn Townsend of CSF know you will be participating before you begin contacting Representatives. She will help you coordinate with other participants from your region.

**Register Today**

To join NMAG and the Conference of Southwest Foundations' FOTH delegation, contact Dawn Townsend at [dawn@c-s-f.org](mailto:dawn@c-s-f.org) or 214-740-1787.

Please note that you must formally register for the event at [www.foundationsonthehill.org](http://www.foundationsonthehill.org). You may also learn more about the activities associated with the event and obtain lodging information on this website.

[We count on you to keep us](#)

The Board will evaluate my job performance within the next few weeks. Gay will compile the results. She and former Board Chair Ben Maddox will discuss the outcome and your expectations with me. Please let Gay or Ben know if there is anything you would like confidentially relayed to me. I value all your input.

**Resource Center for Grantmakers and NGOs**

The first step of this project is to augment or revamp the NMAG website. Funds for this were approved in the 2008 budget. We have contracted with Adam Rubel and the Institute for Collaborative Change to do the work. Susan and he have had preliminary meetings. If you have any suggestions on what you'd like to see in our website, please contact Susan.

We have also begun work on a New Mexico Grantmaker Directory, an online searchable database. This project, undertaken jointly with the Center for Nonprofit Excellence (CNPE) is an exciting breakthrough for foundations and nonprofits across our state. It will be the first comprehensive directory of funding sources that give grants in New Mexico. Our aim is to provide current data to nonprofits on funding opportunities available from both in and outside the state for the purpose of increasing capacity for these organizations.

The database is being designed to be searchable via several navigational routes; this is an effort to allow organizations to find appropriate funding matches in a variety of ways. This is a starting place for research and we will recommend that grantseekers do further, more in-depth research on potential funders that are identified through this database. There is considerable information specific to each funding organization that cannot be included here, but is essential in identifying the best match between a funder and grantseeker. Wherever possible we have provided web addresses and contact information for further investigation, but we also hope to deter blanket proposals, proposals to funders that are outside their criteria, and proposals to grantmakers that do not accept unsolicited inquires. This project is not yet fully funded, although we are grateful to the Con Alma Health Foundation for a planning grant and the Daniels Fund for funding to CNPE.

At the NMAG strategic planning retreat last year, there was considerable support from the Board for incubating a web-based nonprofit resource center for foundations. Given the complexity of the funders database we have already undertaken and NMAG's internal capacity, I recommended against additional work in this area in 2008, except as might be easily incorporated into our new website.

informed of any news  
regarding your organization.

*Letters to the Editor are welcome  
and encouraged.*

Send to [todendahl@nmag.org](mailto:todendahl@nmag.org)

## **Public Policy**

Finally, the last item in our strategic work plan includes beginning to build relationships with targeted policy makers so as to influence public policy toward systemic change. Toward this end, in the last quarter of 2007 I arranged meetings with Lt. Governor Diane Denish and Attorney General Dr. Gary King. It seems that just having these initial meetings, as well as the demise of NGO NM, has also pushed public policy higher up on our agenda.

Following my meeting with her, the Lt. Governor appointed me to the New Mexico Children's Cabinet as an Ad Hoc member. The New Mexico Children's Cabinet was placed into statute in 2005 with the responsibility of coordinating and documenting the progress of children and youth in New Mexico in the areas of education, health, safety, support and engagement. The Children's Cabinet is also responsible for producing the Children's Budget and Report Card on a yearly basis. It meets six or more times a year. My role as Ad Hoc member is to consult and recommend strategies, but especially those having to do with increasing public-private partnerships.

As part of the closure of NGO New Mexico and transition of some of its functions, NMAG has at least temporarily taken responsibility for following and keeping the nonprofit community informed about public policy affecting it. As you know, this year's session is only 30 days. With an emergency grant from the Daniels Fund (designated as general operating support), NMAG has engaged Linda Siegle to monitor the current New Mexico legislative session for issues that may impact nonprofits in the State.

We have also formed a Public Policy Committee to advise us on any issues that may arise affecting nonprofits. At its first meeting last week, the Committee decided not to organize Nonprofit Day at the Legislature this year, but to spend more time planning it for next year. I had recruited Attorney General Dr. Gary King, who of course regulates nonprofits, to speak this year. We have asked him to take a rain check.

This year the state is very tight in new or recurring dollars to expand any state supported services. Last year at this time, we had over \$600 million of new dollars for addressing our State's needs. Today that number has declined to only \$368 million. Already Medicaid needs over a \$141 million. Public education and higher education must have increases, not to mention the Corrections Department and Department of Health. Roads and the new Rail Runner systems need hundreds of millions.

Nonprofits requesting funds to expand various programs are not going to see much increase this year. The reason is the economy. Tax revenues are still very high for oil, but personal income taxes and new housing construction is down. The 2003 personal income tax cut phase has finally caught up with us dramatically reducing our state revenue. Still, we are one of the few states around us not running a deficit.

### **NMAG Documents**

Within a month you will be receiving the *NMAG Annual Report* and our research on *Philanthropy in New Mexico*. The *Colleague to Colleague Directory* will follow, probably in March.

As always, the Board, Susan and I welcome your comments, ideas and input.

Respectfully submitted, Terry Odendahl

To review NMAG's 2008 budget go to [www.nmag.org/members](http://www.nmag.org/members) and click on 2008 Budget.

## **Family Funders Network**

The Family Funders Network is conducting a survey of **family foundations** about their interests in issues facing vulnerable children and families. The survey is designed to learn about family foundations'

- Current funding interests and strategies in the area of children, youth and families;
- Topics of interest for future learning in the area of children, youth and families; and
- Preferred format for learning about these subjects.

Please click this link to participate in the survey:

<http://www.zoomerang.com/survey.zgi?p=WEB227BEVK6MY3>

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