

# TAGlines

News for the most passionate in Education, Healthcare, and Community Building

[www.TheAngelettiGroup.com](http://www.TheAngelettiGroup.com)

## Announcements

### CNN recognizes America's Grow-a-Row's Chip Paillex



We extend our congratulations to our client-partner, Chip Paillex, founder of America's Grow-A-Row, for being honored as a CNN Hero! Since 2002, Paillex and his nonprofit have helped to ensure that fresh produce and healthy meals are within reach for over 140,000 people in need across the Garden State. Read more about Chip and America's Grow-A-Row [here](#).

### University Heights Charter School Opens New Upper School Building



TAG was proud to join its client partner, [University Heights Charter School](#), along with Bobby Turner and tennis star Andre Agassi of the [Turner Agassi Charter School Facilities Fund](#) as they officially opened the doors to their new upper school and gymnasium. Congratulations!

### Join us at the BoardSource Leadership Forum in Washington, D.C.



The Angeletti Group is excited to participate in this year's conference, "Governance by Design," October 9-10. Jay Angeletti will lead the panel, "From 40¢ to \$40 Million: How a Philanthropist, His Advisors, and a Nonprofit CEO are Transforming Catholic Education," featuring presenters Susan George (Inner-City Scholarship Fund) and Gary Castle (Anchin, Block, and Anchin LLP). Hear the story of how the Catholic Alumni Partnership, an innovative development initiative, is enabling schools to consolidate their resources and raise funds to advance their mission. Read more about the program [here](#). And, stop by Booth #113 to visit The Angeletti Group and pick up resources on board development and engagement! There's still time to [register](#) for the Forum - we hope to see you there!

### Don't miss us at AFP-NJ's Annual Conference on Philanthropy!



Save the Date for AFP-NJ's 34th [Annual Conference on Philanthropy](#), Thursday, November 13, 2014. We are very excited to be part of this dynamic event for the 4th year in a row! This year, The Angeletti Group is a

Networking Reception Sponsor, so be sure to join us for the reception and ethics discussion at 4:30 p.m. In addition, Sara Angeletti and Bridget Burke of TAG's Executive Search Team will present the career services micro-session, "Love To Go To Work: Finding The Right Job For You In The Nonprofit World." Listen in for tips on where to find great fundraising jobs and how to market yourself to potential employers. And, don't forget to stop by TAG's booth in the Resource Partners Hall throughout the day!

Also featured as a conference speaker will be Ron Brown, campaign volunteer for our client partner, Princeton Terrace Club. Ron is the author of [GiftPlanningHistory.org](#) and will present "Planned Giving 101 - The Basics of Gift Planning."

### Follow The Angeletti Group's NEW Company Page on LinkedIn!

We appreciate the feedback and participation we have seen in TAG's LinkedIn Group, and now we want to keep you better informed and up to date on ALL of the philanthropy news you need to know! So, even if you've already joined our group, be sure to also follow our [Company Page](#) for exclusive job opportunities, articles, updates, and much more! The Angeletti Group is proud to be your resource for all things philanthropy, and we appreciate your support.

If you haven't already, please [Like us](#) on Facebook, [Follow us](#) on Twitter, and [Join our Group](#) on LinkedIn to stay on top of philanthropy news. And, get your weekly dose of #TAGthoughts and #FactsonFridays!

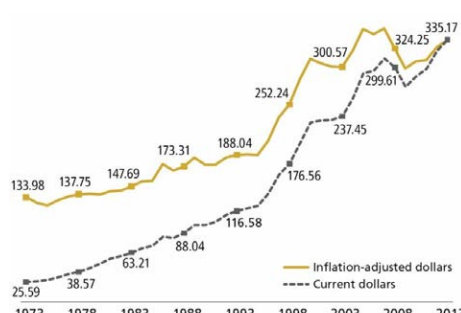
## Philanthropy News

### Higher Education for Nonprofit Professionals: Weighing the Cost and Benefit

A [recent article](#) in the Chronicle of Philanthropy weighed the pros and cons of an MBA for fundraisers. Some MBA-holding fundraisers say the skills they learned in business school have helped in their fundraising careers, such as balancing a budget, talking with donors in detail about their corporation' or foundations' work, and researching prospects ability to contribute. And, many feel an advanced degree such as an MBA can help secure a leadership role. So what's the downside? According to the Chronicle, the price tag for an MBA from a top-tier school can be more than \$100,000, a hefty sum for fundraisers in development jobs that pay less than half that amount. If you're thinking of furthering your education, but are skeptical about the high cost, there are other options. Consider the credential of a Certified Fund Raising Executive (CFRE), which costs much less than a master's degree and may carry more weight because the skills it measures apply directly to development jobs. In addition, an increasing number of colleges and universities are offering graduate degrees and certificates in nonprofit management and administration. Locally, Fairleigh Dickinson University's Center for Excellence: Leadership, Governance & Philanthropy offers three different 14-week certificate programs in nonprofit/philanthropy studies. Most nonprofit leaders agree that an advanced degree "is valuable but not required," and may offer benefits to fundraisers, but no career guarantees.

### The Most Important Thing We Learned from Giving USA 2014

According to this year's annual [Giving USA](#) report, contributions from individuals, corporations, and foundations totaled \$335-billion in 2013, a 3-percent increase over 2012, when adjusted for inflation. As reported in The Annual Report on Philanthropy for the Year 2013, total giving has increased 22.0 percent since the official end of the recession in 2009 (12.3 percent when adjusted for inflation). And the upward swing continued into 2014, enough so that **Giving USA researchers revised their view on when giving might surpass its 2007 peak of \$350-billion**. Donations might reach the mark this year, or at least in 2015, **three years sooner** than researchers had previously expected.



Wealthy donors are driving the increase in giving (up to \$267 billion in total individual contributions last year), but million-dollar plus gifts are slower to rebound. Giving by corporations decreased, and certain subsectors, such as religion, saw a moderate decrease this year. Overall, 2013 was a positive year for philanthropy, with room for improvement.

Source: Giving USA 2013

## Join Us for a Complimentary Webinar

### "Planned Giving for the Small Shop" Friday, November 7 at 3 p.m. EST

Has planned giving always seemed out of reach for your nonprofit? Do you see the large planned gifts going to colleges and universities and wonder how to encourage donors to make the same type of gifts to your organization? If you've always wanted to pursue a planned giving program but didn't know how to make it happen, please join us for this webinar with Brian M. Sagrestano, JD, CFRE, President of Gift Planning Development, LLC, and co-author of *The Philanthropic Planning Companion: The Fundraisers' and Professional Advisors' Guide to Charitable Gift Planning*.

Brian will share the key elements that any organization can put in place to build an effective, Stage One gift planning program. Through his Planned Giving Essentials and Planned Giving in a Box programs, he has helped hundreds of organizations, small and large, to build successful planned giving programs.


Cost is free; please [register today](#).



Fall 2014

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## Client Spotlight

Yale-New Haven Hospital hosted the 4th annual Closer to Free bike ride to benefit Smilow Cancer Hospital earlier this month. More than 12,000 patients, survivors, family members, hospital employees, and cyclists rode 25, 62.5, and 100 miles to fundraise for cancer detection, treatment, and prevention.



## New Partnerships

We are pleased to partner with the following:

- Conquer Paralysis Now
- Dress for Success Morris County
- Eagle Hill Southport
- Meridian Health Affiliated Foundations
- New Canaan Library
- People's Preparatory Charter School
- University Heights Charter School

## Opportunities

Andco, LLC: [Chief of Staff](#)

People's Preparatory School: [Development Officer](#)

The Ross School: [Director of Institutional Advancement](#)

**New opportunities are added often - click here to view more!**