



The News of Women in Development, New York



“Strategic Grantseeking: Building Partnerships That Last”

FEATURING

Libby Costas

Executive Director

The Frances L. & Edwin L. Cummings Memorial Fund

Monday, February 5, 2007 • 12:00 to 2:00 p.m.
The Princeton Club, 15 West 43rd Street

Members: \$40 in advance/\$65 at the door

Non-Members: \$50 in advance/\$65 at the door

*Cancellations must be received via email (widny@widny.org) by February 1, 2007.
All registrations received after February 1 will be charged the \$65 late registration fee.*

To register visit: www.widny.org

This Event is Sponsored By

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Your agency has a successful program that needs funding. Grantmakers have dollars they need to invest in successful programs. Solid partnerships fulfill both of these needs, however, we all know that trusting relationships can be difficult to build. “What I hope to get across is that foundations, like people, have personalities and it is important to know how to identify a potential match for your organization and to tailor your approach,” says Libby Costas, Executive Director of The Frances L. & Edwin L. Cummings Memorial Fund, who will be presenting on the topic, **“Strategic Grantseeking: Building Partnerships that Last.”**

“Foundations are made up of people with different values, perspectives, hot buttons, and pet peeves so it is not ‘one size fits all,’” says Ms. Costas. “Ultimately, it is the entire relationship with the foundation that is important to the grantseeking process.”

Ms. Costas is responsible for implementing the

Fund’s \$2 million grantmaking program which focuses on New York City and Northeastern New Jersey. She has had responsibilities in the community relations, corporate, and foundation sides of grantmaking. Prior to joining the Cummings Fund, she was with the JCPenney Company for 19 years, the last 6 as Manager of Corporate Contributions where she provided leadership for a \$25 million national contributions program. Ms. Costas has served on the Boards of WAVE, a national educational organization, and the National Child Labor Committee. She was a founding board member of the Alliance for Nonprofit Governance (now Governance Matters). Her volunteer activities include serving on the New York Regional Association of Grantmakers Committee on Members and Directors and the Campaign Task Force, and co-chairing the Grantmakers Committee of Governance Matters. Ms. Costas received her B.S. and M.S. degrees from the University of Tennessee in Knoxville.



WID Members' "Best Of" Midtown Manhattan

Based on last month's call for nominations, members offered the following suggestions for their favorites in Midtown for:

Having a meal with a major donor:

- Nougatine, 1 Central Park West, at 60th Street, in the Trump Building, 212-299-3900

Grabbing a drink for some networking time:

- The Campbell Apartment, 15 Vanderbilt Avenue, 212-953-0409
- The Patio, outdoor café, 1st Avenue and 47th Street, 917-446-0018
- The World Bar (Trump Tower), 845 UN Plaza, 212-935-9361
- The Carnegie Club, 156 West 56th Street, 212-957-9676

Convening a working breakfast:

- Mandarin Oriental Hotel, Time Warner Building, 60th Street, West of Broadway, 212-805-8800

Next month we'll be looking at the Upper East Side.

Let's hear from you! Send suggestions to:
phyllisd@aspca.org.

The New Programs Committee of Women In Development, New York *presents*

How To Ask For What You're Worth

A skill-building workshop
on negotiating salary, perks
and compensation

With facilitated discussion for
advanced and junior staff and consultants

Tuesday, January 16, 2007

6:00 to 8:00 pm

Caron New York

244 East 58th Street

(Between 2nd and 3rd Avenues)

Practicum and Facilitation by Experts:

Linda C. Hartley

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The Advertising Council

Moderator: Susan C. Davies

Senior Director of Capital Requests

American Cancer Society

Registration fee:

WID Members: \$10

Non-Members: \$20

At the door: \$25

Please register for this event via our website:

www.widny.org

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