



# Women in Development of Northeastern New York

Building networks, sharing best practices, and  
working collaboratively for our collective success.

## Positioning Your Organization Strategically with Foundations and Corporations and WID Annual Meeting

Wednesday, June 16, 2010      Registration Deadline: June 9, 2010

7:30-8:00 am - Registration, Networking and Buffet Breakfast: • 8:00-10:30 am - Program, including Annual Meeting and Election • Location: Wolferts Roost Country Club, 120 Van Rensselaer Blvd., Albany

Have you ever been in the midst of writing a grant and wished you could get just a little more insight from the granter's perspective? This program offers an insider's view with the opportunity to get answers to many of the questions you wish you could ask before submitting that proposal, such as ... *Should there be some type of approach before sending the application? What makes an application stand out and what are the most common mistakes? How competitive is the process? How many and what size grants are offered?*

Attendees will hear from grant makers themselves and from a local nonprofit with success in securing grants. Learn how decisions are made, gain concrete tips on putting together a winning proposal and find out what you need to do after you submit your application.

WID is proud to present these distinguished panelists, each with a wealth of experience in the grant making industry.

**Leslie A. Cheu, Executive Director, The Troy Savings Bank Charitable Foundation and The Troy Savings Bank Music Hall Foundation** Ms. Cheu is responsible for coordinating management of \$14 million in assets with annual grant making of \$650,000. Her responsibilities also include the historic preservation and maintenance of The Troy Savings Bank Music Hall, an acoustically renowned concert hall built in 1875.

**Paula A. Stopera, President/CEO Capital, Communications Federal Credit Union** Paula Stopera joined Capital Communications Federal Credit Union in 1980 and was promoted through the organization to her current position of President/CEO in 2004. She also holds positions on both the Capital Communications FCU Board and the Board of Managers of CAP COM Financial Services, LLC. Ms. Stopera was instrumental in creating The Capital Communications Cares Foundation, whose purpose is to nurture our community by supporting community health and wellness, financial literacy and education, as well as children and underprivileged families.

**Heather M. Ward, Executive Director, Wright Family Foundation** Ms. Ward manages assets of more than \$20 million with annual grant making in excess of \$1million to Schenectady and surrounding counties, Coker County, Tennessee and Brazoria County, Texas. Initial funding for the Foundation was provided by SI Group, Inc., whose growth and success over more than 100 years led to the establishment of The Wright Family Foundation in 1997 to provide funding for capital improvements in support of community, education, health, social needs, and the arts. Ms. Ward is also a member of the board of trustees of the Charles R. Wood Foundation based in Glens Falls and the treasurer of the Carlilian Foundation based in Schenectady.

**Sari O'Connor, Chief Development Officer, Northeast Parent & Child Society** Ms. O'Connor is responsible for the strategic planning, execution and relationship management of all fundraising and communications activities including major gifts, grants, capital campaigns, planned giving, corporate gifts, special events, volunteer activities, public awareness campaigns, marketing materials and publications and media relations. Before joining Northeast, she worked as a realtor, specializing in corporate relocation throughout the Capital Region. She is a New York State certified teacher and taught elementary school on Long Island.

**Moderated by Mary Alice Russo, Former Executive Director, Whitney M. Young, Jr. Foundation** Ms. Russo has more than 20 years experience in the fields of fund development, public relations/marketing and community development. As Executive Director of two area health care organizations, Seton Health Foundation and Whitney M. Young, Jr. Foundation, she has worked with private and corporate foundations to raise funds and build organizational capacity. She has just begun a new career in project management consultation for non-profit, economic development projects, and health care initiatives. Ms. Russo is a founding member of WID.

**Yes!** I would like to attend "Positioning Your Organization Strategically with Foundations and Corporations" on June 16, 2010.

- Please reserve \_\_\_\_\_ spots for WID members (at \$20/member).
- Please reserve \_\_\_\_\_ spots for non-WID members (at \$35/non-member).
- I would like to become a member of Women in Development (\$60/annually).

**Please list the names of the people who will be attending this program.**

Name \_\_\_\_\_  Member  Non-Member  
Name \_\_\_\_\_  Member  Non-Member

**Please share your contact information.**

Organization \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Daytime phone \_\_\_\_\_ E-mail \_\_\_\_\_

### Registration Deadline is June 9, 2010

Registrations made after this date will be assessed a \$5 late fee. Unpaid reservations will be invoiced regardless of whether someone is in attendance at the program. We thank you for understanding that WID must pay for every reservation made.

**Please send payment to:** Women in Development • P.O. Box 5871 • Albany, NY 12205 • [membership@widneny.net](mailto:membership@widneny.net)  
**To register online by credit card, visit our website at:** [www.widneny.net/programs.htm](http://www.widneny.net/programs.htm)