

**Roanoke Public Libraries
Virginia Room**

**First Virginia Chapter
Association of Fundraising Professionals Records 1981-1997**

Collection Description:

Repository: Roanoke Public Libraries, Virginia Room

Accession Number: 2011.12.26

Title: First Virginia Chapter, Association of Fundraising Professionals Records 1981-1997

Physical Characteristics: 5 record storage boxes (6.25 linear feet)

Donated By: First Virginia Chapter, Association of Fundraising Professionals

Arrangement: The documents are generally arranged chronologically and by the President of the Chapter, though they are also arranged topically. The original order of the documents was retained.

Creator: First Virginia Chapter, Association of Fundraising Professionals

Reproduction Restrictions: There are no known restrictions on publication. Virginia Room copy fees apply.

Processor: Robert Paustian, July 16, 2013.

Introduction:

This collection contains the records of the presidents of the First Virginia Chapter of the Association of Fundraising Professionals (AFP), earlier known as the National Society of Fundraising Executives (NSFRE). The collection extends from the founding of the chapter in 1981 and the presidency of Clai Wilcox to the year 1997 and the presidency of Harold Uhl.

The collection contains correspondence, financial records, membership lists, agendas and minutes of meetings, newsletters, various versions of by-laws and other official records. There are many lists of faculty, presenters and attendees at institutes, workshops and various events sponsored by the chapter, as well as examples of the brochures and promotional literature for these workshops, events and institutes, and the planning processes that went into creating them. Committee records, conference programs, relevant journals, clippings and newsletters are included, as are a few audiotapes and videotapes. The collection provides an overview of philanthropy, fundraising and the professionalization of fundraising in the 1980s and well into the 1990s.

Historical Information:

In January of 2001 the National Society of Fundraising Executives (NSFRE) changed its name to Association of Fundraising Professionals (AFP). The Society had begun when the National Society of Fundraisers (NSFR) was chartered by the state of New York in June 1960.

The first local chapter of NSFR was founded in New York City in July 1964 and had formerly been known as the Association of Fund Raising Directors (AFRD). In May 1965 the second chapter of NSFR was formed when the Fund Raisers Association of the National Capital, located in Washington, D.C., also joined NSFR. By the end of the 1970s there were 23

chapters, including one in Canada. In 1977 NSFR moved its national offices from New York to Washington, D.C. and changed its name to the National Society of Fundraising Executives (NSFRE).

The First Virginia Chapter of NSFRE began formally meeting in October 1981. The name of the chapter was selected because it was the first chapter in the state of Virginia. Though the official charter date of the First Virginia Chapter of NSFRE was March 1982, preliminary meetings between founding members Clai Wilcox and Jesse Kent go back to early 1981. The first chapter newsletter was published in October 1981 and reported on the election of the first president of the chapter, Claiborne (Clai) Wilcox, Jr. In December 1981 the National Board of NSFRE approved the charter of the First Virginia Chapter of NSFRE, which became the 38th chapter of NSFRE.

From the beginning, a primary purpose of the new chapter was to provide educational opportunities for members and the fund raising community. So the chapter began a successful series of institutes on fund raising, which became a national model for fund raising education. Certification became an important issue for the chapter, and many members sought and achieved certification.

Chapter meetings were held on the second Tuesday of the month and the chapter's newsletter was named The Second Tuesday in July 1982.

The second (1983) president of the chapter, Jesse (Jess) E. Kent, collected and retained a large portion of the records contained in this collection. His records are by far the most numerous of the chapter presidents and extend far beyond his years in office, into the tenures of other presidents.

Scope and Content:

The collection of First Virginia Chapter, Association of Fundraising Professionals Records 1981-1997 is contained in 5 record storage boxes, a total of 6.25 linear feet, and is located in the Virginia Room of the Roanoke Public Libraries in Roanoke, Virginia. All materials are foldered in acid free, labeled folders.

The collection contains correspondence, financial records, membership lists, meeting agendas and minutes, newsletters, statements of goals and objectives, by-laws and other official records. There are many documents, programs, brochures and various records relating to institutes, conferences, workshops, and other educationally related professional activities sponsored by the chapter and other professional organizations for fund raisers, including the National Society of Fundraising Executives (NFSRE). Also included are detailed lists of presenters and attendees at institutes, workshops and various events sponsored by the chapter. Newspaper clippings related to chapter members and activities are interfiled with related materials. Some audio cassette tapes and VHS video tapes of educational programs are included among the other materials.

The oldest dated run of materials in the collection coincides with the tenure of the first president of the chapter, Clai Wilcox, at the time of the founding of the chapter in 1981. The latest materials in the collection are from the tenure of chapter president Harold Uhl in 1997.

The original order of the materials was retained in processing and there are several roughly chronological sequences in the collection, which mostly follow the tenures of the chapter presidents. However the order of materials is not strictly chronological and some presidential papers are not chronologically arranged. But to preserve the original order of the materials, the various series are arranged by presidential tenures as they appeared in the unprocessed AFP Collection. And the bulk of many of the materials come from the files of Jesse Kent, the second president of the chapter, who held the office in 1983, and who carefully collected and retained a large portion of the records contained in this collection throughout his association with the chapter. His records are by far the most numerous of the chapter presidents and extend far beyond his years in office into the tenures of other presidents. Some of the chapter presidents retained fewer records and so the documentation of their time in office is not as complete as others.

The presidents of the First Virginia Chapter, Association of Fundraising Professionals, from the founding of the chapter through 1997, were: Clai Wilcox (1981-1982), Jesse Kent (1983), Jerry Ocorr (1984), Everett Werness (1985), J. André Brooks (1986), David Prestipino (1987), Jennie Sue Murdock (1988), Donna Massey (1989), Bob Kulinski (1990), Jared (Jerry) Close (1991), Bill Bowen (1992), Linda Dodge (1993), Nancy Prillaman (1994), Gail Gregory (1995), Katherin Anderson (1996), and Harold Uhl (1997). Series are arranged under their names, but not strictly chronologically.

Container List:

Box 1 (of 5)

Clai Wilcox (1981-1982)

Folder 1: Correspondence, financial records, meetings, clippings.

Folder 2: Newsletters, workshops, lists of attendees and presenters.

Folder 3: Charter members, by-laws, evaluations.

Jesse Kent (1983)

Folder 4: NSFRE Survey Course (2 cassette tapes).

Folder 5: Newsletters, 1983.

Folder 6: Reports, minutes, correspondence, 1983.

Folder 7: Reports, minutes, correspondence, 1983.

Folder 8: Institute, 1983.

Folder 9: Boston conference, brochures, 1983.

Folder 10: Committees, by-laws, 1983.

Folder 11: Membership, 1983.

Folder 12: Special seminars, newspaper clippings, 1983.

Jerry Ocorr (1984)

Folder 13: Financial statements, 1984.

Folder 14: Institute, brochures, financial statements, lists of participants, 1984.

Folder 15: Newsletter, brochures, 1984.

Folder 16: Membership lists, 1984.

Everett Werness (1985)

Folder 17: Harrison Heritage Center, newspaper article, brochures, by-laws, 1985.

Jesse Kent (1985)

Folder 18: Brochures, newsletters, 1985.

Folder 19: Minutes, 1985.

Folder 20: Minutes, 1985.

Everett Werness (1985)

Folder 21: Certification, membership rosters, correspondence, 1985.

Folder 22: Financial statements, agendas, newsletters, miscellaneous, 1985.

Folder 23: Workbook, 1985.

Folder 24: Workbook (continued), 1985.

Folder 25: Minutes, financial statements, 1985-1986.

David Prestipino (1987)

Folder 26: Minutes, financial statements, newsletters, miscellaneous, 1987.

Box 2 (of 5)

Jennie Sue Murdock (1988)

Folder 1: Minutes, newsletters, financial statements, miscellaneous, 1988.

Donna Massey (1989)

Folder 2: Minutes, newsletters, financial statements, miscellaneous, 1989.

Bob Kulinski (1990)

Folder 3: Minutes, newsletters, financial statements, miscellaneous, 1990.

J. Andree Brooks (1986)

Folder 4: Harrison Heritage and Cultural Center, miscellaneous, 1986.

Folder 5: Philanthropy, National Philanthropy Day, newsletters, miscellaneous, 1986.

Folder 6: Special events seminars 1985, Institute 1986, financial statements, minutes, membership lists, miscellaneous, 1986.

Folder 7: Institute, miscellaneous, 1986.

Folder 8: Public relations, historian, 3 photographs, 10 sheets of negatives, 1986.

Folder 9: NSFRE Institute, 1986.

Jesse Kent (1986)

Folder 10: Major Money (VHS videotape), February 21, 1986.

J. Andréé Brooks (1986)

Folder 11: Annual reports, newsletters, 1986-1987.

Folder 12: NSFRE Board of Directors, 1984-1986.

Folder 13: NSFRE Chapter Manual, 1986.

David Prestipino (1987)

Folder 14: By-laws, certification, agendas, minutes, Institute, 1987.

Folder 15: Meetings, agendas, financial statements, miscellaneous, 1987.

Jennie Sue Murdock (1988)

Folder 16: Handbook, conference program, 1988.

Folder 17: Chapter Manual 1987-1988, by-laws, minutes, financial statements, miscellaneous, 1988.

Folder 18: By-laws, minutes, financial statements, miscellaneous, 1988.

Folder 19: Library, minority outreach, miscellaneous, 1988.

Folder 20: The Idea Machine (VHS videotape), 1988.

Donna Massey (1989)

Folder 21: Miscellaneous, membership, meetings, financial statements, keychain, diskette of back issues of NSFRE Newsletter, February-June, 1989.

Box 3 (of 5)

Donna Massey (1989)

Folder 1: Miscellaneous, meetings, programs, financial statements, 1989.

Folder 2: Committees, Institute, library, philanthropy, newsletter, publicity, 1989.

Folder 3: Committees, Institute, miscellaneous, 1989.

Bob Kulinski (1990)

Folder 4: Meetings, minutes, financial statements, surveys, newsletters, 1990.

Folder 5: Meetings, minutes, financial statements, surveys, newsletters, 1990.

Jesse Kent (1987-1991)

Folder 6: Miscellaneous, seminar, by-laws, 1987-1991.

Folder 7: Miscellaneous, mission, certification, 1987-1991.

Folder 8: Miscellaneous, certification, 1987-1991.

Folder 9: Statewide Conferences on Volunteerism 1989 and 1990, resumes, correspondence, 1989-1990.

Folder 10: The Capital Campaign 1990, financial statements, correspondence, newsletters, 1990.

Folder 11: Special Event Fund Raising, 1990.

Jared Close (1991)

Folder 12: Goals and objectives, minutes, meetings, investments, newsletters, 1991.

Folder 13: Financial statements, newsletters, conferences, 1991-1992.

Bill Bowen (1992)

Folder 14: By-laws, list of files, nominations, conferences, miscellaneous, 1992-1993.

Folder 15: Conferences, newsletters, meetings, financial reports, 1992-1993.

Linda Dodge (1993)

Folder 16: Membership, conferences, financial reports, miscellaneous, 1993-1994.

Folder 17: Meetings, newsletters, financial reports, miscellaneous, 1993-1994.

Folder 18: By-laws, policies, miscellaneous, 1993-1994.

Nancy Prillaman (1994)

Folder 19: Annual report, goals, income tax form, financial reports, meetings, minutes, 1994-1995.

Folder 20: Chapter service program, financial records, minutes, membership, correspondence, newsletters, 1994-1995.

Folder 21: Chapter service program, financial records, minutes, membership, correspondence, newsletters, 1994-1995.

Box 4 (of 5)

Nancy Prillaman (1994)

Folder 1: Minutes, meetings, reports, financial reports, recognition luncheon, miscellaneous, 1994-1995.

Gail Gregory (1995)

Folder 2: Minutes, newsletter, financial statements, IRS form, miscellaneous, 1995-1996.

Folder 3: Minutes, newsletter, financial statements, policies, nominations, miscellaneous, 1995-1996.

Folder 4: Minutes, newsletter, 1995-1996, 1995 National Philanthropy Day Manual.

Katherin Anderson (1996)

Folder 5: National Philanthropy Day, 1995.

Folder 6: National Philanthropy Day, 1996.

Folder 7: 1996 National Philanthropy Day Manual.

Harold Uhl (1997)

Folder 8: NSFRE Anniversary Celebration, 1997.

Folder 9: Newsletters, financial statements, goals, minutes, 1997; also includes materials from Katherin Anderson, 1996.

Jesse Kent (1990-1995)

Folder 10: 1992 Fundraising conference.

Folder 11: 1992 Fundraising Conference, The Capital Campaign 1990, Special Events.
Folder 12: NSFRE Institute planning, 1992.
Folder 13: NSFRE Institute planning, 1993.
Folder 14: NSFRE Institute planning, 1994.
Folder 15: NSFRE Institute planning, 1995.
Folder 16: NSFRE Institute and National Conference, 1995.
Folder 17: NSFRE Institute 1995 and newspaper clippings.
Folder 18: Roanoke Museum of Fine Arts Study Report, 1990.
Folder 19: Roanoke Museum of Fine Arts, miscellaneous documents, 1990.
Folder 20: Roanoke Museum of Fine Arts, interview forms, miscellaneous documents, 1990.
Folder 21: Roanoke Museum of Fine Arts, miscellaneous museum brochures and exhibition catalogs, 1990.

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Jesse Kent (1982-1992)

Folder 1: Giles Memorial Hospital, 1987.
Folder 2: Objectives, meetings, membership, glossary, miscellaneous records, 1990.
Folder 3: Collection of Citations 1968, miscellaneous.
Folder 4: NSFRE 1985 Membership Directory.
Folder 5: Special events, miscellaneous correspondence.
Folder 6: By-laws, special events.
Folder 7: Membership list.
Folder 8: NSFRE correspondence, 1986 Fall Membership Drive.
Folder 9: Membership drives, 1984-1985, by-laws.
Folder 10: Satellite Videoconference program guide: "Major Money", February 21, 1986.
Folder 11: NSFRE correspondence, membership lists, miscellaneous, 1982, 1986, 1990.
Folder 12: NSFRE 1989 Institute.
Folder 13: NSFRE 1989 Institute, brochures, guides.
Folder 14: NSFRE 1986 First Virginia Chapter Conference on Fund Raising.
Folder 15: NSFRE correspondence, certification, brochures, newsletters, miscellaneous, 1986-1990.
Folder 16: NSFRE 1990-1992, certification, newsletters, miscellaneous, 1990 International Conference.
Folder 17: Charitable Contributions, undated.
Folder 18: 1988 Fund Raising Seminar.
Folder 19: Certification, miscellaneous.
Folder 20: NSFRE/PRSA 1984 Institute.
Folder 21: 4 unlabeled, undated audio cassette tapes (NSFRE certification masters?).
Folder 22: NSFRE certification, undated.
Folder 23: NSFRE certification, 1984, miscellaneous.
Folder 24: NSFRE certification, membership roster.
Folder 25: NSFRE certification, glossary.
Folder 26: NSFRE Seminars, 1990, 1992.

Folder 27: Special Events, publications, brochures, miscellaneous.