



FEDERAL EXECUTIVE BOARD GREATER LOS ANGELES  
Presents



# CFC CANVAZ

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## REGIONAL AWARD WINNERS

We thank all 18 CFCs in our network for providing Autumn 2000 results. KUDOS to you on your successes! Last year the First Regional CFC Awards were presented at our Second Regional CFC Network Meeting in Las Vegas. Budget cuts have resulted in postponing the 2000 meeting until 2001. We thank those of you who shared your meeting preferences in April. [MORE](#)

## 2000 CFC Results

Detailed results are contained in Excel spreadsheets available by request. Click [andrea.winkler@irs.gov](mailto:andrea.winkler@irs.gov). Here are a few **FAST FACTS**:

1. \$15,965,380 were contributed to our 18 CFCs, a 4% increase over 1999.
2. \$619,598 was the increase in donations collected.
3. Participation was 34%, down from 36% in 1999.
4. Population was 343,022, up from 334,647 in 1999.
5. Donors totaled 116,884, down from 120,406 in 1999.
6. Per capita gift was \$47, up from \$46 in 1999.
7. Average gift was \$137, up from \$127 in 1999.
8. Of our 18 CFCs, 15 raised more money in 2000.
9. Six of 18 improved the participation %.
10. Eleven raised the per capita gift.
11. Fourteen increased the average gift.
12. Eight of the CFCs met the challenge of adding to their donor total.

At the recent OPM Workshops, Mara Paternoster, Director of CFC Operations, urged CFCs to devise strategic plans to cope with 500,000 expected baby boomer federal retirements in the next five years. **Is your CFC ready?**

## Regional award winners continued

Please note Regional CFC Network Coordinator Andrea Winkler's masthead changes in phone, fax, and e-mail.

Now on to the award recipients! These high achievers will receive certificates by mail in a few weeks.

- **Highest Participation Percentage:**  
46% Mojave Valley/Barstow CFC
- **Most Improved Participation Percentage:**  
4.3% Improvement: Western Riverside County CFC;  
**Runner-up:** 3.2% Improved: San Bernardino Area CFC
- **Highest Per Capita Gift:**  
\$70 Coachella Valley/Palm Springs CFC
- **Most Improved Per Capita Gift:**  
23% Increase: Western Riverside County CFC
- **Highest Average Gift:**  
\$287 Indian Wells Valley/Ridgecrest CFC
- **Most Improved Average Gift:**  
45% Improvement: Yuma Area CFC
- **Largest Increase in Donations:**  
\$283,426 San Diego County CFC
- **Largest Percentage Increase in Donations:**  
13.4% Maricopa County/Phoenix CFC

"The Inquiring Campaigner" below has more award information.

**CONGRATULATIONS TO THE WINNERS FOR THEIR DILIGENCE AND INNOVATIONS!**

**"Imagination is more important than knowledge."**

*Albert Einstein*

## SHARING

Based on the sharing of Kings County/Seattle CFC, PCFO staffer **Elizabeth Mallon** of our Greater Los Angeles CFC has developed an attractive two-sided color annual report, printed on heavy cream paper. It contains the CFC Mission; nine types of CFC results, including three charts; LFCC members; and Top 100 Receiving Charities and Amounts. To request a copy to use as a model for your report, click [andrea.winkler@irs.gov](mailto:andrea.winkler@irs.gov). This is a great public relations tool! Imitation is the sincerest form of flattery.

# Joint Purchasing



In 2000, our network CFCs and associates saved over \$42,000 on brochures and pledge forms through our pilot joint purchasing project. Our network coordinator is again obtaining bids for your consideration, based on last year's numbers ordered.

## Brochures

The best bids in 2000 for brochures came from Suzanne Doutré at CSC (Campaign Service Center) in Utah, (801) 274-7500, fax (801) 274-7501, [suzanne@campaignservice.com](mailto:suzanne@campaignservice.com), [www.campaignservice.com](http://www.campaignservice.com). CSC offers timeliness since they receive the national and international list first for processing. Suzanne will match last year's low prices, barring unforeseen paper price increases. Prices below omit sales tax because CFCs are exempt. The brochures are customized for each CFC. If you do not find what you need below, click [andrea.winkler@irs.gov](mailto:andrea.winkler@irs.gov) and provide your specifications.

| 2001 CSC Brochure Bids   |             |  |                        |                          |
|--------------------------|-------------|--|------------------------|--------------------------|
| City Name                | Quantity    | Brochure   | Price Without Shipping | Shipping Price           |
| Los Angeles, CA          | 26,700      | 8-1/8" x 10-5/8" booklet, 92 pages, 80# coated gloss cover/Upgrade newsprint inside pgs., 4 color cover, 1 color inside pages. | \$14,189.00            | \$1,023.74               |
| Phoenix, AZ              | 20,000      | 8-1/8" x 10-5/8" booklet, 72 pages, Newsprint throughout, 2 color cover/1 color inside pgs.                                    | \$8,068.00             | \$541.75                 |
| Tucson, AZ (Arizona CFC) | 33,000      | 8-1/8" x 10-5/8" booklet, 72 pages, Newsprint throughout, 3 color cover/1 color inside pages                                   | \$10,151.00            | \$1,057.41 (3 locations) |
| Santa Maria, CA          | 2,000       | 8-1/8" x 10-5/8" booklet, 64 pgs., Newsprint throughout, 2 color cover/1 color inside pgs.                                     | \$3,236.00             | \$122.08                 |
| Palm Springs, CA         | 500 - 1,000 | 11" x 17" tabloid, 28 pgs., Upgrade newsprint throughout, 2 color cover/1 color inside pages.                                  | \$2,326.00             | \$102.40                 |

In 2000, Moore of San Diego and SDGI (Sue Davis Graphics, Inc.) could not match the low CSC prices. Moore did offer discounts to CFCs ordering the same type of brochure and following the exact printing timetable of San Diego County CFC, which ordered almost 160,000 brochures from Moore. We hope to receive bids from one or two new vendors and will keep you apprised.

## Pledge Forms

In 2000, CSC and SDGI submitted bids and were each chosen by several CFCs. The following provides examples of CSC prices. Click [andrea.winkler@irs.gov](mailto:andrea.winkler@irs.gov) and provide your specifications.

| 2000 CSC Pledge Form Prices |          |                   |          |          |
|-----------------------------|----------|-------------------|----------|----------|
| City                        | Quantity | Type              | Price    | Shipping |
| Kern County                 | 2,000    | 3 part            | \$160.00 | \$5.40   |
| Santa Maria                 | 6,000    | 3 part with cover | \$540.00 | \$24.00  |
| Phoenix                     | 11,000   | 3 part            | \$660.00 | \$27.00  |
|                             | 12,000   | 3 part continuous | \$780.00 |          |

Although CDP (Creative Data Products) participated in our 2000 project, they declined this year. We suggest you scrutinize CDP prices and compare to others before committing to CDP this year. They may try to charge higher prices by dealing individually with CFCs. Let the buyer beware.

Last year CFCs outside our network joined the project. We welcome any CFC interested in cutting expenses.

# The Inquiring Campaigner: San Francisco OPM Workshop

Your campaigner found this year's workshop even better than last year's. Some highlights follow:

## Awards

About one-third of the CFCs in the USA attended this workshop at which twelve Autumn 2000 campaign awards were presented. Our CFC network garnered half of the awards! **Congratulations!**

### **Smaller (under \$500,000) CFC Network Award Winners**

- **Indian Wells Valley/Ridgecrest:** 9.4% increase in donations. Innovative LFCC Co-Chairs Trudi Ihle and Cindy Klassen accepted the honors.
- **29 Palms Area/Yucca Valley:** 240% increase in postal sector contributions. Assertive PCFO Director Ed Will, whose interview follows, accepted the award.

### **Larger CFC Network Award Winners**

- **Southern Nevada/Las Vegas:** Winning LFCC Chair John Scott accepted the award for highest percentage increase in average gift.
- **Arizona (formerly 4 CFCs):** Diligent PCFO Director Bob Palmer accepted three awards for his merged CFC:
  - Highest increase in participation percentage
  - Largest percentage increase in donations for the military sector
  - Biggest percentage rise in donations for the civilian sector.

## [Interview: Award Winning PCFO Director Ed Will, 29Palms Area/Yucca Valley CFC](#)

Campaigner (C): Ed, congratulations on the improvements you achieved!

Ed Will (E): Thank you. Out of six post offices, only one had supported the CFC. Thanks to ideas from last year's San Diego workshop right after I started my job, I got help from four post offices this year. I called the supervisor of the postmasters.

C: Did you have any problem getting to see the supervisor?

E: Not when I invited him to breakfast. He also agreed to attend the kickoff, which helped a lot.

C: Food works wonders! What else did you try?

E: I invited all six postmasters to the kickoff. Previously only one had participated. I told them their supervisor was supporting the CFC and four postmasters came. These four offices made CFC contributions for the first time.

C: How about your donor recognition items?

E: I changed them from the pens people did not like. Our CFC is 96% military. People liked the pin they could wear (\$5 and up), the white china mug with red trim (\$50 and up), the stainless steel covered cup (\$250 and up), and the cast metal eagle (\$600 and up). We also gave our 16 keyworkers special gifts they liked at a cost to us of only \$5 each.

C: Did you change anything else?

# The Inquiring Campaigner: San Francisco OPM Workshop

E: Thanks to **Jay Gardella** of San Diego County CFC, I gave a computer disk containing a CFC PowerPoint presentation to each keyworker to show to employees to assure a uniform, informative CFC message reached everyone, regardless of the communication ability of the keyworker.

C: That is a great idea! Thank you for sharing best practices, Ed!

Note: Our records show that Ed's efforts contributed to the following increases:

- 1998: \$132,580 with average gift of \$41 before Ed arrived
- 1999: \$162,960 with average gift of \$46 in Ed's first year
- 2000: \$166,659 with average gift of \$49 after the innovations Ed mentioned above.

## Labor Organization Involvement

Is a partnership with labor unions an integral part of your CFC or are you missing out on fulfilling your CFC potential?

If labor unions participated, could you attract **younger non-donors**, the future of our CFCs, and increase post office contributions?

Do some Feds in your area avoid contributing because they perceive the CFC as a management initiative?

Try some of the following BEST PRACTICES presented by the Kings County/Seattle CFC:

- Identify all union presidents in your CFC area, invite them to breakfast or lunch to discuss the CFC after PCFO selection in the spring, and ask them to form a CFC Labor Involvement Committee.
- Include top labor leaders on your LFCC and other CFC committees.
- Prepare a CFC endorsement letter to be signed by all local union presidents and widely publicized: web sites, e-mails, newsletters, bulletin boards, voice mail, copies to employees, etc.
- Seattle's letter (click [andrea.winkler@irs.gov](mailto:andrea.winkler@irs.gov) to request a copy) starts, "Dear Brothers and Sisters of Labor," and states the labor committee is proud to endorse the CFC. It includes the amount raised in the last CFC, the fact that the charities are there for union members in need, the ease of payroll deduction, the low CFC overhead percentage and a request for eagle pledges.
- Ask the unions to share the cost of a labor CFC poster containing a picture of union members and union names and logos in support of the CFC.
- Try for a **free** billboard, **free** bus ad, or **free** local Time or Newsweek page for the poster; also use it on bulletin boards, at kickoffs, and in newsletters.
- Ask union leaders to speak at CFC training, kickoffs, award events, and days of caring.
- Invite labor leaders to speak at federal agencies with high union membership and unfulfilled CFC potential.
- Ask union leadership to include CFC messages in labor publications and web sites.

**Inquiring Campaigner Comment**: if you cannot afford posters, you may use free CFC banners in publications or web sites thanks to the shared efforts of PCFO staffer **Bob Burnett**, Greater Los Angeles CFC. Click [www.lacfc.org](http://www.lacfc.org). Also, remember to involve the federal Professional Managers' Association (click [www.ProManager.org](http://www.ProManager.org)) and similar organizations using the techniques above to solicit CFC managerial support.

## Network Directory of 18 Regional CFC's

**We encourage you to contact someone new in your network today!**

To report changes, click [andrea.winkler@irs.gov](mailto:andrea.winkler@irs.gov).

| <i>Combined Federal Campaign</i>   | <i>PCFO</i>  | <i>Phone<br/>FAX<br/>E-mail</i>   | <i>LFCC Chair</i>  | <i>Phone<br/>FAX<br/>E-mail</i>  |
|--|--|---|--|--|
| Greater Los Angeles  | Demetrius Stevenson,<br>Bob Burnett, Elizabeth Mallon<br>United Way of Greater Los Angeles<br>523 W. 6th Street<br>Los Angeles, CA 90014 | (213) 630-2352<br>(213) 630-2369<br><a href="mailto:lacfc@juno.com">lacfc@juno.com</a> or<br><a href="mailto:Dstevenson@unitedwayla.org">Dstevenson@unitedwayla.org</a><br><a href="mailto:Boburnett@unitedwayla.org">Boburnett@unitedwayla.org</a><br><a href="mailto:emallon@unitedwayla.org">emallon@unitedwayla.org</a> | Bob Gurrola, Chair<br>Savings Bond Marketing Ofc.<br>21865 E. Copley Dr.<br>Diamond Bar, CA 91765<br>Nelson Hernandez, V.Chair<br>HUD Area Coordinator<br>611 W. 6th St., #800<br>L.A., CA 90017   | (909) 396-7413<br>(909) 396-7384<br><a href="mailto:rgurrola@bpd.treas.gov">rgurrola@bpd.treas.gov</a><br><br>213) 894 8007<br>(213) 894 8107<br><a href="mailto:NelsonHernandez@hud.gov">NelsonHernandez@hud.gov</a>  |
| Maricopa County (Phoenix)  | Teri Erickson<br>Valley of the Sun United Way<br>1515 E. Osborne Rd.<br>Phoenix, AZ 85014  | (602) 631-4843<br>(602) 776-3343<br><a href="mailto:terickson@vsuw.org">terickson@vsuw.org</a>  | Ronald Abalos, USPS<br>4949 E. Van Buren St.<br>Phoenix, AZ 85026-9996   | (602) 225 3100<br>(602) 225 3393<br><a href="mailto:rabalos@email.usps.gov">rabalos@email.usps.gov</a>   |
| Yuma Area  | Jan Martin/Amanda Morales<br>United Way of Yuma Co.<br>477 S. Orange Av.<br>Yuma, AZ 85364-2268  | (520) 783-0515<br>(520) 782-5463<br><a href="mailto:uwyuma@yahoo.com">uwyuma@yahoo.com</a>  | Major Rand Brinkman, MCAS,<br>Provost Marshall Ofc.<br>P.O. Box 99127<br>Yuma, AZ 85369-9127   | (520) 341-3126<br>(520) 341-2429<br><a href="mailto:brinkmanra@yuma.usmc.mil">brinkmanra@yuma.usmc.mil</a>   |
| Arizona #51 [4 merged CFCs, i.e., all AZ CFCs, except Yuma & Maricopa (Phoenix)] | Robert Palmer<br>United Way of Greater Tucson<br>330 N. Commerce Park Loop #200<br>PO Box 86750<br>Tucson, AZ 85745-6750                 | (520) 903-9000 x235<br>(520) 903-9002<br><a href="mailto:bpalmer@uwtucson.theriver.com">bpalmer@uwtucson.theriver.com</a>   | LTC Franklin Boyd<br>Chief of Staff, 355 <sup>th</sup> WG/CS<br>5275 E. Granite St.<br>Tucson AZ 85707-3012;<br>Major Richard Harrington<br>CFC Project Officer<br>Davis Monthan AFB<br>Bill King, Office of Inspector Gen., Dept. of Justice, PO Box 471<br>Tucson, AZ 85702-0471 | (520) 228-3685<br>(520) 228-3191<br><a href="mailto:Franklin.Boyd@dm.af.mil">Franklin.Boyd@dm.af.mil</a><br><a href="mailto:Richard.Harrington@dm.af.mil">Richard.Harrington@dm.af.mil</a><br><br>(520) 670-5243<br>(520) 670-5246<br><a href="mailto:Wking49225@aol.com">Wking49225@aol.com</a> |
| Kern, Inyo, & Mono Counties  | Terry Weatherhead<br>Kings United Way<br>P.O. Box 878<br>Armona, CA 93202-0878   | (559) 584 8176<br>(559) 584-1098<br><a href="mailto:KUW@KINGS.K12.CA.US">KUW@KINGS.K12.CA.US</a><br><a href="mailto:Tweatherhead@hotmail.com">Tweatherhead@hotmail.com</a>  | Art Ornelas, Chair<br>USPS<br>3400 Pegasus Drive<br>Bakersfield, CA 93380-9998<br>Gil Watson, Vice Chair<br>SSA, 5300 Office Park Dr.<br>Bakersfield, CA 93309   | (661) 392-6102<br>(661) 392-6149<br><a href="mailto:jrowles@email.usps.gov">jrowles@email.usps.gov</a><br><br>(661) 861 4178<br>(661)861 4246<br><a href="mailto:gilbert.watson@ssa.gov">gilbert.watson@ssa.gov</a>  |

|                                 |  |  |  |   |
|---------------------------------|--|--|--|---|
| Indian Wells Valley             | Wen Houtkooper<br>United Way of Indian Wells Valley - 350 E. Ridgecrest Bl., #110 Ridgecrest, CA 93555           | (760) 375-1920<br>(760) 375-1924<br><a href="mailto:uwivw@iwvisp.com">uwivw@iwvisp.com</a>   | Trudi Ihle 760000D or Cindy Klassen 7232000<br>Naval Air Weapons Station, Code 830000D, 1 Admin. Cir. China Lake, CA 93555-6100                                      | (760) 939-3605 or 8786<br>(760) 939-1723 or 4610<br><a href="mailto:ihlett@navair.navy.mil">ihlett@navair.navy.mil</a><br><a href="mailto:klassencr@navair.navy.mil">klassencr@navair.navy.mil</a>              |
| Mojave Valley-Barstow           | Peggy Teal<br>Mojave Valley United Way<br>P.O. Box 362 (210 E. Williams)<br>Barstow, CA 92312-0362               | (760) 256-8789<br>(760) 256-8789<br><a href="mailto:mojaveunitedway@yahoo.com">mojaveunitedway@yahoo.com</a>   | Lt. Matt Guilanians<br>NTC Corps Support Battalion<br>Department of the Army<br>Fort Irwin, CA 92311-5000  | (760) 380-5572<br>(760) 380-3636<br><a href="mailto:matthew.guilanians@irwin.army.mil">matthew.guilanians@irwin.army.mil</a>  |
| Imperial Valley                 | Laurie Nilson<br>United Way of Imperial Cty.<br>P.O. Box 1924<br>El Centro, CA 92244-                            | (760) 352-4535<br>(760) 352-6013<br><a href="mailto:unitedwy@brawleyonline.com">unitedwy@brawleyonline.com</a>   | Matt L. Issman, FEA President<br>US Customs Service<br>333 S. Waterman Ave.<br>El Centro, CA 92243   | (760) 353-9090<br>(760) 353-9096<br><a href="mailto:matt.l.issman@customs.treas.gov">matt.l.issman@customs.treas.gov</a>  |
| San Diego County                | Jay K. Gardella<br>United Way of San Diego Cty.<br>4699 Murphy Canyon Road<br>San Diego, CA 92123-               | (858) 636-4114<br>(858) 492-2054<br><a href="mailto:CFC-sd@unitedway-sd.org">CFC-sd@unitedway-sd.org</a>   | RADM Frederick Ruehe, Cmdr.<br>Naval Base San Diego<br>937 N. Harbor Drive<br>San Diego, CA 92132-5100   | (619) 532-2925<br>(619) 532-1400<br><a href="mailto:Ruehe.frederic@Cnrsw.navy.mil">Ruehe.frederic@Cnrsw.navy.mil</a>  |
| Coachella Valley (Palm Springs) | Wendy Keeler<br>United Way of the Desert<br>P.O. Box 1990<br>Palm Springs, CA 92263-1990                         | (760) 323-2731<br>(760) 778-1421<br><a href="mailto:psunitedwy@aol.com">psunitedwy@aol.com</a>   | Allison Linn, SSA Dist. Mgr.<br>275 N. El Cielo Rd., #B 3<br>Palm Springs, CA 92262<br>Bob Muller, Postmaster, 4222 Rancho Las Palmas Dr.<br>Rancho Mirage, CA 92270 | (760) 325-7674<br>(760) 322-6927<br><a href="mailto:kathleen.linn@ssa.gov">kathleen.linn@ssa.gov</a><br>(760) 346- 0109<br>(760) 346-7069<br><a href="mailto:rmuller@email.usps.gov">rmuller@email.usps.gov</a> |
| Western Riverside County        | Chris Campos or Elaine Crabtree<br>United Way Inland Valleys<br>6215 Rivercrest Dr., # B<br>Riverside, CA 92507- | (909) 697-4710<br>(909) 656-8210<br><a href="mailto:ccampos@uwiv.org">ccampos@uwiv.org</a><br><a href="mailto:ecrabtree@uwiv.org">ecrabtree@uwiv.org</a> | Thomas Cawthon<br>1351 Graeber St. #105<br>March AFB, CA 92578-1723  | (909) 655-4076<br>(909) 655-4671<br><a href="mailto:thomas.cawthon@march.af.mil">thomas.cawthon@march.af.mil</a>  |
| San Bernardino Area             | Kent Taylor/Cliff Hackney<br>c/o Boys & Girls Club<br>1180 W. 9 St.<br>San Bernardino, CA 92411                  | (909) 888 5910<br>(909) 888 1474<br><a href="mailto:taylor873@cs.com">taylor873@cs.com</a><br><a href="mailto:SBNOFCFC@aol.com">SBNOFCFC@aol.com</a>     | Jean Campbell, USPS<br>P.O. Box 19001<br>San Bernardino, CA 92423-9001   | (909) 335 4301<br>(909) 335 4415<br><a href="mailto:jcampbe2@email.usps.gov">jcampbe2@email.usps.gov</a>  |
| South Coast                     | Charles Caldwell<br>United Way Santa Barbara<br>320 E. Gutierrez Street<br>Santa Barbara, CA 93101               | (805) 965-8591<br>(805) 962-3461<br><a href="mailto:ccaldwell@unitedwaysb.org">ccaldwell@unitedwaysb.org</a>   | Linda King, IRS<br>2500 Financial Square<br>Oxnard, CA 93030   | (805) 445-4470<br>(805) 445-6255<br><a href="mailto:linda.n.king@irs.gov">linda.n.king@irs.gov</a>  |
| Orange County                   | David Sybert<br>United Way Orange Cty.<br>18012 Mitchell Ave.<br>Irvine, CA 92614                                | (949) 263-6159<br>(949) 263-6173<br><a href="mailto:davids@unitedwayoc.org">davids@unitedwayoc.org</a>   | Farrell Chiles, Chief, Human Resources Div.<br>63D Regional Support Cmd.;<br>4235 Yorktown Av.<br>Los Alamitos, CA 90720-5002  | ((562) 795-7172<br>(562) 795 2189<br><a href="mailto:farrell.chiles@usarc-emh2.army.mil">farrell.chiles@usarc-emh2.army.mil</a>   |

|   |  |  |   |   |
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| Central California Coast                  | Helen Christensen<br>United Way Central Coast<br>P.O. Box 947<br>Santa Maria, CA 93456-0947                            | (805) 922-0329<br>(805) 349-9848<br><a href="mailto:helen@uwcentralcoast.org">helen@uwcentralcoast.org</a><br>or<br><a href="mailto:uwcc@uwcentralcoast.org">uwcc@uwcentralcoast.org</a> | Capt. Scott Koopman,<br>Chief, Spacelift Oper. &<br>Logistics Plans, USAF<br>30 RANS/DOO-C<br>816 13 St. #215<br>Vandenberg AFB, CA 93437 | (805) 605-7231<br>(805) 606 2589<br><a href="mailto:Scott.Koopman@vandenberg.af.mil">Scott.Koopman@vandenberg.af.mil</a>  |
| 29 Palms Area<br>Joshua Tree/Yucca Valley | Ed Will<br>Morongo Basin United Way<br>P.O. Box 986<br>57500 29 Palms Hwy.<br>Yucca Valley, CA 92286                   | ((760) 228 2716<br>(760) 228-2408<br><a href="mailto:mbuw@earthlink.net">mbuw@earthlink.net</a><br><a href="mailto:gladly1@msn.com">gladly1@msn.com</a>                                  | Lt. Wendy Holmes<br>Commanding General<br>Attn: Center Adjutant<br>MAGTF/C MCAGCC<br>Box 788102<br>29 Palms, CA 92278-8102                | ((760) 830-8692<br>(760) 830-7426<br><a href="mailto:holmeswa@29palms.usmc.mil">holmeswa@29palms.usmc.mil</a>   |
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| Southern Nevada                           | Gary Davis, Director<br>Community Health Charities of America<br>3050 E. Desert Inn Rd.<br>#121<br>Las Vegas, NV 89193 | (702) 752 7577<br>(702) 735-9224<br><a href="mailto:gwdgolfer@aol.com">gwdgolfer@aol.com</a>   | John Scott, District Director,<br>SBA<br>300 Las Vegas Bl.<br>Las Vegas NV 89101  | (702) 388 6611or 6650<br>(702) 388-6469<br><a href="mailto:John.E.Scott@sba.gov">John.E.Scott@sba.gov</a>   |

OPM: Mara Paternmaster, CFC Director  
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**"The greatest use of a life is to spend it on something that outlasts it."**  
William James

### CFC Web Sites to Visit

[www.cfccmd.org/Pages/home.html](http://www.cfccmd.org/Pages/home.html) This Baltimore area CFC site has an excellent FAQ section.

[www.cfctoday.org](http://www.cfctoday.org) is a new CFC site sponsored by the National CFC Committee, which includes LFCC and PCFO representatives, as well as those from charities and federations.

[www.cfcsfbay.org](http://www.cfcsfbay.org) See what our neighbors to the north are doing.

[www.cdc.noaa.gov/cfc](http://www.cdc.noaa.gov/cfc) This Denver site has some excellent results charts and quotations.

[www.cfc.ak.org](http://www.cfc.ak.org) This Alaska site has pictures of donor recognition items, a good idea to copy.

[www.cfc retirees.org](http://www.cfc retirees.org) Find retiree donation information here.

### CFC Web Sites to Visit

[www.detcfc.com](http://www.detcfc.com) or [http://comnet.org/uwucs\\_cfc](http://comnet.org/uwucs_cfc) The Detroit CFC web site has a CFC Quiz worth considering.

[www.pilotonline.com/cfc](http://www.pilotonline.com/cfc) serving the Norfolk area, has a gold mine of Word documents you can download and adapt for your CFC.

### Library

[San Francisco OPM Workshop March 2001 Complete Transcript](#), Word documents, may be e-mailed to you; click [andrea.winkler@irs.gov](mailto:andrea.winkler@irs.gov).

[Kings County/Seattle Best Practices Marketing Outline](#) may be faxed to you (11 pages).

[South Hampton Roads/Norfolk Area Campaign Plan](#), Word document, is available by clicking [andrea.winkler@irs.gov](mailto:andrea.winkler@irs.gov).