

# Raising More Money Workshop Opening Remarks

SeaWorld  
Orlando, Florida  
March 26, 2002

By David A. Odahowski, President  
Edyth Bush Charitable Foundation

Good morning everyone. My name is David A. Odahowski, and I am President of the EBCF. On behalf of the Board of Directors of the Edyth Bush Charitable Foundation, the Funders Collaborative and the Center on Philanthropy and Nonprofit Leadership, I want to welcome you to SeaWorld's Port of Call, as we prepare to sail off on to a transformation voyage, an educational experience that will not only benefit you, your organization, but most of all will benefit our community.

As nonprofit organizations we are known by the promises we make and the promises we keep. We have made promises to families needing groceries towards the end of the month. We have made promises that no one should have to sleep out in the woods. Education is the key to future success and we must not let down today's young people. We have promised to provide job training, to give people a hand up, not a hand out! Our seniors did their part for our community and we have made promises to do our part for them. We have promised adequate health care to all. We have even promised that the arts are for everyone, not just for those who can afford to pay!

We have made promises and we cannot have excuses for not keeping our promises, for not fulfilling our missions, too many people are counting on us. The whole community, business, government, and citizens from across our community are waiting for our response!

- September 11th cannot be an excuse
- The recession cannot be an excuse
- Faltering Fundraising Drives cannot be an excuse
- The Budget battle in Tallahassee, at City Hall, or at the County, cannot be an excuse

The promises we have made are too important!

I want to thank you for believing in your missions and in the promises you have made to our community. I want to thank you for not making excuses. I want to thank you for your personal and your financial commitment over the next two days and beyond.

I also want to thank The Funder's Collaborative, a group of Funder's who came together quickly to provide substantial financial support for this seminar. Thank you Sea World, thank you Dr. P. Phillips Foundation, thank you to the Woman's Fund at the Community Foundation of Central Florida, thank you EBCF, thank you to the Center for Philanthropy and Nonprofit Leadership, and thank you to Terry Axelrod for your underwriting assistance. Collaboration is good for nonprofits and it's even a better idea for funders.

Thank you for making promises and keeping your promises. Thank you for not making excuses. Thank you for answering the needs of our community and responding, if not us who? If not now, when? Thank you.