

## Calendar of Events

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March 17, 2020

**AHCC March Membership Appreciation Breakfast**  
**The Albuquerque Hispano Chamber of Commerce**  
**1309 Fourth Street SW**  
**Albuquerque, NM 87102**  
08:30 AM - 10:00 AM MST

December 18, 2019  
- February 29, 2020

**Free Consultation**  
**Sandia View Suites**  
**4311 Sara Road SE**  
**Rio Rancho, NM 87124**  
09:00 AM - 05:00 PM MST  
Stephen Wynne, 505.302.5212  
sjw@garnerartslc.com  
*ArtSpectives The Art of Consultation*

*ArtSpectives' objective for our clients is to reduce resistance and stagnation in career or workplace allowing for more productivity, satisfaction, and harmony. We bring these desired effects to our clients by our keen abilities to observe, identify, and designate. Why hire a consultant? Let me use the words taken from Entrepreneur Media Inc to answer that question.*

*A consultant has the right expertise. A consultant may be hired to identify problems. Sometimes employees are too close to a problem inside an organization to identify a problem. A consultant can act as a catalyst for change. No one likes change, especially corporate America. But sometimes change is needed, and a consultant may be brought in to implement the changes. A consultant provides much-needed objectivity. Who else is more qualified to identify a problem than a consultant? A good consultant provides an objective and fresh viewpoint. A consultant may be hired to do the "dirty work." Let's face it: No one wants to be the person who has to make cuts in the staff or to eliminate an entire division. An impartial outside consultant is the perfect person to handle such unpleasant tasks. A consultant can bring new life to an organization. At one time or another, most businesses need someone to administer "first aid" to get things rolling again; a consultant has good ideas. A consultant may be hired to influence other people. You may hire a consultant based on who they know.*

*If you would like to learn more about our services and consultation approach and how it would boost your company's productivity, employee satisfaction and retention, or set you in the right direction towards career fulfillment and personal greatness, then please, give ArtSpectives a chance!*

January 23, 2020  
- December 31, 2020

**Albuquerque Mayor's Energy Challenge**  
**Albuquerque Hispano Chamber of Commerce**  
Shannon Jacques, 505-842-9003  
shannon@ahcnm.org

February 1, 2020  
- April 26, 2020

**Design Zone Exhibit**  
**National Museum of Nuclear Science and History**  
**601 Eubank Blvd. S.E.**  
**Albuquerque, NM 87123**

09:00 AM - 05:00 PM MST  
Jennifer Hayden, (505) 245-2137  
jhayden@nuclearmuseum.org

*What does it take to create an addictive and fun videogame? What goes behind creating a roller coaster to produce the biggest thrills? Discover the secrets behind how videogame developers, music producers, roller coaster designers, and other creative problem solvers do what they do in this very special exhibition at the National Museum of Nuclear Science & History. This exhibit is on display from January 31 through April 26, and it is included in the price of admission to the Museum. For more information, please visit [nuclearmuseum.org](http://nuclearmuseum.org).*

February 4, 2020  
- December 15, 2020

**Erin Hielkema**  
**Albuquerque Community Foundation**  
**624 Tijeras Ave. NW**  
**Albuquerque, NM 87102**

09:00 AM - 10:00 AM MST  
Erin Hielkema, 5052260171  
erin@thegrantplantnm.com

*Impact & Coffee is a space where nonprofit leaders, volunteers, board members, funders, and people who want to find their place in the social impact community can come to have a cup of coffee, hear about new social profit ventures and innovation in a 6-minute presentation format, and join in some great conversation to help each other make a positive impact in New Mexico. It's a great place for networking, meeting new people, and gaining inspiration!*

*It meets the first three Tuesdays of every month.*

February 21, 2020  
- March 15, 2020

**THE GLASS MENAGERIE**

**Aux Dog Theatre Nob Hill**

**3011-3015 Monte Vista Blvd, NE**

**Albuquerque, NM 87106**

08:00 PM - 10:00 PM MST

Aux Dog Theatre Nob Hill, 505.596.0607

info@auxdog.com

*THE GLASS MENAGERIE - The Aux Dog Theatre takes great pride in bringing this brilliant work of timeless artistry to our stage.*

*THE GLASS MENAGERIE by one of America's greatest playwrights, Tennessee Williams, is being presented in a radical reimagining of this mid-century masterpiece. The Aux Dog Theatre production directed by veteran theatre artist, Frederick Ponzlov, departs from the traditional casting of the play and instead casts the central character of Tom as an aged 70 year old. This choice intensifies the memory aspects of the play and brings a new and innovative perspective to this classic.*

*You've not seen a GLASS MENAGERIE like this!*

February 26, 2020

**Wine & Wills Wednesday Workshop**

**Total Wine & More**

**3529 Zafarano Dr.**

**Santa Fe, NM 87107**

06:00 PM - 07:00 PM MST

Marcos Zubia, 505.690.3633

marcoszubia@gofnl.com

*Santa Fe Workshop*

*Wine & Wills*

*Hosted by Zia Cross*

*Never leave your last love letter to chance.*

*Do you know what will happen to your children when the inevitable happens? Are you comfortable having your final wishes decided by others? Do you want to leave these details to chance or do you want to make those decisions?*

*What you learn and leave with in this workshop:*

*What a will will and won't do*

*How a will protects your family*

*How a will documents and honors your final wishes*

*Peace of mind*

*It's always a good time to secure your final wishes before it's too late!*

February 26, 2020

**Wednesday Workshop=Leadership: The Power of Listening**

**Total Wine & More**

**10420 Coors Bypass NW**

**Albuquerque, Ne 87114**

06:00 PM - 07:00 PM MST

Rachel Drayer-Isborn, 505.365.8417

racheldrayer@gofnl.com

*Many things have been written about what assists people be in being extraordinary leaders and there is a multitude of interest in the qualities that leaders possess.*

*This presentation will focus on an often overlooked but important aspect of leadership that is available to everyone.*

*Participants in this workshop will:*

*Discover hidden preconceptions about leadership that limit your capacity to lead effectively (blind spots).*

*Participate in exercises that allow you and your colleagues to experience the power of listening, and explore the vital role it plays in effective leadership.*

*· Regardless of your position within the organization, you will receive valuable insights that are immediately relevant both at work as well as in your personal life.*

February 26, 2020

**AHCC February Biz Gratis - Bourbon & Boots - Networking Event**

**Bourbon & Boots**

**325 Central Ave SW**

**Albuquerque, NM 87102**

05:30 PM - 07:30 PM MST

Angelique Baca, 505-842-9003

angelique@ahcnm.org

February 26, 2020

**UNM STEM Mixer**

**UNM Main Campus, Centennial Engineering Center (Building 112), Room 1044**

**210 University Blvd NE**

**Albuquerque, NM 87106**

04:00 PM - 06:00 PM MST

Yadeeh Sawyer, 505.277.9151

yadeeh@unm.edu

*Build your network with students, staff, faculty, and the Albuquerque STEM Community. Learn more about our mentoring and research programs, and various ways to engage with STEM on UNM's campus.*

February 27, 2020

**Your Culture. Your Education. Your Future.**

**Sandia View Suites**

**4311 Sara Road**

**Rio Rancho, NM 87124**

06:30 PM - 08:30 PM MST

Stephen Wynne, 505.302.5212

sjw@garnerartslc.com

*The Avix Integrated Arts Team has arrived in Rio Rancho! We are here to positively impact the Rio Rancho culture. The Team's plans will be implemented in three phases.*

*Phase one is already complete, and we now own a 27,000 square foot commercial building zoned for education. The Avix Integrated Arts building is located across from Intel on Sara Road and will house the four institutions that will change the face of cultural amenities in Rio Rancho and the greater region.*

*Phase two, includes a Charter School for the Performing and Visual Arts to become operational for the 2021/2022 school year and will serve middle and high school students. Also part of phase two is an after school program for the performing and visual arts that will operate at the same location as the charter school but will run once the students attending the charter school are dismissed. This will be a great opportunity for students who are serious in their art form to remain at one location and receive their core content and art curriculum without the exhausting daily commute. This after school program will be a conservatory-type program, which will serve and educate children and adults with high quality art curriculum generated from the national standards. This program will begin June 8, 2020 with an inaugural intense summer workshops.*

*Phase three will be to establish a professional ballet company and a professional theater company, which will offer world-class performances in their genres, generating significant business and educational opportunities for the Rio Rancho community.*

February 27, 2020

**Your Culture. Your Education. Your Future.**

**Sandia View Suites**

**4311 Sara Rd**

**Rio Rancho, NM 87124**

06:30 PM - 08:30 PM MST

Stephen Wynne, 505.302.5212

sjw@garnerartsllc.com

*THE INVITE*

*Hello Friends,*

*You are invited to make a cultural impact!*

*Join the Avix Integrated Arts Team for wine and cheese! Roll up your sleeves for lively discussion with the purpose of generating momentum and support!*

*Your voice matters!*

*The Avix Integrated Arts Team consists of three passionate individuals who are engaged on a mission to enhance the performing art offering and art educational opportunities in the greater Albuquerque metro area. Our plans include professional ballet and theater companies and a public charter school for the visual and performing arts.*

*We want to listen!*

*We want to document your interest at a town hall forum to help construct a comprehensive plan of action to secure broad community support, cornerstone committees, and funding sources.*

*Shape your community!*

*We are on a mission to add to the cultural landscape of the greater Albuquerque area by establishing a multifaceted cultural center in Rio Rancho.*

*2020 is a great year to cast a vision!*

*Together, let's create an environment that will attract professional performing artists by offering them permanent opportunities to serve and educate with their skills and artistry. This also means educating our children to appreciate world-class performing and visual art proudly generated in our community!*

*Attend! Speak!*

*Invite other like-minded folks with you. We will be meeting at our recently acquired 27,000 square foot building at 4311 Sara Rd in Rio Rancho. Our plan is to use this commercial building as the cultural hub that would house all these professional endeavors.*

*Your passion in action!*

*I get it, we are all super, super busy with careers and family. Yet, we are asking you to please thoughtfully consider our important request to attend this call to action. With little to no effort on your behalf you can become a catalyst for positive change, a safer and more balanced community for generations to come. Please do your very best to clear your calendars for this inaugural event. Thank you so much!*

**RSVP @ <http://evite.me/XXut4V4qu7> SO WE HAVE AMPLE REFRESHMENTS!**

*Gratefully, The Avix Integrated Arts Team*

February 28, 2020

## **Managing with Confidence**

**Center for Nonprofit Excellence, United Way of Central New Mexico**

**2340 Alamo SE, 2nd Floor**

**Albuquerque, Ne 87106**

09:00 AM - 12:00 PM MST

Center for Nonprofit Excellence, United Way of Cen, 5052451727

info@centerfornonprofitexcellence.org

*Are you making the transition into a manager role after coordinating programming for several years? Join us to learn how to set your leadership values and coach your direct reports.*

### *Learning Objectives*

*Understand common challenges all managers face as they move into management from individual contributor roles.*

*Define their personal leadership values and understand how values help leaders lead.*

*Understand how Sir John Whitmore's GROW model for coaching (as outlined in the book Coaching for Performance) can help them coach themselves, and their direct reports*

*Learn about leadership development resources, including mentoring, free online courses and books that can help them in their leadership development journey.*

### *Description*

*Many nonprofit managers advance into management because they are successful individual contributors. But moving into management is a career change! Effective managers must utilize a completely different mindset – and skillset – to succeed in their new role. In this workshop, we will explore how things change when individual contributors become managers; engage in self-exploration around leadership values; learn a simple framework for coaching conversations; and also discuss further leadership development resources.*

### *Level*

*Intermediate*

### *Audience*

*Managers who have been managing direct reports for less than a year, or who have been managing more than a year (but less than 5 years) and are struggling with specific challenges.*

### *Presenter*

*Amy Lahti loves working with leaders and organizations who want to elevate and optimize their organizations - whatever that looks like for them. Whether you're looking to grow, needing to recalibrate, or aren't sure what to do next, Amy can help you examine your options and create a plan for moving forward. She is a consultant who has worked with over 200 companies and organizations on a diverse array of human resources issues, and a life and leadership coach trained in the Co-Active Coaching methodology (currently working toward her International Coaching Federation ACC certification).*

February 28, 2020  
- February 29, 2020

**Spiders' Market 2020**  
**Albuquerque Garden Center**  
**10120 Lomas Blvd NE**  
**Albuquerque, NM 87112**

09:00 AM - 05:00 PM MST  
Susan Zimmerman, 5053667965  
delidot@yahoo.com

*Fiber Arts sale of handmade clothing, jewelry and decorative items from members of Las Aranas Spinners and Weavers Guild. The Guild is celebrating their 50th year anniversary.*

*A silent auction of member donations in aid of "Healthcare for the Homeless", will be available to bid on starting at our opening reception and sale Thursday evening Febuary 27th from 7 pm to 9 pm. Public is welcome. All proceeds from this auction go directly to HCH*

February 28, 2020

**FREE Teen Night!**  
**Explora**  
**1701 Mountain Road NW**  
**Albuquerque, NM 87104**  
Explora, 505-224-8300  
explora@explora.us

*Join us for this FREE Teen Takeover at Explora for ages 12–19.*

*Bring your school ID for admission!*

*Free fun & free food!*

*Enjoy:*

*-Games*

*-Origami*

*-Door prizes*

February 28, 2020

**Friday Networking Lunch Guest Table-Albuquerque**

**D.H. Lescombes Winery & Bistro**

**901 Rio Grande Blvd. NW**

**Albuquerque, Ne 87104**

11:45 AM - 01:15 PM MST

Rachel Drayer-Isborn, 5053658417

racheldrayer@gofnl.com

*We are expanding in Albuquerque and would like to invite all small business owners and entrepreneurs to join one of our Friday Guest Tables.*

*Are you interested in building strong business relationships? Do you enjoy weekly check-ins with your local business community? Friday Networking Lunch would be thrilled to invite you to join our upcoming FNL Guest Table this Friday.*

*Friday Networking Lunches is the Premiere Networking Organization. We offer Pre-Arranged Intimate Business Lunches, designed to forge long-lasting business relationships. The FNL Guest Table is a great place to discover FNL and learn how our community of business members can help you market, promote, and stimulate your business.*

*Please join our FNL Guest Table so you can learn the benefits FNL would provide for your marketing outreach. This is also an excellent time for current FNL members to share the benefits of our memberships. Come start your small business networking with FNL!*

*Reserve your seat online now!*

*[www.gofnl.com](http://www.gofnl.com)*

February 29, 2020

**AHCC Welcomes "F45 Training" Ribbon Cutting Celebration**

**F45 Training**

**5920 Holly Ave Ste. E&F**

**Albuquerque, NM 87113**

11:00 AM - 12:00 PM MST

Angelique Baca, 505-842-9003

angelique@ahcnm.org

February 29, 2020

**The American Advertising Awards: New Mexico**  
**Sheraton Albuquerque Uptown**  
**2600 Louisiana Boulevard Northeast**  
**Albuquerque, NM 87110**  
06:00 PM - 10:00 PM MST  
DeAnn OConnor, 505.750.3670  
aafnm@aafnm.org

*Join us in celebrating the industry's largest and most representative competition, recognizing and rewarding creative excellence in advertising throughout New Mexico.*

*This year we will be looking back at the good and the baddys of New Mexico advertising and celebrating 60 years of AAF New Mexico.*

*Visit [www.nmadvertisingawards.com](http://www.nmadvertisingawards.com) for information.  
Contact AAFNM at 505.750.3670 or email [aafnm@aafnm.org](mailto:aafnm@aafnm.org).*

March 1, 2020

**New Mexico Runners Arena Soccer vs. Wichita Wings**  
**Santa Ana Star Center**  
**3001 Civic Center Cir NE**  
**Rio Rancho, NM 87144**  
03:00 PM - 05:00 PM MST  
Andres Trujillo, 505-663-7786  
tickets@newmexicorunners.com

*New Mexico's pro arena soccer team is making a run for the playoffs! Cheer on your New Mexico Runners at the Santa Ana Star Center for a 3 PM family friendly Sunday matinee! Don't miss out on the next exciting victory with high-scoring and edge of your seat arena soccer action. Be a part of the victory and bring your friends to cheer on your New Mexico Runners. What are you waiting for? Buy your tickets ONLINE NOW and let's GO RUNNERS!*

March 1, 2020

**AHCC Welcomes "New Mexico Runners" Ribbon Cutting Celebration**  
**Santa Ana Star Center**  
**3001 Civic Center Cir NE**  
**Rio Rancho, NM 87144**  
02:00 PM - 03:15 PM MST  
Angelique Baca, 505-842-9003  
angelique@ahcnm.org

March 2, 2020  
- March 6, 2020

**Grantsmanship Training Program is coming to ABQ**

**University of New Mexico Foundation**

**801 University Blvd. SE**

**Albuquerque, NM 87106**

08:30 AM - 04:30 PM MST

Gail Brauner, 8004219512

[gail@tgci.com](mailto:gail@tgci.com)

*In this 5-day comprehensive, hands-on training program, you'll learn and practice how to: (1) use The Grantsmanship Center's proven model for developing a proposal--a model so effective that many funders use the same structure for their grant applications; (2) develop a budget that answer the questions all funders ask; (3) identify grantmakers who are most likely to fund your programs...and much, much more! And you'll receive 12 months of follow-up support from The Grantsmanship Center, including one proposal review and full access to the Center's databases of foundation, corporate, and government grantmakers!*

March 2, 2020

**First Session**

**Office Alternatives (Training Room)**

**4801 Lang Ave., NE**

**Albuquerque, NM 87109**

12:00 PM - 01:30 PM MST

SCORE Admin., 5052488232

[admin.0067@scorevolunteer.org](mailto:admin.0067@scorevolunteer.org)

*First Session is an orientation to a business owner's lifelong learning journey. It is a valuable first step for small business owners and entrepreneurs, especially before meeting with one of our mentors. You will learn about SCORE and all our small business resources and services. We will help you clarify why you are in or going into business, the nature of your capital and the role of your business plan. Accounting and marketing concepts and their relationship are discussed. Held twice per month. Free*

March 2, 2020  
- March 16, 2020

**First Stage Scripts - A Reading Series**  
**Aux Dog Theatre X-Space**  
**3015 Monte Vista Blvd.**  
**Albuquerque, NM 87106**  
07:00 PM - 07:00 PM MST  
Aux Dog Theatre Nob Hill, 505.596.0607  
info@auxdog.com

*Playwrights and solo performance artists looking to develop new material now have a resource in Albuquerque - First Stage Scripts, new writing for the stage eXplored.*

*First Stage Scripts is a free monthly reading series meeting at Aux Dog's X-Space. The readings are moderated by Andy Mayo.*

*There will be two readings in March.*

*March 2 - 7pm - Camp Wonder by Vicki Meagher*

*Synopsis: Derinda, living by the motto "Live free or die," is sent to the re-education camp to cure her disloyalty to the regime. Her trainer, Walker, presents the alternatives: remain in camp with him and become a trainer, escape using the passwords he gives her, or be dodo'ed, which means executed.*

*Cast: i»¿Laura Norman, Angela Wilson, Jeff Dolecek, Jeff Hudson.*

*March 16 - 7pm - Serenity's Shore by Andy Mayo*

March 3, 2020

## **Preparing for Data Collection**

**Center for Nonprofit Excellence, United Way of Central New Mexico**

**2340 Alamo SE, 2nd Floor**

**Albuquerque, Ne 87106**

09:00 AM - 11:00 AM MST

Center for Nonprofit Excellence, United Way of Cen, 5052451727

info@centerfornonprofitexcellence.org

*Does your nonprofit need clarity on which evaluation method(s) make the most sense for measuring the impact of your programs? Join us to learn about the different methods and to plan your data collection protocol.*

### *Learning Objectives*

*Understand the benefits and costs of data collection methods, including assessments, surveys, interviews and interactive focus groups.*

*Identify a data collection tool that fits your organization.*

*Draft a data collection protocol.*

### *Description*

*This 2-hour workshop is a follow-on to the Logic Models and Measuring What Matters workshop. Participants should bring their organization's logic model. Participants will consider the benefits and costs of various data collection options, including assessments, surveys, interviews and interactive focus groups. They will then choose the option that fits their organization goals, and yields the best data for the effort. Finally, they will develop data collection protocols that address outputs and outcomes from the organization's logic model, and that make use of rubrics that capture levels of performance.*

### *Level*

*Intermediate*

### *Audience*

*Executive directors, operations managers, and program managers*

### *Presenter*

*Melissa Binder, Ph.D., is Director of the UNM Master of Public Policy and Associate Director of the UNM Evaluation Lab, which she helped create in 2015. The Evaluation Lab has worked with dozens of New Mexico nonprofits since then to build effective and sustainable evaluation systems that are inclusive, embedded, and that measure what really matters. The Evaluation Lab has two programs: a student fellowship that partners graduate students with nonprofits looking for hands-on support, and an annual Summer Institute that trains nonprofits in building internal evaluation capacity. Melissa is also a faculty member in the UNM Economics Department.*

March 5, 2020

**Science on Tap - Great Minds Over Great Beer**

**O Niells Pub Nob Hill**

**4310 Central Ave SE**

**Albuquerque, NM 87108**

05:30 PM - 07:00 PM MST

Explora, 505-224-8391

explora@explora.us

*Water and Ancient Environments on Mars with Ryan Jackson*

*Rocks store a record of the environment in which they were laid down, on the Earth as well as Mars. Current work by scientists working with the Martian rovers are showing that the history of Mars includes rivers and lakes which are not too dissimilar from what was present on Earth at the same time.*

March 7, 2020

**March Cena - Saturday Supper**  
Vara Winery & Distillery  
315 Alameda BLVD NE  
Albuquerque, Ne 87113  
06:00 PM - 08:00 PM MST  
Molly Montano, 4155159781  
molly@varawines.com

*The first Saturday of every month. Chef cooks up a special supper. For March we are recreating a Santa Maria Style BBQ with garlic roasted tri-tip, ranchero beans, pico de gallo, artisanal tortillas, comes with a glass of wine and dessert.*

March 10, 2020

**Ask the Expert on Business Startups**  
Office Alternatives (Training Room)  
4801 Lang Ave., NE  
Albuquerque, NM 87109  
12:00 PM - 01:00 PM MST  
SCORE Admin., 5052488232  
admin.0067@scorevolunteer.org

*Has your business generated revenue for less than a year? If so, you're probably a startup! From idea stage to business success, get the feedback you need in this interactive Q&A style session, facilitated by Vic Berniklau and Pete Mikelson. Held every 2nd Tuesday of the month from 12-1pm. Free. Attend as often as you like.*

March 11, 2020

**Skills Workshop For Dementia Caregivers**  
Albuquerque Hispano Chamber of Commerce  
1309 4th St. SW  
Albuquerque, NM 87102  
10:00 AM - 03:00 PM MST  
Denise Parras, 505-266-4473  
dnparras@alz.org

*FREE workshops designed to help caregivers understand the disease, how it affects thinking, feelings and behaviors – as well as approaches that encourage success in the lives of families facing Alzheimer's disease. The importance of self-care will also be emphasized. Professionals are also welcome! To Register or for more information, contact Denise Parras, Program Specialist at dnparras@alz.org or call 505-266-4473.*

March 13, 2020  
- March 14, 2020

**2 DAY CPCÂ® BOOT CAMP**  
Given during registration  
01:00 PM - 04:00 PM MST  
Becky Walker, 5055889069  
rw@randrcodingsolutions.com

March 13, 2020

**AHCC March EI Portal - Membership Orientation**  
**The Albuquerque Hispano Chamber of Commerce**  
**1309 Fourth Street SW**  
**Albuquerque, NM 87102**  
09:00 AM - 10:30 AM MST  
Angelique Baca, 505-842-9003  
angelique@ahcnm.org

March 18, 2020

## **Getting Ready for Grants**

**Center for Nonprofit Excellence, United Way of Central New Mexico**

**2340 Alamo SE, 2nd Floor**

**Albuquerque, Ne 87106**

09:00 AM - 12:30 PM MST

Center for Nonprofit Excellence, United Way of Cen, 5052451727

info@centerfornonprofitexcellence.org

*Do you have the necessary paperwork, strategy and skills in place to respond to a funding opportunity? Join us to learn how to get your organization prepared for future grants.*

### *Learning Objectives*

*Learn about different types of grant funding*

*Know where and how to look for funding prospects*

*Appreciate why grant makers fund projects*

*Learn tips and practices to help organize and prepare for proposals*

*Understand what to look for and how to read a Request For Proposals (RFP)*

### *Description*

*Is your organization grant ready?*

*This training is geared for those who want to be confident they are prepared when the next grant with a tight deadline comes around. So before you put pen to paper, come to this training to learn the importance of aligning your grant writing efforts with your organizational mission and fundraising strategy. You will understand how to navigate the world of grant procurement, how to conduct successful grant prospecting, and how to match your proposals to grant guidelines.*

*The session engages participants in interactive group exercises, lecture, discussions, and tips and techniques so that all participants will leave the class understanding how to research, plan for and develop their specific project to best appeal to grants funders.*

*The information and tips shared during the session are valuable whether you will be writing grants, working with a team of grant writers, contracting with an outside grant writer, or overseeing internal grant writing efforts.*

### *Level*

*Introductory*

### *Audience*

*Development Directors, Executive Directors, Program Managers, development staff*

*This training is intended for those in the nonprofit sector who are new to grant writing or who want to prepare their organization to be grant-ready.*

### *Presenter*

*Jill VonOsten, MBA, is president of ORG Agents, LLC. - a firm that provides training, organizational development and project management services to nonprofits. Jill is a seasoned trainer and administrator with over 25 years of experience. She has developed curriculum and customized trainings on a variety of topics, including nonprofit management, volunteer coordination, project management, board development,*

*leadership, ethics, strategic planning, evaluation and grant writing.*

*Jill served on the Advisory Committee for the New Mexico Nonprofit Principles & Practices Guide. Her wide breadth of nonprofit experience includes serving in the positions of Executive Director, Board Member (including terms as Chair, Vice Chair and Secretary), Associate Director, Program Coordinator and Project Manager. A long time grant writer and grant writing trainer, Jill has also developed Request For Proposals, and served on grant reading and selection committees.*

March 19, 2020

**Why Customer Reviews Matter To Your Business**

**AHCNM**

**1309 4th Street SW**

**Albuquerque, NM 87102**

11:30 AM - 01:00 PM MST

Chris Ransick, 505-317-2055

cransick@reputation-builder.com

*Why Customer Reviews Matter?*

*In today's world of the connected customer, reviews have a greater impact on local Search Engine Optimization (SEO), customer loyalty, and revenue than ever before. Learn how to effectively grow your business with online reviews.*

*Join Chris Ransick, Managing Director of Reputation Builder at the Albuquerque Hispano Chamber on Thursday, March 19th at 11:30 AM to find why customer reviews are so important for your business and the role they play in local SEO.*

March 19, 2020

**Why Customer Reviews Matter To Your Business**

**AHCNM**

**1309 4th Street SW**

**Albuquerque, NM 87102**

11:30 AM - 01:00 PM MST

Chris Ransick, 505 317-2055

cransick@reputation-builder.com

March 21, 2020

**Charity Cruise XIX**  
**Isleta Resort & Casino**  
**11000 Broadway Blvd SE**  
**Albuquerque, NM 87105**  
05:30 PM - 11:30 PM MST  
Abby Eden, 5055654470  
aeden@elranchitonm.org

*Join over 600 business and community leaders for an evening of fun and changing the lives of children who have been abused and abandoned.*

*There will be incredible items available at our exciting charity auction, as well as an exciting raffle.*

*We invite you to join us as we kick back, relax, and enjoy the sights, sounds, and smells of Margaritaville. Our 19th annual Charity Cruise gala will be held on March 21, 2020, at Isleta Resort & Casino where we once again gather to celebrate and support the children of El Ranchito.*

March 21, 2020

**New Mexico Runners Arena Soccer vs. Amarillo Bombers**  
**Santa Ana Star Center**  
**3001 Civic Center Cir NE**  
**Rio Rancho, NM 87144**  
05:00 PM - 07:00 PM MST  
Andres Trujillo, 505-663-7786  
tickets@newmexicorunners.com

*It's the final home game in the 2nd season for New Mexico's pro arena soccer team! We need you to come out and cheer on your New Mexico Runners at the Santa Ana Star Center kicking off at 5 PM! You don't want to miss the high-scoring and edge of your seat arena soccer action. The New Mexico Runners are New Mexico Family owned and operated! We are New Mexico True and we need you to make some noise. What are you waiting for? Buy your tickets ONLINE NOW, come experience the fun and let's GO RUNNERS!*

March 24, 2020

**Ask the Expert on Business Funding**  
**Office Alternatives (Training Room)**  
**4801 Lang Ave., NE**  
**Albuquerque, NM 87109**  
12:00 PM - 01:00 PM MST  
SCORE Admin., 5052488232  
admin.0067@scorevolunteer.org

*Is access to capital holding you back from growing your small business? Get the expert answers you need in this interactive Q&A style session, facilitated by local funding and alternative financing experts Stephanie Skaggs and Jim Byrd, plus guests. Held every 4th Tuesday of the month from 12-1pm. Free. Attend as often as you like.*

March 25, 2020

**Beyond the Basics: Best Business Strategies for Recruiting, Hiring and Retaining Veterans**  
**Journal Center - 2nd floor, Albuquerque Publishing Co**  
**7777 Jefferson St NE**  
**Albuquerque, NM 87109**  
02:00 PM - 05:00 PM MST  
tessah latson, 5058429003  
tessah@ahcnm.org

March 30, 2020

**Cybersecurity for Small Business**  
**Albuquerque Hispano Chamber of Commerce Lockheed R00m**  
**1309 4th St SW**  
**Albuquerque, NM 87102**  
02:00 PM - 03:00 PM MST  
Jonathan Sandmel, 505-365-1975  
sales@steadynetworks.com  
*Cyber-security for Small Business*

*Are you confused about how to implement real Cyber-security for your small or medium business?  
Attend this helpful seminar and learn 5 real world solutions to improve your Cyber-defenses.*

*Learn about:*

*Common Cyber-security Myths*  
*The difference between IT Management and Cybersecurity*  
*Cyber-attack Stats from the past year*  
*Learn about real New Mexico Cyber-attacks*  
*Discover our Top 5 Cybersecurity recommendations*

*Brought to you by:*

*www.steadynetworks.com | 505-365-1975*

March 30, 2020

**Cybersecurity for Small-to-Medium-Sized Business**  
**Albuquerque Hispano Chamber of Commerce Lockheed Room**  
**1309 4th St SW**  
**Albuquerque, NM 87102**  
02:00 PM - 03:00 PM MST  
Jonathan Sandmel, 5058195471  
jonathan@steadynetworks.com

*Cyber-security for Small To Medium-Sized Businesses*

*Are you confused about how to implement real Cyber-security for your small or medium business?*

*Attend this helpful seminar and learn 5 real world solutions to improve your Cyber-defenses.*

*Learn about:*

*Common Cyber-security Myths*

*The difference between IT Management and Cybersecurity*

*Cyber-attack Stats from the past year*

*Learn about real New Mexico Cyber-attack And What COULD Have Prevented Them*

*Discover our Top 5 Cybersecurity recommendations*

*Presented by:*

*Jonathan Sandmel, CISSP and Steady Networks*

*www.steadynetworks.com | 505-365-1975*

March 30, 2020

**Paint Night Fundraiser for Breaking the Silence NM**  
**Kelly Jo's Design by Wine**  
**6829 4th St NW, Los Ranchos De Albuquerque, NM 87107**  
**Albuquerque, NM 87107**  
06:30 PM - 08:15 PM MST  
Desiree Woodland, 5053444343  
scrappy1231@comcast.net

April 8, 2020  
- April 9, 2020

**Statewide Healthcare Town Hall: Body, Mind and Spirit**

**Isleta Resort & Casino**

**11000 Broadway Blvd SE**

**Albuquerque, NM 87105**

08:30 AM - 05:00 PM MST

Sharon Berman, (505) 225-2140

Sharon@nmfirst.org

*Do you have personal or professional experience with health-related issues? Come share and learn at New Mexico First's Statewide Town Hall on physical, mental, and behavioral health. Folks from across the state will come together to build relationships and recommendations to optimize health and decide on action steps. Prior to the statewide Town Hall, approximately 15 community conversation will be held around New Mexico to inform discussions at the April 8-9th event. The Town Hall serves as a great networking opportunity for professionals and students in health-related fields. There will be an array of representation from different fields, backgrounds, communities, and political parties.*

*Themes include:*

*Fostering a Robust and Responsive Continuum of Care  
Building Inclusive and Culturally Competent Systems to Support Health  
Growing, Attracting, and Retaining and Effecting Healthcare Workforce  
Health Economics, Data, and Decision-Making  
Resilience, Trauma, and Adverse Childhood Experiences  
Unmet Healthcare Needs for People in the Legal System*

*To register, go to <https://nmfirst.worldsecuresystems.com/events>*

*NMF Town Halls take place every two years in the spring prior to the 60-day legislative session.*

April 11, 2020

**Secret Albuquerque: A Guide to the Wonderful, Weird, and Obscure**

**Bookworks**

**4022 Rio Grande Blvd NW**

**Albuquerque, NM 87107**

03:00 PM - 04:00 PM MST

Amanda Sutton, (505) 344-8139

events@bkwrks.com

*This is the definitive handbook to the overlooked, offbeat, and unknown within the Duke City. "Secret Albuquerque: A Guide to the Wonderful, Weird, and Obscure" profiles the city's best-kept restaurant secrets, most fascinating museums, and oddest works of art. It shines a light on little-known aspects of local culture and reveals the secrets behind beloved Albuquerque landmarks. You'll discover where the Mercury Astronauts received their pre-mission physicals (even female astronauts), learn how a former brothel became a bed-and-brew, and uncover the deeds and misdeeds of a famed archaeologist.*

*Written by Burqueña and local author Ashley M. Biggers, Secret Albuquerque offers a new way to explore the 'Burque. It's your guide to uncovering hidden histories of places you thought you knew and discovering off-the-beaten-path attractions you can visit today.*

*Join Ashley at Bookworks on April 11th for a chat and a chance to sign a signed copy of her upcoming title!*

April 11, 2020

**Best Buddies Friendship Walk**

**Albuquerque Academy**

**6400 Wyoming Blvd NE**

**Albuquerque, Ne 87109**

10:00 AM - 02:00 PM MST

Nathan Reiman, 5417140041

nathanreiman@bestbuddies.org

*The Best Buddies Friendship Walk is the number one walk in the country raising awareness and funds to support inclusion for individuals with intellectual and developmental disabilities. Participants will enjoy a short stroll along with laughter, smiling, and new friends. All funds raised from the event will support us in continuing to bring one-to-one friendships, integrated employment, and leadership development opportunities to people with intellectual and developmental disabilities here in this great state of New Mexico.*

April 17, 2020

**Secret Albuquerque Launch Party**

**Painted Lady Bed and Brew**

**1100 Bellamah Ave. N.W.**

**Albuquerque, NM 87104**

06:30 PM - 08:30 PM MST

Ashley Biggers, 5052003999

ashley.biggers@gmail.com

*Join Ashley at Painted Lady Bed and Brew for the launch of her new book, "Secret Albuquerque!"*

*This is the definitive handbook to the overlooked, offbeat, and unknown within the Duke City. "Secret Albuquerque: A Guide to the Wonderful, Weird, and Obscure" profiles the city's best-kept restaurant secrets, most fascinating museums, and oddest works of art. It shines a light on little-known aspects of local culture and reveals the secrets behind beloved Albuquerque landmarks. You'll discover where the Mercury Astronauts received their pre-mission physicals (even female astronauts), learn how a former brothel became a bed-and-brew, and uncover the deeds and misdeeds of a famed archaeologist.*

*Written by Burqueña and local author Ashley M. Biggers, Secret Albuquerque offers a new way to explore the 'Burque. It's your guide to uncovering hidden histories of places you thought you knew and discovering off-the-beaten-path attractions you can visit today.*

April 18, 2020

**4th Annual Truck-A-Palooza**  
**Balloon Fiesta RV Parking Lot**  
**At the corner of San Diego and Jefferson St.**  
**Albuquerque, NM 87113**

10:00 AM - 02:00 PM MST

Kelsey Wiebelhaus, 505-506-7742

jlatruckapalooza@outlook.com

*The Junior League of Albuquerque is excited to host our 4th Annual Truck-A- Palooza event!*

*Truck-A-Palooza is a family fun event offering kids of all ages a hands-on experience to explore large vehicles, see how they work, and even sit in the driver's seat! These large vehicles include construction trucks, utility trucks, emergency responder vehicles, and more! From exploring cars and trucks to getting creative at the arts and crafts table and playing with giant bubbles. The wide variety of children's activities will keep everybody busy and active. To see photos from late years event please go to our website [www.jlabq.org/truck](http://www.jlabq.org/truck)*

April 20, 2020

**Get Your Game On!: A Corporate and Community Challenge**  
**Main Event**

**4040 Pan American Freeway**

**Albuquerque, Ne 87107**

11:00 AM - 04:00 PM MST

Tahmina Mansell, 505-898-6388

tahmina.mansell@bosqueschool.org

April 23, 2020  
- April 25, 2020

**Wild Leadership 2020; A Retreat for Education Leaders**  
**Bosque Conference & Retreat Center**  
**6400 Coors Blvd NW**  
**Albuquerque, NM 87120**  
Sarah Camp, 5058986388  
sarah.camp@bosqueschool.org

*Education leaders, please join us at the beautiful Bosque Retreat Center for an inspirational and restorative three-day retreat. Each spring, the Sofia Center for Professional Development at Bosque School brings together education leaders from public, independent, and charter schools, pre-K through university level, along with education leaders working beyond schools, for three days of inquiry, rejuvenation, and strategy focused on leading with intention and passion.*

*What is Wild Leadership?*

*The Wild Leadership Retreat began in 2015 as an exploration of what it means to lead with courage and wisdom, defining wild as going beyond conventional expectations and doing so with passion. Over the last five years, the Sofia Center has developed a set of eight Wild Leadership principles, informed by a wide range of education scholars and practitioners. These principles offer a vibrant framework for our retreat and a compass for education leaders as they navigate the challenges of leading with a strong combination of savvy skills and wholehearted presence.*

*Please join us to expand your leadership capacity, to reconnect with the larger purposes of your work, and to gain renewed clarity and inspiration. Visit our website for more details and the registration link.*

*“Often, I feel like I am only surviving in my professional life. It was fantastic to have the time to reflect and think of all the things I do well as a leader and as a person. I am already leading differently as a result of Wild Leadership.”*

*–Ivonne Orozco, 2018 NM Teacher of the Year*

<http://www.thesofiacenter.org/public-programs/#wild-leadership-retreat>

April 25, 2020

**Community Business & Craft Expo**  
**Abq Party Space**  
**300 Menaul Blvd NW #200**  
**Albuquerque, NM 87107**  
10:00 AM - 02:00 PM MST  
ALEITRESS OWENS, 903-219-0842  
ALEITRESSO@GMAIL.COM

*Come and Join us for this fun and exciting Vendor and Craft Expo! Local businesses in the NM community are coming together for this great event to showcase some amazing products and services! The vendors are so excited to meet and talk with you!*

April 28, 2020

**13th Annual EXHIB-IT! B2B Business & Consumer Expo**  
**Embassy Suites by Hilton ABQ**  
**1000 Woodward Place NE**  
**Albuquerque, NM 87102**  
01:00 PM - 08:00 PM MST  
Derek Trujillo, 505-828-0574  
events@b2bexponm.com

*Don't miss the business networking event of the year! The B2B Expo is New Mexico's largest professional networking event. Enjoy 2 hours of "TED" style educational seminars during our pre-event ProTalks, followed by the main event featuring an exhibition hall with over 100 vendors, FREE food, three cash bars, our Best Local Brand and Best Local Brewery competitions, door prizes, and much more.*

April 30, 2020

**2020 AHCC Golf Classic**  
**Isleta Eagle Golf Course**  
**4001 NM- 47**  
**Albuquerque, NM 87105**  
07:00 AM - 03:00 PM MST  
Angelique Baca, 505-842-9003  
angelique@ahcnm.org

May 1, 2020  
- August 7, 2020

**12 Week Hybrid CPCÂ® Exam Prep Course**  
**Given during registration**  
04:00 PM - 06:00 PM MST  
Becky Walker, 5055889069  
rw@randrcodingsolutions.com

May 1, 2020

**STEM Celebration**

**UNM Main Campus, Centennial Engineering Center (Building 112), Room 1044**

**210 University Blvd NE**

**Albuquerque, NM 87106**

03:30 PM - 05:30 PM MST

Yadeeh Sawyer, 505.277.9151

yadeeh@unm.edu

*Build your network with students, staff, faculty, and the Albuquerque STEM Community.*

*Learn more about our mentoring and research programs, and various ways to engage with STEM on UNM's campus.*

May 3, 2020

**Fiesta del Cinco 2020**

**Villa Hispana @ Expo NM**

**300 San Pedro Dr NE**

**ALBUQUERQUE, NM 87108**

12:00 PM - 07:00 PM MST

Blanca R Hernandez, 5053638767

bhernandez@americangeneralmedia.com

*American General Media, Radio Lobo 97.7 and Fuego 102.9 present New Mexico's largest Cinco de Mayo celebration! In its 16th year, this year's FREE family - friendly festival will once again include performances by major national, regional, and local acts, as well as food and fun for the entire family!*

May 14, 2020

## **Reading Financial Statements**

**Center for Nonprofit Excellence, United Way of Central New Mexico**

**2340 Alamo SE, 2nd Floor**

**Albuquerque, Ne 87106**

09:00 AM - 11:00 AM MST

Center for Nonprofit Excellence, United Way of Cen, 5052451727

info@centerfornonprofitexcellence.org

*When it comes to financial statements, do you just glance and nod your head in approval? Join us to learn how to actually read financial statements in a friendly and non-judgmental environment!*

### *Learning Objectives*

*Understand what the various reports are saying, how they relate to each other, how to know when something is wrong, and what questions to ask  
Feel comfortable reviewing and approving financials in board meetings*

### *Description*

*Reading financial statements can sometimes be a challenge, even for people who have gone to school to learn how to understand financial statements! For the rest of us, it can be flat out intimidating.*

*Join us for a fun class where we “pull back the curtain” and talk about how financial statements are prepared, what they tell you and what they don't, what to look for, and when to ask questions. This class is geared for board members and management, and anyone who wants to dig deeper into the numbers.*

### *Level*

*Introductory*

### *Audience*

*Executive Directors, Boards of Directors, or any nonprofit leaders that review financial statements*

### *Presenter*

*Suzanne Atkinson is the managing partner at ProBooksUSA where she specializes in small business consulting and accounting services. Her clients range from small family enterprises to international corporations, from small philanthropic groups to multi-million dollar, multi-funding source nonprofit entities. She received her bachelor's degree from UNM and her MBA from Cal Coast University. Suzanne brings humor and fun to the otherwise dry topics of accounting and finance. On the weekends, she plays with hot glass and reads cookbooks.*

June 9, 2020

## **Effective Conflict Management**

**Center for Nonprofit Excellence, United Way of Central New Mexico**

**2340 Alamo SE, 2nd Floor**

**Albuquerque, Ne 87106**

09:00 AM - 11:00 AM MST

Center for Nonprofit Excellence, United Way of Cen, 5052451727

info@centerfornonprofitexcellence.org

*Do you hate conflict and avoid it at all costs? Would you like to know how to prevent conflict from escalating? Join us to learn key skills for effective conflict management.*

### *Learning Objectives*

*Recognize functional and dysfunctional conflict.  
Understand the causes of conflict in organizations.  
Know your preferred styles for handling conflict.  
Learn how to effectively collaborate in a conflict situation.*

### *Description*

*Whether you're an entry-level employee or the CEO, conflicts in the workplace occur and can be uncomfortable and disruptive. Learning and understanding methods of conflict resolution will help prevent issues from escalating and increase teamwork and productivity.*

*Participants will learn about functional and dysfunctional conflict, the causes of conflict, and will participate in an assessment that incorporates preferred styles for handling conflict. Guidelines and methods for dealing with conflict will be provided to incorporate awareness, effective collaboration, and increase productivity.*

### *Level*

*Intermediate*

### *Audience*

*Nonprofit staff and board members at all levels of the organization*

### *Presenter*

*Jenifer, of Jenifer Romero Consulting, is an energetic and passionate advocate for growth. In collaboration with her knowledge resource team, she is committed to helping individuals and organizations develop and realize their full potential. Jenifer has over 20 years of experience in Human Resources, Business Development, and Marketing. Previously, Jenifer was the COO/Director of Outreach & Development for Galloping Grace Youth Ranch, a Rio Rancho non-profit. In previous years, Jenifer was a founding member of the award-winning Human Resources team at Applied Research Associates, Inc., where she developed their Recruiting and Compliance program, provided HR consultative services to all levels of management, and helped guide the growth of the HR team.*

June 11, 2020  
- June 13, 2020

**Lorette Lacher**  
**ALbuquerque Marriott Pyramid Hotel**  
**5151 San Francisco Road NE,**  
**Albuquerque, NM 87109**  
Lorette Lacher, 5053796560  
dlach3@gmail.com  
*2020 New Mexico State Master Gardener Conference*

*Hosted by New Mexico State University and Albuquerque Area Extension Master Gardeners*

*"40 Years and Still Growing"*

*Master Gardeners from around the Nation and New Mexico's 17 Master Gardener Chapters, Gardening Enthusiasts and the General Public are invited to come together June 11th -13th, for the 2020 New Mexico State Conference of Master Gardeners. Come help us celebrate 40 years of Unity and Community Outreach in Collaboration with Mother Earth. Enhance your Sustainability Skills, Improve Methods of Cultivating Healthy Foods and Help Maintain our Ever Changing Environment.*

June 17, 2020

**Engaging Your Board in Fundraising**  
**Center for Nonprofit Excellence, United Way of Central New Mexico**  
**2340 Alamo SE, 2nd Floor**  
**Albuquerque, Ne 87106**  
04:00 PM - 06:00 PM MST  
Center for Nonprofit Excellence, United Way of Cen, 5052451727  
info@centerfornonprofitexcellence.org

*Are you an executive director that wants to better engage your board members in fundraising? Invite them to join you at this interactive session that will leave everyone feeling more aware of their role in fundraising.*

#### *Learning Objectives*

*Become knowledgeable about the various funding sources available for nonprofit organizations.*

*Understand the board and staff roles and responsibilities as it relates to philanthropic activities.*

*Learn how to become engaged in the fundraising cycle as a board member.*

#### *Description*

*Congratulations on becoming a nonprofit board member! As part of your role, you will be involved in philanthropic activities for your nonprofit organization. Through group exercises, you will learn that it is more to fundraising than asking for money. You will discover where funding comes from and how to become engaged in the fundraising cycle as a board member while understanding your partnership within the organization. As a board member, you will leave the session feeling much more confident about your role and what it means to be involved in philanthropy.*

#### *Level*

*Introductory*

#### *Audience*

*Board members and executive directors*

#### *Presenter*

*Patti Ward, CFRE, is a consultant with over 25 years of experience working with nonprofits. As a Certified Fund Raising Executive, she has worked with all sizes of nonprofits in a variety of sectors, including faith-based, education, arts, health-related, and human services. She empowers nonprofits to deliver their mission in a bigger and better way and has successfully assisted organizations in implementing capital and endowment campaigns ranging from \$1 million to \$8 million.*

June 27, 2020

**Community Business & Craft Expo**  
**Abq Party Space**  
**300 Menaul Blvd NW #200**  
**Albuquerque, NM 87107**  
10:00 AM - 02:00 PM MST  
ALEITRESS OWENS, 903-219-0842  
ALEITRESSO@GMAIL.COM

*Come and Join us for this fun and exciting Vendor and Craft Expo! Local businesses in the NM community are coming together for this great event to showcase some amazing products and services! The vendors are so excited to meet and talk with you!*

August 29, 2020

**Community Business & Craft Expo**  
**Abq Party Space**  
**300 Menaul Blvd NW #200**  
**Albuquerque, NM 87107**  
10:00 AM - 02:00 PM MST  
ALEITRESS OWENS, 903-219-0842  
ALEITRESSO@GMAIL.COM

*Come and Join us for this fun and exciting Vendor and Craft Expo! Local businesses in the NM community are coming together for this great event to showcase some amazing products and services! The vendors are so excited to meet and talk with you!*

October 24, 2020

**Community Business & Craft Expo**  
**Abq Party Space**  
**300 Menaul Blvd NW #200**  
**Albuquerque, NM 87107**  
10:00 AM - 02:00 PM MST  
ALEITRESS OWENS, 903-219-0842  
ALEITRESSO@GMAIL.COM

*Come and Join us for this fun and exciting Vendor and Craft Expo! Local businesses in the NM community are coming together for this great event to showcase some amazing products and services! The vendors are so excited to meet and talk with you!*

December 5, 2020

**Community Business & Craft Expo**  
**Abq Party Space**  
**300 Menaul Blvd NW #200**  
**Albuquerque, NM 87107**  
10:00 AM - 02:00 PM MST  
ALEITRESS OWENS, 903-219-0842  
ALEITRESSO@GMAIL.COM

*Come and Join us for this fun and exciting Vendor and Craft Expo! Local businesses in the NM community are coming together for this great event to showcase some amazing products and services! The vendors are so excited to meet and talk with you!*