

## CALENDAR

For more information on events, go to [www.lomnetwork.org](http://www.lomnetwork.org).

**May 8-12, 2017:**

[Interim Executive Director Training at Lutherdale \(WI\).](#)

**September 11 – 13, 2017:**

[Welcomed and Included](#)

**November 2-6, 2017:**

Leadership Training Event

**November 6-10, 2017:**

LOM Conference

## SOCIAL MEDIA

Here's What You May Have Missed at

[facebook.com/lomnetwork](https://www.facebook.com/lomnetwork)

- Podcasts Coming Soon
- Summer Staff Crunch
- Board Retreats

On our website, check out the new strategic plan brochure:

<http://www.lomnetwork.org/about-us/mission-and-vision.html>

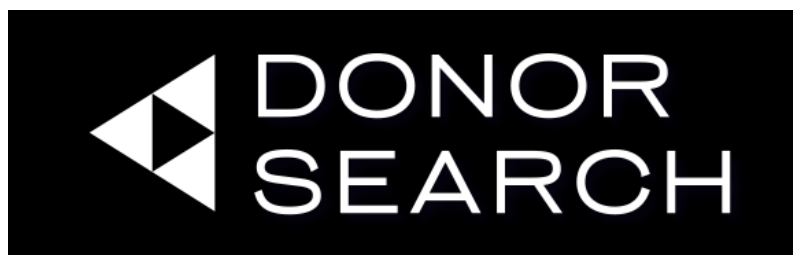
## Finding Donors and Cultivating Them With a New Resource

LOM has entered into a great agreement with an organization known as **DonorSearch**. DonorSearch is a leading prospect research and screening firm, with a full range of screening and online tools to identify and research prospective major donors.

Jesse Weiss, the Capital Campaign Manager for Lutherdale (WI) says he has found the new offering to be helpful in his work.

“Donor Search has been a great asset to our donor cultivation efforts. I use it daily to research major donors in our area that we are not yet connected with, as well as to research our current donors to see if there is unrealized potential. A simple search of all our first-time donors in 2016 found several that are capable of major gifts to our capital campaign; without Donor Search I doubt we would have found this potential. The search functions are easy to use and the reports generate quickly and are easy to read. I recommend it for all of our LOM camps – it is definitely worth the investment,” Weiss said.

To access the resources of DonorSearch, it would normally cost your organization \$3,000 per year. Because your organization is a member of LOM, you can have access to these resources for \$650 per year, which is an amazing saving. To join immediately, send a check payable to Lutheran Outdoor Ministries for \$650 to LOM, 1218 W Addison, St., Chicago, IL 60613, with a notation that it's for DonorSearch.



## Words from Don

## PRAYER REQUESTS

During the past few months, it's been gratifying to be part of a growing capacity of LOM to be helpful to outdoor ministry organizations in a variety of ways. This has been especially apparent as LOM has responded to organizations who request our help in times that they are in transition or simply seek some outside assistance in taking a look at their effectiveness. One way we can now do this is to consult with organizations that are experiencing a transition in executive directors or will soon be doing so. LOM has time-proven guidelines for organizations going through executive transition or wanting to make plans for when this will occur. We are prepared to help organizations identify candidates for their next executive director. Often organizations ask for help in locating a qualified person to serve as an interim executive director, and we are happy to help with that as well. LOM will be even more equipped to do this now that we have 22 persons who will be participating in our first Interim Executive Director Training Event this month. This is a major advance for the LOM effort to assure strong and vibrant outdoor ministries throughout the whole church.

- Ben Fulton, executive director of Tomah Shinga, (KS), who has begun a 30 day deployment to active service in the Air Force National Guard. He has been deployed to somewhere in the South Pacific.
- Matt Miller, recently named as executive director of Camp Frederick (OH).
- Nate Berkas, recently named site director at Wilderness Canoe Base (part of the Wapo organization).
- Meggan Manlove, John Czarnota, and Margie Fiedler, leaders for the Interim Executive Director Training Event, and the 22 participants. The event is taking place May 8-12 at Lutherdale (WI).

Recently, LOM has been helpful to Board of Directors and executive directors as they work together to understand appropriate responsibilities and boundaries. I have been privileged to work with a few organizations to lead weekend Board Development Retreats. This is an especially helpful process during times of transition, but can be helpful at just about any time in the life of an organization. During the past few months, I have personally led retreats for Mount Cross (CA), Lutheran Outdoor Ministries of Indiana-Kentucky (LOMIK), Camp Frederick (OH), and Green Lake (MN). I'm happy to do the same with your organization if we can find a time, and will help line up somebody to do that for you if we can't find a mutually acceptable time.

LOM now has the capacity to also line up Consultation Teams for our member organizations. At your invitation, I'll line up a team of 3 or 4 seasoned veterans to spend several days at your camp or conference center, listening to constituents and stakeholders, and make recommendations for you going forward. We just completed such a process at Bethel Horizons (WI) and I think it was helpful to them as they work to discern the best paths for their future. The idea of having 3 or 4 pairs of objective and experienced eyes helping you to discern your future is something that I'm confident will be helpful to you whether you are experiencing some challenges or in a particularly good place.

How do you access these services and resources that we all provide together through LOM? Just get in touch with me: 603-848-9904 or [director@lomnetwork.org](mailto:director@lomnetwork.org). I look forward to seeing you again soon. I've now visited over 80 of our outdoor ministry sites. If I haven't visited your site yet, I sure look forward to doing so, and soon! For those of you who have traditional summer camp programs, here's wishing you all the best as you come down the home stretch of making all your preparations.

--Don Johnson, Executive Director

## Fall Educational Opportunities 2017

### **LTE (Leadership Training Event) – Administrative Track**

At Rainbow Trail Lutheran Camp, Hillside, CO

Thursday, November 2, to Monday, November 6, 2017

#### **Travel Details:**

**Arrival:** Fly into Denver by 2:30 p.m. – November 2

**Departure:** Fly out after 11:30 a.m. – November 6

Round trip shuttle fee from and to airport - \$60.00 per person  
(3 hours from Denver Airport to Rainbow)

One way from Airport to Rainbow, then Rainbow to Beaver Run,  
then Beaver Run back to the airport- Shuttle Fee = \$80.00 per person

#### **Cost:**

**Rates Per Person:** (Late Fee add \$100.00 after Oct 10.)

Three to five-person shared Occupancy Rooms = \$480.00 (Paid in full by  
midnight Oct 10<sup>th</sup>) Sustaining Members are eligible for Scholarship Funding

### **LOM Conference**

At Beaver Run Resort, Breckenridge, CO

Monday, November 6, to Friday, November 10

#### **Travel Information:**

**Arrival:** Fly into Denver Airport by 2:30 p.m.

**Departure:** Fly out after 10:30 a.m.

Round trip shuttle fee \$60.00 via charter bus  
(2 hours shuttle from Airport to Beaver Run)

#### **Cost:**

**Rates Per Person:** (Late Fee add \$100.00 after 10/10)

Single Occupancy: \$750.00 (Paid in full by midnight Oct 10<sup>th</sup>)

Double Occupancy: \$550.00 (Paid in full by midnight Oct 10<sup>th</sup>)  
(Motel style room)

Two Bedroom Suite: \$550.00 (Paid in full by midnight Oct 10<sup>th</sup>)  
(3 beds, 2 baths, housing is based on 3 or 4 people per suite)

Scholarship Funding available via application

First time attendee & second year scholarships available

*Continue thinking about a cool donation for this year's LOM Auction! It could be a small item you could bring for the silent auction that showcases your camp OR it could be a bigger item you bring for the live auction. Or, how about a trip or excursion that everyone will be talking about? So, get thinking about who you know and what resources they may have to donate cool, new items to the 2017 LOM Auction!*

Please direct all scholarship inquiries to: Randy Youngquist-Thurow, Events Coordinator, at [eventscoordinator@lomnetwork.org](mailto:eventscoordinator@lomnetwork.org)

*More information and registration will be posted at [www.lomnetwork.org](http://www.lomnetwork.org)*

**From One of the LOM Ministry Partners...**



Ode to Aging

There once was a geezer named Paul,  
For whom aging was a long haul.  
There's aches and pains,  
With hearing he strains,  
But his WISDOM is best of all!

**90 million, 28, 64, 85, 60 trillion:** THE ASTOUNDING OPPORTUNITY BEHIND THESE NUMBERS WILL HELP YOU STRENGTHEN YOUR MINISTRIES IN AT LEAST FOUR DIFFERENT WAYS.

**MINISTRY** - Currently there are **90 million** people in the U.S. over the age of 55, which represents **28%** of the population. This time of transition offers amazing opportunities but it also is a period that can become unsettling.

- Retirement means that careers can suddenly come to a screeching halt.
- Families relocate leaving grandma and grandpa a bit lonely.
- Muscles ache a bit more and that nagging popping in the knee can lead to surgeries.

The list goes on but the facts are clear that these transitions can lead to a loss of meaning and purpose. *This demographic is the fastest growing segment suffering from depression, drug abuse (mostly prescription) and alcoholism.* This is a powerful opportunity for outdoor ministries! Retreats offer an opportunity for seniors to be with peers and learn to find a NEW meaning and purpose. One of the retreats I offer is **HARVEST YOUR WISDOM** which encourage folks to discover the wisdom that they have earned in life, and then celebrate God's new calling to them to make a difference to those around them and the creation in general.

**ELDERS AT CAMP** - In many cultures, the "Elder" is valued and sometimes revered. The average U.S. life expectancy is **85** years and growing. Elders can help you in your ministry by volunteering and providing wisdom for you, your leadership and your program participants. While they may not be willing (able) to swing from a rope and dive into the lake with the 6<sup>th</sup> graders, they can certainly serve in many other capacities. Retreats for seniors can help them renew their vocations and see Outdoor Ministries as a viable option. **Imagine the INTERGENERATIONAL possibilities!** Youth and Elders exchanging stories, energizing the Elders and enlightening the Youth!!!!

**MASSIVE MARKET** - Where else can you find **90 million** potential program participants with flexible schedules (need mid-week and off-season programming?) and eagerness to learn and be renewed? You have an opportunity to build meaningful relationships that will not only strengthen your current ministry, but also open your ministry's door to a group that needs to come together and discover what the rest of their life means.

**FINANCIAL OPPORTUNITY** - People in this age group possess an amazing **64%** of the country's wealth. Developing relationships with Elders on your property can help people fall in love with Outdoor Ministries, which will naturally lead to annual, and estate giving. Philanthropy experts expect Baby Boomers alone to give around **60 trillion dollars** away through gifts and bequests.

A powerful opportunity is at your doorstep and yours for the taking. Engaging in ministry for and with those of retirement age will expand your ministry's overall program and strengthen the ministry for years to come. I am happy to help you.

Pastor Paul Campbell: HarvestYourWisdom.com, [harvestyourwisdom@gmail.com](mailto:harvestyourwisdom@gmail.com), or 612.382.0578

*After 12 years as Spirit in the Desert Retreat Center Executive Director, Paul "retired" in 2015 and is now "re-fired" to answer God's call to create and lead retreats focused on the Elder age group and serve as a consultant for outdoor ministries.*

## A NOTE FROM OUR BOARD PRESIDENT

Lutheran Outdoor Ministries (LOM) is ALIVE. There is momentum and excitement in the work of the whole and individual organizations. Your LOM board of directors is proud to serve in our elected roles. Here are three highlights of our current work:

1. As we live into our new organizational structure, with a full-time Executive Director and several contract staff, we are putting structures into place to support LOM. Our committees are busy working on things like gift acceptance policies, committee structures that support growing program offerings, a new website, a strong nominations process and more. There are lots of passionate hands at work to make our organization stronger!
2. Just a few short years ago, we didn't know if we could be a financially sustainable organization and look at us now! Individual and organizational giving is up and becoming a part of the culture of LOM. Don, along with the Development Committee and many others, are engaging our OM organizations in new and important ways and inviting giving at every turn.
3. Well-rounded teams include people of a variety of skills and abilities, but they also include a variety of cultural backgrounds. More and more, we know that we are not at our best unless there is diversity of perspectives and approaches amongst each team, at every level. Your LOM board of directors is committed to this and is working hard to invite participation and leadership that reflects ethnic, racial and gender balance.

We thank you for your support of Lutheran Outdoor Ministries!

Casey Fuerst, LOM Board Chair

*Take a look at the current issue of Living Lutheran (May, 2017). "Closing Gifts," on page 30, is all about congregations that close but leave a legacy of funds and buildings to Lutheran outdoor ministries.*

### SUPPORT LOM

To make a gift to LOM, visit <http://www.lomnetwork.org/donate.html>. If you would like to explore the possibility of including LOM in your will or other planned giving strategies, please contact Executive Director Don Johnson at [director@lomnetwork.org](mailto:director@lomnetwork.org) or 603-848-9904.



**LOM News** is a publication of Lutheran Outdoor Ministries. Permission is granted for organizations to reproduce this newsletter and share with boards and other supporters. Send information for the newsletter to LOM Webmaster Chad Hershberger by the 15<sup>th</sup> of each non-summer month at [webmaster@lomnetwork.org](mailto:webmaster@lomnetwork.org).

Don Johnson, Executive Director  
Casey Fuerst, Board President