



January 1, 2024



## Victor Villalba Latin Global Development



Latin Global Development (LGD) responds to the challenges and needs of the Latin American who works to integrate into a society that is accepting, develops their talent, shows their culture, lifestyles and entrepreneurial potential. Its mission is to increase cultural diversity awareness and unity within our communities.

LGD's CEO, Victor Villalba, was born in Cartagena and began his musical career at age 12 when he started to play professionally. He helped form the Cultural House, the first national dance and folklore performance theater in Cartagena and 40 years later he's still making music. After 14 years traveling all over the world on cruises ships and studying hotel administration and tourism, Victor came to the United States in 2006, became a naturalized citizen, and started a nonprofit. Later he started the Yellow Green Farmers Market, offering fresh food and vegetables from all over the different South and Central American countries. You can meet him there every weekend, presenting artwork and preparing food.

*Florida Nonprofits spoke with Victor about his personal interests & LGD's goals the upcoming year:*

### What do you do in your spare time?

I love to teach music to children and talk to groups -- that's the love of my life and I do that at every opportunity I can get. But I also love fishing and the biggest fish I ever caught was a 1 meter long seabass.

### What do you think 2024 will bring?

I think 2024 will bring a lot of cultural expansion and a lot more diversity into this country. We are having a music and dance festival and a business exposition with people from all over South and Central America coming to the United States to share business practices and network for opportunities to bring businesses from South America to the U.S. I will produce a multicultural concert with originally produced music of Ecuador, Venezuela, Argentina and Bolivia. This will not be the usual commercial music, but instead will feature the "real thing". Scheduled for October 22, 2024, Latam Connect Expo coincides with Hispanic Heritage Month.

## Feature Articles



### Videos Inspire Supporters

You probably already know the value of storytelling in the nonprofit sector and there is no better way to tell a story than with a video. Using video can make a stronger emotional connection to increase awareness of your cause and inspire greater donations.

With an abundance of nonprofit organizations competing to grab the attention of prospective clients, donors and volunteers, the more you stand out, the more likely people will engage with your organization.

Websites that include video capture visitors who are then more likely to navigate more of your site. Whether it's an explainer video that promotes your mission or an advocacy video that motivates donations, a "picture is worth a thousand words". [READ MORE](#)

*Source: Candid has been a preferred partner since 2018 when Florida Nonprofits became an outlet for the Foundation Center Funding Network.*

**Learn more about sponsorship and fundraising by attending the Sunshine Certificate in Nonprofit Management class on [SPONSORSHIP - Campaigning to Potential-Part I: Fundraising](#) on Saturday, January 20, 2023, from 1:00pm-5:00pm.**

### The Mongo Dilemma: To Collaborate or Not?

Collaboration is a cooperative relationship between like-minded nonprofits who work together to run more efficiently and expand their reach to serve their constituencies. Collaborators can share both tangible and/or intangible resources including administrative costs, programming fees, office space, digital assets, leadership skills, and more.



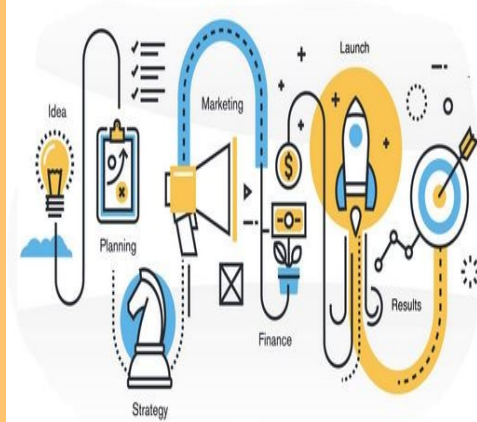
While each organization has its own mission, vision and goals, the collaborative effort would have its own vision and goals that supports each other's missions. Recognizing your organization's strengths and weaknesses will help you identify a partner who assist each other to achieve more than either could do individually. Nonprofit may share administrative costs, programming fees, leadership skills

With funding streams declining, many grant opportunities require collaboration and technology makes working together more feasible than ever. [READ MORE](#)

*Source: Blue Avocado is the educational arm of Ani-rrg nonprofit insurance firm which provides coverage exclusively for nonprofits. They have been partners since we assisted Senator Bob Graham when he supported the act of congress that created Ani-rrg.*

**Learn more about collaboration by attending the Sunshine Certificate in Nonprofit Management class on [PLANNING: Power Vision and Strategic Thinking for Nonprofits](#) on Monday, January 22, 2023, from 5:30pm-9:30pm.**

## Webinars



### How To Start A Nonprofit Organization Fri Jan 5, 2024 at 10AM [REGISTER](#)

- Discover 32 critical elements for your nonprofit journey
- Understand IRS & Florida state filings
- Get guidance in accepting charitable donations
- Kick-start your nonprofit dreams with clarity & empowerment

### Sunshine Certificate in Nonprofit Management



The key to survival for any nonprofit is education like that through the Sunshine Certificate in Nonprofit Management (SCNM) online classes. This amazing opportunity to take these highly-rated classes is available without traveling (*with a hybrid option*).

[LEARN MORE](#) or call 305.557.1764.  
**Join the certificate program any month of the year!**



**SCNM class: SPONSORSHIP Campaigning to Potential Part I: Fundraising**



**SCNM class: PLANNING Power Vision and Strategic Thinking**

Sat, Jan 21, 2023, 1:00pm-5:00pm

Mon, Jan 22, 2023, 5:30pm-9:30pm

Of the 484.85 billion given to charity in 2021, individual giving accounted for 67% or \$326.87 billion, which is one reason fundraising is so essential. Join us online for a clear understanding of the realities of raising money and building a solid donor base. [REGISTER](#)

Power vision develops a shared vision of your future, then determines how to make it a reality. Engaging in strategic planning allows your organization to create a map to your desired destination. As Yogi Berra noted, "If you don't know where you are going, you might end up someplace else." [REGISTER](#)

## Events

**Florida Nonprofit Day in the Capitol**  
Tallahassee, FL  
Tue Feb 6 & Wed Feb 7, 2024 7:30am

Meet Senators, Representatives and administrative personnel and experience the process of laws being made.

**DoubleTree Hotel by Hilton**  
101 S Adams Street  
Tallahassee, FL 32301  
2 blocks from the Capitol  
Parking available for hotel guests

Please RSVP by Jan 23, 2024 @5pm  
Click to [REGISTER](#)  
or go to [www.fano.org](http://www.fano.org)  
Scroll down to register

We look forward to getting to know you as we interact with Lawmakers.

Call 305.557.1764 or Email: [marina@fano.org](mailto:marina@fano.org)  
[www.fano.org](http://www.fano.org)

Sponsor Advocacy Day:	\$2500.00
Individual Registration:	\$ 825.00
FANO Member Ind Reg:	\$ 750.00
<i>Registration includes two-night hotel stay</i>	
<i>Without Hotel:</i>	
Individual Registration:	\$ 150.00
FANO Member Ind Reg:	\$ 95.00

**HEARTS**  
HELPING EDUCATING ADVOCATING  
RESEARCHING TRAINING SAVING

Ask about Florida Nonprofit's Sunshine Certificate in Nonprofit Management and become Inspired, Motivated, Accountable... and Certified

Click below to:  
[Register for Florida Nonprofit Day](#)

## Join Florida Nonprofits

[Join or Renew](#)

### 14 Reasons to Connect with Florida Nonprofits

After beginning in September and October with our Membership Survey and finalizing at the November Forum, the results will be prioritized over a five to seven year timespan.

However, the global results are inspiring and we thought we'd share them with you.

- Communicate the value of SCNM education series of 11-courses
- Secure sponsorships and enhance educational strength
- Grant research as a valuable members' benefit
- Facilitate network opportunities across the State of Florida
- Branch out across State of Florida
- Explore text message updates or reminders
- Update website and functionality
- Investigate ways to "interact" with website
- Add advertising to newsletter
- Segment nonprofit members into industries and geographic location
- Conduct specific focus/discussion groups
- Use YouTube channel on website
- Conduct virtual meetings
- Gather information into what content members would like to receive

We look forward to your involvement in Florida Nonprofits this year and into the future, as we implement these goals together. [Join or Renew Now](#)