



2015 AFP Board of Directors Biographies

AFP District Directors:**Amy Wolfe, MPPA, CFRE - District A**

Amy Wolfe is the President and CEO of AgSafe, a statewide non--profit organization dedicated to providing employers and employees in the agricultural industry with the education and resources to prevent illness, injuries and fatalities. Her career has included tenure as a professional staff member in the California State Assembly, serving as an account executive for E&J Gallo Winery, as Vice President of the California Agricultural Leadership Foundation and as the owner and principal consultant of P3 Consulting.

Amy is also dedicated to her community and profession, serving on the Boards of Directors for the United Way of Stanislaus County, Modesto Chamber of Commerce and the Agricultural Awareness and Literacy Foundation, as well as being actively involved in the Association of Fundraising Professionals, Modesto Rotary Club, Girl Scouts Heart of Central California, and Leadership Modesto.

In 2005, she was selected as a Fellow of the Salzburg Global Seminar, whose mission is to challenge present and future leaders to solve issues of global concern. Her focus was the viability of the Doha Round and a global commitment to free trade for all nations. An active public speaker, Amy has engaged in competitive debate and in 2007 won the American Farm Bureau Federation National Discussion Meet.

Amy received her Master of Public Policy and Administration from California State University, Sacramento, her Bachelor of Science from California Polytechnic State University, San Luis Obispo and is accredited as a Certified Fundraising Executive (CFRE).

Pati Greenwood, CFRE – District B

Pati has worked in the NGO sector throughout my career, predominantly with health care and social service organizations, such as the YMCA.

An award winning and certified fundraising professional, Pati has extensive experience generating revenue and increasing fundraising capacity for hospitals, community-based and national charities. Although her focus is fundraising, she also has expertise in non-profit management, people management, governance, and communications.

Currently, Pati works as Vice-President and Chief Development Officer with Women's College Hospital Foundation. She is responsible for leading a \$70 million capital campaign to support the redevelopment of our hospital into a \$555-million, state-of-the-art, ambulatory health care campus. In this capacity she works with a number of Toronto's leading business professionals and philanthropists to identify cultivate and encourage philanthropic support for Women's College Hospital.

Pati enjoys sharing her skills and knowledge with volunteers and emerging fundraising professionals and has led numerous seminars and workshops, including AFP sponsored seminars and workshops. She has developed and taught two courses at Mohawk College for several years in the Certificate in Leadership Development for the Non-Profit Sector.

Pati is an active member of the Association of Fundraising Professionals (AFP). She has served on the Boards of two Chapters: Greater Toronto and Golden Horseshoe Chapter, which she helped found. Currently, she serves on the Board of Directors of the AFP Foundation for Philanthropy-Canada; she recently completed a two-year term as Chair of the Foundation and currently serve as Immediate Past Chair.

Pati recently completed an Executive MBA program at the Ivey School of Business, Western University. She looks forward to receiving my MBA designation at convocation in October 2014.

Birgit Smith Burton - District C

Birgit Smith Burton is the senior director of Foundation Relations at the Georgia Institute of Technology in Atlanta. She began her career as a fundraiser more than 25 years in Buffalo, New York where she was director of public relations for John Hill Enterprises and responsible for organizing special events including the successful Jim Thorpe Celebrity Golf Classic and the Lou Rawls Parade of Stars Telethon.

In 1987 she established and ran the first campaign office for the United Negro College Fund (UNCF) in upstate New York. In her position Birgit organized comprehensive fundraising campaigns in Buffalo, Rochester, and Syracuse. She raised over \$10M from corporations, foundations, and individual donors during her time as director. She drafted high profile individuals to serve on advisory boards in the three cities and engaged the Governor of New York to chair the statewide UNCF corporate campaign. She successfully launched major individual donor campaigns in eight cities across New York State and organized and managed more than 100 successful special events.

In 1998 Birgit joined Foundation Relations at Georgia Tech and successfully raised \$107M from foundations against a \$40M goal during the Institution's capital campaign. In the current difficult economy, she has led her team in raising 85% of the Institute's campaign goal for foundations with two and a half years of the campaign remaining.

Birgit has been recognized by the Council for the Advancement and Support of Education (CASE) as a "Faculty Star" and was selected by the Kresge Foundation as an advancement expert to provide counsel to participants in the Kresge HBCU Initiative. She served on the Design Team for the Community Foundation for Greater Atlanta's study of African American philanthropy in metropolitan Atlanta. She is a co-author of *The Philanthropic Covenant with*

Black America. Birgit is a recent past president of the Greater Atlanta Chapter of the Association of Fundraising Professionals and sits on the boards of the A.E. Lowe Grice Scholarship Fund (Michigan), National Visionary Leadership Project (Washington, D.C.), Hosea Feed the Hungry and Homeless (Atlanta) and Ivy Prep Foundation (Gwinnett, GA). She is the founder and chair of the African American Development Officers Network.

Nancy M. Brown, CFRE - District D

Nancy Brown joined Thompson & Associates as Vice President in 2012, a consulting firm that partners with nonprofits in the area of charitable estate planning. Nancy has been a professional fundraiser for more than 17 years and has a broad range of experience in development including annual fund, major gifts, planned giving, database administration, donor relations, special events, and strategic planning in higher education and health care settings. She has executive-level experience in strategic planning, board management, budget administration, quality improvement, and lean principles.

Nancy earned the designation of Certified Fund Raising Executive from CFRE International in 2003. She is an active member of the Association of Fundraising Professionals (AFP) since 1995 and currently serves on the Association of Fundraising Professionals (AFP) Board of Directors. She is the past president of the Upper Mississippi Valley Chapter of the AFP and past chair of the LEAVE A LEGACY © Winona program. Nancy has presented to professional fundraisers and volunteers and is an adjunct faculty member of Minnesota State College Southeast Technical in its Nonprofit Management Certificate program. She earned her Master's in Nonprofit Administration from the University of Notre Dame and a Bachelor's in Journalism from the University of Wisconsin-Madison.

Rachel Hutchisson- District E

Rachel Hutchisson (@RachelHutchssn) is the director of corporate citizenship and philanthropy at Blackbaud, Inc. (NASDAQ: BLBK), a 2,600-person technology company that works exclusively with nonprofit organizations. She built the company's "give back" programs from the ground up, relying on expertise she gained in over two decades of working at the intersection of the business world and the nonprofit sector. She is passionate about philanthropic giving and the power of service, championing these themes in speeches, articles and social media channels. Rachel serves on the board of the Association of Fundraising Professionals (AFP) International,

The Giving Institute (providers of the annual Giving USA report), and the Coastal Community Foundation, is a member of the #GivingTuesday team of advisors, serves as the lead for Blackbaud in the Billion+Change pro bono initiative, and mentors young professional women in her community. She is a Past President of the AFP Lowcounty Chapter and Trident Literacy Association and volunteers both with her church and her children's soccer teams. Rachel is a graduate of Dickinson College in Carlisle, PA, and received a master's degree from the

University of Missouri School of Journalism. A member of Phi Beta Kappa, Rachel is a Renaissance Weekend participant and was the recipient of the Charleston Regional Business Journal's Influential Women in Business Rising Star Award.

Mark L. Kalish, CFRE- District F

Mark Kalish has over 36 years of experience in fundraising, marketing, communications, and management in the not-for-profit sector. Mark founded the fundraising and non-profit consulting firm of Kalish & Associates, Inc. in 1998 to capitalize on his management and development skill set to assist a broad range of nonprofits to meet today's challenges.

Mark has served as Vice President of Institutional Advancement at Hunter College and as Vice President and National Campaign Director of the American Committee for the Weizmann Institute of Science, where he managed a 49-person major gift staff in 14 offices across the country raising \$74 million during his tenure. Prior, he was Director of the Northeast Regional Office of The Johns Hopkins University and Hospital for ten years, serving as a key member of the development staff during two capital campaigns, which together raised over \$2 billion.

His other development experience includes positions at New York University, where he served as chief development officer for the undergraduate business school (now Stern School of Business) and then led the alumni relations and annual-giving programs for the university's 13 schools and colleges. Mark also served as the chief development officer for the New York Hall of Science, where he established the development office and prepared for an \$8 million capital campaign. He began his fundraising career working for two Girl Scout councils: one in Washington, D.C. and the other on Long Island.

An active leader in the fund raising profession, Mark has served as a member of the board of the International US AFP Foundation for Philanthropy, the Greater New York Chapter of the Association of Fundraising Professionals (AFP), and the Philanthropic Planning Group of Greater New York (PPGGNY). Currently, he serves as a member of the Board of Advisors of the Fundraising Management Program at Columbia University where he is also a faculty member. Mark has been a Certified Fund Raising Executive (CFRE) since 2001.

Mark graduated from the State University College at New Paltz and has a Master's in Public Administration from Baruch College of the City University of New York. He holds a Certificate in Fund Raising Management from Adelphi University.

In addition to his professional positions, he has served as President of the New Paltz Alumni Association and Chairman of the Board of Trustees of the SUNY New Paltz Foundation. He is a recipient of the Association's Distinguished Alumni Service Award.

Stephanie Cory, CAP, CFRE – District G

Stephanie Cory has been a professional fundraiser since 2003. Since November 2012, she has been the executive director of the Epilepsy Foundation of Delaware. She has been a Certified Fundraising Executive (CFRE) since 2008 and received her designation as a Chartered Advisor in Philanthropy (CAP®) from the American College in 2007. A graduate of AFP's Faculty Training Academy, Stephanie has been an AFP Master Trainer since 2010 and is the only Delaware-based trainer. She is also the only Delaware-based BoardSource® Certified Governance Trainer. Stephanie earned a BS in Accounting and MS in Gerontology from the University of Southern California.

Stephanie has been an active member of the AFP - Greater Philadelphia Chapter since 2004. She has served as vice president communications & external affairs, vice president education & professional development, program committee chair, and a mentor for the chapter's mentoring program. She has also been active with AFP International, serving on the new markets task force, the publishing advisory committee, TechKnow task force, the CFRE Review task force, and the finance committee.

An active volunteer outside AFP as well, Stephanie is president of the Junior League of Wilmington, DE. She also volunteers as a peer reviewer for the Standards for Excellence® program through the Pennsylvania Association of Nonprofit Organizations (PANO), a member of the Women's Leadership Council Member for the United Way of Delaware, and a board member for Old Brandywine Village, Inc.

Paul A. Dunne, CFRE- District H

After a successful business career and inspired by the need to serve after the events of 9/11, Paul joined the nonprofit sector as a Senior Development Officer for the Denver Rescue Mission where he quickly became the largest major fundraiser in organizational history. He furthered his career serving as Executive Director of Development for the Inner City Health Center where he started the development department and quadrupled donations in a 3 year period before leading them in a \$ 5.5M campaign for a new medical and dental clinic. Mr. Dunne followed up this success by accepting a position with the North Hawaii Community Hospital and guided them through a tumultuous year – still managing to cap off their \$ 19M campaign by raising the final \$ 6M. Paul then returned to the mainland to Ability Beyond Disability on the east coast where he was one of the primary architects behind their present campaign and introduced the "Power of Ten" concept to the board resulting in over 250 new donor prospects. Throughout his varied fundraising career, Mr. Dunne has been involved with different boards and assisting them in their development needs.

He currently serves on the Board of the Association of Fundraising Professionals and holds memberships in Council for Advancement and Support of Education along with AFTRA and the

AEA. Paul has been awarded the Colorado Chapter AFP Outstanding Fundraiser and was nominated for the Colorado Outstanding Professional in Philanthropy.

Paul most recently served as the Vice President for Development of his alma mater, Howard Payne University in Texas, where he and his staff have quadrupled their donor base and is beginning the launch of still another \$65M multi-phased campaign.

David P. Whitehead – District I

David P. Whitehead is Senior Vice President and Chief Development Officer for AARP and AARP Foundation. He is responsible for leading all fundraising efforts, including efforts to support charitable, advocacy and social impact programs. He has been a non-profit leader for 25 years, having helped a number of national and international organizations become more effective through strategic investments and revenue growth.

Since joining AARP in 2007, contributed revenue has doubled and net revenue from charitable sources has quadrupled. David's goal is to increase charitable support to AARP-affiliated charities five-fold within 10 years.

As its chief development officer, David led The Nature Conservancy's *Campaign for Conservation*, a \$1 billion effort to conserve 250 landscape-scale sites in the U.S. and 27 other countries. A five-year effort that began in 1998, the campaign concluded in September 2003 having raised over \$1.4 billion. At the time, it was the largest campaign for conservation in history and considered to be the first billion dollar effort undertaken by a non-educational institution (NonProfit Times, April 2000).

He has also led development efforts for Special Olympics, Inc., the largest organization in the world supporting individuals with intellectual disabilities and The Children's Museum of Seattle, a hands-on museum for young people and their families. He is grateful to Seattle Children's Theatre for his start in the development profession.

He has published several articles and is an [official blog](#) contributor for [AARP.org](#).

David was selected as the Association of Fundraising Professionals (AFP) DC Chapter's Outstanding Fundraising Professional in 2011. He has served as 2012 co-chair of the Bridge to Integrated Marketing & Fundraising Conference and a board member of the Washington D.C. Metro Area Chapter of (AFP), the final two years as its treasurer.

David graduated with honors from Webster University in St. Louis, Missouri, and lives in Fairfax Virginia with his wife, Beth.

Vincent Law CFRE, MInstF(Dip) – District J

Vincent Law CFRE MInstF(Dip) has over 24 years of working experience in both business and non-profit organizations. He has been the Senior Business Development Manager of Ocean Park Conservation Foundation, Hong Kong since December 2011. He was previously a consultant with Brakeley Asia and was working independently before. He was the Development Director of World Society of the Protection of Animals (WSPA) Asia. His fundraising and volunteer management experiences include a range of other charitable organizations including Lions Clubs, Imperial College Alumni Association Endowment Fund, Child Psychoecology Foundation and Society for the Prevention of Cruelty to Animals (SPCA).

Graduated from Imperial College, London in Electronic Engineering and with a Master degree in Psychology of Education from City University, Hong Kong, Vincent is now a candidate of Doctorate of Education in Lifelong Learning with University of Nottingham, United Kingdom. He was the President of Lions Club of Hong Kong Millennium in 2000 and was the Zone XI Chair of Lions Club of Hong Kong and Macau District 303 in 2002. He was voted the 'Outstanding Cabinet Officer' in the same year. He is a public speaker at Lions Clubs and Rotary Clubs. He taught 'Overview on Fundraising Methods' and 'Principles of Fundraising', modules of a Master degree module at Hong Kong University and City University of Hong Kong respectively. He also taught 'Fundraising Fundamental' at Hong Kong Council of Social Service.

Vincent is the first Chinese in Hong Kong to have obtained both Certified Fund Raising Executive (CFRE), USA and obtained the Diploma level in Fundraising Management from the Institute of Fundraising, UK (MInstF(Dip)). He was the President of the AFP (Hong Kong Chapter) from 2009-2011 and has been a member since 2005. He is an AFP Master Teacher, a graduate of Faculty Training Academy at Minneapolis, 2008. He holds membership with of AFP, CASE and Institute of Fundraising.

Ana Luisa Ramírez - District K

Ana Luisa is a currently a Consultant for John Snow Incorporated for the Project "Initiative anti stigma of Cancer, Comparte tu Historia es Nuestra Fuerza Contra el Cáncer" Mexico, of LiveStrong Lance Armstrong Foundation. She is also a Community Coordinator and is responsible for Identification of Stakeholders, Workshops and training for NGO's and Health System, Relations with Health Department Local, State and Private, Fundraising Alliances and Community work.

Previously in 2003-2011, Ana Luisa was Trompo Mágico, Interactive Museum, of the State of Jalisco. Her responsibilities as a Development Coordinator was fundraising, major gifts, annual fund, special events, corporate donations, face to face. (15MDP annually) (1.25MD), Public Relations y Alliances, Devolepment of the Board. She was creator and responsible for the social programs: Va sin pago, Ven a darle cuerda, Programa de benefactores culturales. Llave cosquillas and the donations policies. Also management of exhibitions from other institutions.

From 2002-2003 at the State Department of Culture (Jalisco), she was the Director of Sponsorship and Promotion responsible for the Institutional Relationship and alliances. Fundraising (major gifts). Responsible of the Certificate. Fundraising for arts and culture projects. CONACULTA-ITESO

Ana Luisa was Chair of the First Conference in Fundraising by all Mexican and Puerto Rico Chapters, *“Encuentro de Procuradores de Fondos, Juntos por Nuestras Causas”*. She is currently a Board Member of the Association of Fundraising Professionals (AFP) representing Puerto Rico and Mexican Chapters. Ana is the Chapter President of the AFP Guadalajara Chapter, member since 2005, and co-founder of this chapter.

Ana Luisa has been a speaker at the conference for the Mexican Association of Museums and Sciences Centers. AMMCCyT, with the workshop of Fundraising and the Development Office in a Museum. Speaker at the conference of the Mexican Association of Museums and Sciences Centers. AMMCCyT, presenting *Museos en Red and Llave Cosquillas*. She has been a Trainer and speaker of Fundraising in different scenarios and conferences in México.

Jeremy Wells, CFRE – District L

Jeremy R. Wells currently serves as Vice President of Philanthropic Services at Minnesota Philanthropy Partners in Saint Paul, MN. In his role, he leads all philanthropic efforts for the Saint Paul Foundation, the Minnesota Community Foundation, and works with various other affiliates of MN Partners.

Prior to coming to Minnesota Philanthropy Partners, Jeremy served as Vice President of Institutional Advancement at Augsburg College, Vice President for Development and Alumni Relations at Saint Mary's University of Minnesota, and in various advancement-related roles at the University of Jamestown.

Jeremy received Bachelor's Degrees from the University of Jamestown in Psychology, Religion, and Philosophy and a Master's Degree in Philanthropy and Development from Saint Mary's University of Minnesota. He also holds his Certified Fund Raising Executive (CFRE) certification.

Jeremy currently serves as President of the Minnesota Chapter of the Association of Fundraising Professionals (AFP) and serves as the Chapter President's Council Representative on the International Board for AFP. He sits on the alumni board of the University of Jamestown as well as the board of the StepUP Program at Augsburg College. He also serves on the development committee of Ujamaa Place in Saint Paul.

Jeremy is a frequent regional and national speaker on a variety of advancement and fund development topics, including development planning, utilizing volunteers, donor engagement, and campaign strategy.

AFP At-Large Directors:**Debbi B. Barber, CFRE – At-Large**

Debbi Barber, CFRE, is the President of Grizzard Communications Group and leader of Grizzard's Account Services Teams. She provides leadership in the development of innovative solutions and strategic direction for some of the world's most visionary nonprofit organizations. Now in her 30th year with Grizzard, Debbi plays a critical role, continually refining the agency's culture and vision to maximize impact and ROI for clients by effectively integrating digital and other multi-media components into their fundraising strategy.

Debbi graduated magna cum laude from the University of Georgia, where she received an ABJ in Journalism.

Debbi has developed and overseen numerous successful direct marketing initiatives for many of the country's leading nonprofit organizations, including AARP Foundation, American Red Cross, City of Hope Cancer Center, Project Hope and Prostate Cancer Foundation. In addition, she has managed direct marketing programs for organizations such as Turner Broadcasting and Barclays American Corporation.

She also helped establish Caswell/Zachry/Grizzard, the Dallas-based consulting firm that offers nonprofits a system for integrating an ongoing direct marketing program with their major gifts and planned giving programs.

Debbi is a frequent speaker at Direct Marketing forums across the country. She is an active member of the Association of Fundraising Professionals as a Certified Fundraising Executive, Chair of the Industry Partners Committee and is a member of the Direct Marketing Association Nonprofit Federation. She has also served on the Board of Directors for the Atlanta Red Cross, leading the service delivery committee.

Debbi and her husband, Terry, are involved in a variety of mission-related projects including supplying school equipment and provisions for children in Guatemala. They also play a major role in supporting the Buyamba Orphan Outreach in Uganda by working personally with the founder to provide training and supplies, as well as sponsorships and help with fundraising to provide for the education of children orphaned by AIDS and malaria.

Lisa Blackwelder, IOM- At-Large

Lisa Blackwelder, IOM, has been involved in many organizations that are focused on making social change from the local level to the international level. For more than six years, Lisa was the development officer at BETA Center where she was responsible for raising nearly \$10 million dollars. Before working at BETA Center, Lisa worked for the American Cancer Society for nearly seven years. She led a team of fundraisers who organized and raised money through events like Relay For Life and Making Strides Against Breast Cancer. Her first 'real' job was at the Chamber of Commerce in Seminole County.

Early this year, Lisa began a new job as the executive director of a family foundation. She is now on the grant making side rather than on the fundraising side.

Her professional achievement earned her a nomination as the Fundraiser of the Year by the Edyth Bush Charitable Foundation and was honored by the Orlando Business Journal as one of the area's "Top Forty under 40" business executives. Additionally, Lisa was selected as a Rotary International Group Study Exchange Student and represented the district in Uruguay, South America.

Donors and colleagues alike have recognized Lisa for her creative, donor centered approach to raising funds, major campaign experiences, in-depth knowledge of development, detailed methodology, and commitment to success.

Lisa is an active member and executive committee member of the local AFP Chapter, serves on the board of REBUILD Globally and is a board Ambassador for Big Brothers Big Sisters. Additionally, she volunteers for the Winter Park Chamber of Commerce and is a mentor to new professional fundraisers.

Lisa is no stranger to the community. Born and raised in Central Florida, Lisa grew up in an environment of giving. Whether was volunteering, raising money at a lemonade stand or giving her allowance to her church, philanthropy was always a priority. She took her passion for philanthropy and put it into action by making it her lifelong career.

Jan F. Brazzell, Ph.D., ACFRE – At-Large

Jan Brazzell, PhD, ACFRE is a veteran not-for-profit executive and consultant leading Advancement Consulting, a firm she founded in 2001 to help not-for-profit leaders move their organizations forward. Based in Tacoma, Washington, Advancement Consulting offers customized, professional solutions and practical advice in governance, fundraising, strategic planning and management.

Prior to founding Advancement Consulting, Jan led the MultiCare Health Foundation as Executive Director, served as Vice President for Development and University Relations for Pacific Lutheran University, and directed Corporate, Foundation and Group Relations for the Franciscan Foundation for Health Care, all in Tacoma Washington. Having begun her professional career as a professor of sociology and demographic researcher, Jan holds a Certificate in Education Management from Harvard University, an MA and PhD in Sociology from Indiana University, and a BA in Sociology from The University of Alabama. She speaks frequently on issues related to not-for-profit management, board development and fundraising, and teaches Managing for High Performance and Retention, a certificate program offered through the Key Bank Professional Center of the University of Washington Tacoma.

Jan delights in helping not-for-profit leaders apply proven practices to meet their organizations' unique needs and circumstances, and she keeps abreast of emerging ideas, trends and research. In 2012, having been a Certified Fund Raising Executive since 2003, Jan became the 96th person worldwide to earn the Advanced Certified Fund Raising Executive credential. She completed the AFP Faculty Training Academy in 2008, and joined 20 other veteran consultants from across North America to complete the Board Source "Advanced Board Consulting" workshop in 2005.

Jan holds memberships in the Association of Fundraising Professionals (Washington South Sound Chapter), Northwest Development Officers Association, Board Source, and the South Sound Planned Giving Council. She serves on the AFP International Research Council and on the AFP South Sound Chapter Board.

Penelope Cagney, CFRE – At-Large

Penelope Cagney, MA, CFRE, President of The Cagney Company, has more than 20 years of experience as a consultant in nonprofit management and fundraising on three continents and has helped clients achieve several multi-million dollar goals. She is the author of "Nonprofit Consulting Essentials: What Nonprofits and Consultants Need to Know" (Jossey-Bass 2010) She is the author of "Nonprofit Consulting Essentials: What Nonprofits and Consultants Need to Know" Jossey-Bass 2010 and co-editor, with Bernard Ross, of the 2013 AFP/Wiley book, "Global Giving: How the World is Changing the Rules of Philanthropy."

Penelope has worked with nonprofits on three continents and has taught graduate nonprofit management courses at Columbia College and the School of the Art Institute, Chicago, was a Distinguished Visiting Professor at American University in Egypt and is currently on the faculty of the Nonprofit Management Institute at Arizona State University. She speaks frequently on nonprofit management topics around the world.

Catherine M. Connolly, MBA, CFRE – At-Large

Catherine Connolly, MBA, CFRE, has been working in membership and direct marketing for almost 25 years. She has been on both sides of the consulting relationship — as both a client and a consultant. After working at a large, national consulting agency, she spent time at Sierra Club Legal Defense Fund (now known as EarthJustice). There she integrated the direct marketing program into the bigger scheme of the entire Development office, along with building the institutional readiness needed for a successful mail program. For more than 15 years, she has been consulting, working with clients both nationally and locally who are facing challenges with their direct marketing efforts.

Her consulting practice is based on developing marketing strategies to build support and maximize income from members and donors for nonprofit organizations. Direct response marketing is a potent source for nonprofit organizations to solicit income, build a constituency, and create a personalized forum to communicate directly with the public.

Catherine works with both regional and national clients who are interested in taking their direct marketing program to the next level. She specializes in working with groups who want a more personal and direct relationship with their fundraising counsel.

From 1993-1996, Catherine worked at the Sierra Club Legal Defense Fund (now known as EarthJustice Legal Defense Fund). Working at Sierra Club Legal Defense Fund, she increased the organization's direct mail income by \$1.5 million over three years — through increasing acquisition and redesigning solicitation strategies.

She was also the Director of Public Support managing all direct response solicitations, donor relations, gift processing, and database functions. Accountable for modeling, projections and income. Maintained accuracy of database, trained all personnel on systems and troubleshooting computer problems. Conceptualized, with final approval responsibility, creative and target population decisions. Managed and directed information and traffic flow between accounting, fund raising, and database input and output. Managed outside consultants and suppliers. She also served as the Acting Vice President of Development responsible to Board of Trustees and senior management. Directed all aspects of organizational fund raising.

Catherine is currently serving as the Treasurer and Chair of the AFP Finance Committee. She is a member of the AFP California Capital Chapter. She has a Bachelor of Fine Arts in graphic

design, University of the Pacific, cum laude Masters of Business Administration, Saint Mary's College of California, cum laude Certified Fund Raising Executive (CFRE)

David Disend, CFRE- At-Large

David Disend, CFRE has over 15 years of experience as a university vice president and executive director with a board and deep experience with boards.

David currently serves on the AFP Board of Directors and served on the board back in 1989-1991 (National Society of Fundraising Executives). He served on Board of Directors South Florida Chapter. He was awarded with Educational Pursuit Award for 1989-90. He was a board member in Greater Miami (Ohio) Chapter from 1992-1993 as well as a Board Member in Greater Detroit Chapter from 1998-2001 and Vice President from 2000-2001. David was also a Board Member in the Golden Gate Chapter from 2008-Present, Chapter Treasurer in 2008, President-elect 2009, President 2010-2011.

David was on the International Committee from 2010- Present, as well as the selection committee, Campbell and Co. Award for Excellence in Fundraising, 2010 Diversity and Inclusion Committee 2012-Present. David not only served on many AFP Boards and Committees but also was a teacher and worked with many other non-profit organizations. He has led, planned and executed fundraising efforts that have secured some \$900 million in philanthropic support.

Natalie Gupton, MPA – At-Large

Natalie Gupton is employed at the Children's Hospital Foundation in Louisville, Kentucky where she is a Development Coordinator and is serving on the Membership Committee for the Greater Louisville AFP Chapter. Natalie grew up in Monticello, KY, but now calls Louisville home with her husband, Tyler.

Natalie first became interested in fundraising her freshman year in high school and that interest continued throughout her college years. She served as her sorority's Philanthropy Chair, served as the youth representative on the March of Dimes Kentucky Board of Directors and in 2006 won the March of Dimes Outstanding Volunteer Advisor Award for the Southern Region.

Natalie received her Bachelors of Science degree from Western Kentucky University in Human Resource Management in 2008. When it came to deciding her next steps in life, she realized that her most fulfilling experiences were grounded in her volunteer work; in turn, she decided to continue her education at the University of Kentucky Martin School of Public Policy and Administration. In May 2010, she received a Masters of Public Administration with a concentration in Non-profit Management. During graduate school Natalie joined the AFP Thoroughbred Collegiate Chapter and later became the president of the chapter. This

experience prepared her for her numerous volunteer roles with her local AFP chapters and AFP International she has undertaken since graduation in 2010.

Natalie has experience in Fundraising and Volunteer Management. She previously worked as the Resource Development Coordinator for the United Way of the Bluegrass. She has effectively conducted articulate and informative presentations to communicate the United Way's mission during the 2009 United Way Campaign, exhibiting a professional demeanor. Meticulously assisted in updating information in the donor database "Andar 360". Developed new and strengthened current professional relationships with central Kentucky businesses and organizations.

Previously, in 2009 she was the Intern for the Community Action Council. Natalie demonstrated writing proficiency by composing solicitation letters and various donor communications. Researched perspective donors and sponsors. Managed donor, participant and volunteer information in the database "Sage". Drafted grant proposals. Provided dependable service to the Private and Volunteer Resource Manager in all aspects of event planning.

For the March of Dimes in Bowling Green Kentucky, she was a young volunteer. She was recruited the entire WKU Greek community to raise \$8,000 during Greek Week for the March of Dimes. She demonstrated initiative by becoming reliable support for the Barren River Division Director as a volunteer. Strategically identified new opportunities to involve youth with the March of Dimes through public speaking, educational outreach, volunteer recruitment and coordination of service learning projects. Appointed as the sole youth representative on the March of Dimes State Board of Directors. Provided reliable support when serving on Steering Committees for fund-raisers and Walk America.

Other activities she managed and implemented a \$2,000 sorority fundraiser for the Ronald McDonald House Charities. Participated in the planning and implementation of the \$13,000 Giant Steps for African Girls fundraiser in April 2009. Natalie spoke at the 2010 AFP International Conference on the behalf of the "Next Generation"

Audrey P. Kintzi, ACFRE – At-Large

Audrey Kintzi is the Senior Development Director for Saint Mary's University of Minnesota. Her work with Saint Mary's is focused on engaging benefactors in the amazing mission of the university to awaken, nurture, and empower learners to ethical lives of service and leadership. Before joining Saint Mary's she was the Executive Vice President for the National Multiple Sclerosis Society, Minnesota Chapter. Prior to her work at the MS Society she served as the VP/ Chief Development Officer for Courage Center in Golden Valley, MN. Audrey is also a member of the faculty for the University of St. Thomas Opus College of Business and Saint Mary's University Masters in Philanthropy and Development program.

Audrey has been working in the development field for over 25 years. Prior to her work with the MS Society and Courage Center, she was the Chief Advancement Officer for the Girl Scout Council of St. Croix Valley. Prior to the Girl Scouts, she was the Chief Development Officer for the American Red Cross of the St. Paul Area.

A 1983 graduate of Mankato State University, Audrey holds a Bachelor's degree in Mass Communications - Public Relations and Theatre - Directing/Acting. In 1994, Audrey obtained her Master's degree in Continuing Studies - Business and Speech Communications, also from Mankato State University.

In 1991, she obtained the designation of CFRE (Certified Fundraising Executive). In October of 2004 she obtained her ACFRE (Advanced Certified Fundraising Executive). This advanced fundraising credential has been conferred on fewer than 100 people internationally. In February of 2001, Audrey was awarded the Paid-Staff Excellence Award for Disaster Fundraising by the American National Red Cross. In November 2004 Audrey received the Outstanding Fundraising Professional from the Association of Fundraising Professionals - Minnesota Chapter.

Audrey serves on a number of committees and advisory councils. She is currently a member of the Association of Fundraising Professionals Research Council – and chaired the 2011 Ethics Think Tank, she is also a member of the Fundraising Effectiveness Workshop Advisory Group and a member of the Publishing Advisory Committee.

Jaye M. López Van Soest, CFRE- At-Large

Jaye M. López Van Soest, CFRE is the director of development for the David A. Clarke School of Law at the University of the District of Columbia, where she is responsible for development strategic planning, prospect research, grants administration, campaign and special appeals fundraising, and special event planning.

Jaye currently serves as immediate past president of the Association of Fundraising Professionals, Washington DC Metro Area Chapter (AFP DC). She has previously served as president-elect, vice president for Membership, and co-chair of the Diversity Committee for the chapter. Jaye currently serves as an at-large member board member for the Association of Fundraising Professionals (AFP). She has served on various AFP committees and task forces, including the Membership Innovation Task Force, the Diversity Committee, and the Leadership Academy Task Force. Jaye has been named the co-chair of AFP Diversity and Inclusion Summit, scheduled for October 2013 in Pittsburgh, PA.

She also serves on the board of directors of the Capital City Symphony, a vibrant community symphonic orchestra based at the Atlas Performing Arts Center in NE Washington, DC. Jaye's spouse, an amateur musician, plays viola with the orchestra. Jaye is also active with her church, St. Thomas' Parish DuPont Circle, having served previously as Inclusion co-chair, and Stewardship chair, and currently as a lectern and lay preacher. She is currently serving on the

parish's Building Committee, tasked with finalizing plans to build a new sanctuary and mixed use development, and lead the parish in the transition to a temporary home during construction.

Jaye served as co-chair of the 6th Annual Bridge to Integrated Marketing & Fundraising Conference, held July 2011 at the Gaylord National Hotel & Conference Center in National Harbor, MD. The Bridge Conference combines the resources of two dynamic associations, the Association of Fundraising Professionals Washington DC Metro Area Chapter (AFP DC), and the Direct Marketing Association of Washington (DMAW). The 2011 Bridge Conference set records for registration, sponsorship and number of providers at the Solutions Showcase.

Born and raised in suburban Los Angeles, Jaye graduated from the University of Southern California, double majoring in English and Gender Studies. After college, Jaye worked for a magazine in advertising sales, and as a contributing editor, before joining the L.A. Gay & Lesbian Center to work in corporate relations and major gifts. Jaye moved to Washington, DC in the spring of 1999, to join the staff of the Human Rights Campaign (HRC) as a fundraising event manager. While there, Jaye managed dozens of fundraising events annually, including gala dinners, amateur golf tournaments and theater benefits. Jaye joined the American Constitution Society (ACS) in 2004 where she develop and implement major and recurring gifts programs. She also oversaw the membership, direct mail and online giving programs and managed ACS's annual 1,000 person national convention.

In her spare time (and yes, she insists she has spare time), Jaye enjoys cycling, reading, is an avid foodie. She and her spouse reside in NE Washington, DC with their black Labrador retriever, Jack.

Catherine Squires, CFRE- At-Large

In 2008, Catherine Squires joined Tufts Medical Center in Boston as Vice President for Development. A world-class academic medical center and the first permanent medical facility in the country, Tufts provides outstanding patient care to both adults and children, teaching generations of future physicians the most advanced medical science and breaking new ground with ongoing, innovative research. With its Floating Hospital for Children, Tufts Medical Center serves as the principal teaching hospital of Tufts University School of Medicine. The Tufts Medical Center Trust raises philanthropic funds across the broad continuum of services, from community-based programs to translational research.

Before relocating to Boston, Catherine served the American Red Cross as Chief Advancement Officer of the Greater Chicago Chapter, where she led a dynamic and strategic organization responsible for marketing, communications and securing the philanthropic support necessary to sustain regional disaster response, preparedness and lifesaving programs. Additionally, Catherine served as Chicago's fundraising lead for the national Red Cross organization, building, supporting and sustaining key strategic partnerships with the region's prominent corporate,

foundation and individual donors who generously responded to needs on a national and international basis.

Catherine was Vice President of Development for Advocate Charitable Foundation, the philanthropic arm of Advocate Health Care - a not-for-profit, faith-based health care system in the Chicago region, and one of the largest and most prominent integrated health care systems in the country – from 1999 to 2004. In this capacity, she was responsible for developing and managing the development programs at three of Advocate’s teaching hospitals, culminating in the top development position at Lutheran General in Park Ridge, the system’s flagship.

Catherine maintains a life-long commitment to service, sharing her experience and passion for professional ethics, board and volunteer development, fundraising and strategic planning as a board member and volunteer consultant. As a member of the Association of Fundraising Professionals (AFP), the Association for Health Care Philanthropy (AHP), and the Association of American Medical Colleges (AAMC), she is a frequent speaker at workshops and conferences. Catherine has been a member of AFP’s Research Council, part of the association’s Professional Advancement Division, since 2006, which takes the leadership role for AFP internationally in identifying research priorities for the organization, and by recognizing, promoting, funding and publishing research on the philanthropic sector and philanthropic fundraising. She currently serves the AFP Massachusetts Chapter as President, and begins an appointment to the AFP International Board of Directors, effective January, 2012.

A graduate of the Northern Illinois University School of Music, Catherine received a master’s degree from Northwestern University in musicology and holds the professional credential, *Certified Fund Raising Executive*.

Michael Delzotti, CFRE - Chair Appointee

After several years in Healthcare administration Mike, a Chicago native, began his nonprofit career as the program administrator for Washington Workshops, in DC. He then moved to a public foundation in Los Angeles and later spent time as an executive director of development at UCLA and as the VP of development and marketing at Special Olympics.

Since moving to Houston, Mike has been director of development for Rice University, Chief Development Officer of the Houston Food Bank and is now Senior Director of Philanthropic Resources at the #1 rated UT MD Anderson Cancer Center.

In addition to being Past President of the AFP Greater Houston Chapter (GHC), at the international level, he is a member of their Political Action Committee (PAC) Board, their Committee on Directorship (2012-2013) and former Chair of their US Government Relations Committee. He is Vice Chair of the Development Committee for The Space Center Houston Board, an AFP certified master trainer and a Fellow of the Paul Harris Rotary International Foundation. In 2012 Mike received the M. Anne Murphy Award for Professional Advancement

from AFP-GHC. Mike and his very patient wife Yvette Mooney enjoy an above average nine year-old daughter, Caroline Fiona.

Donald L. Baker, II - Chair Appointee

For 20 years Don, as he is affectionately known, has enthusiastically invested his time and energy to serve the non-profit sector as a volunteer and a diligent leader in and around Delaware. Before founding Baker Brown Consulting, Inc. in 2009, he built a reputation for tackling the root causes of social issues including hunger, poverty, social/racial justice, and education. The arts also became an important passion. He served as a change agent for several organizations including Wilmington 2000, The Food Bank of Delaware, The Christina Cultural Arts Center, and Forum to Advance Minorities in Engineering Inc. for which he continues to serve in an executive capacity.

Locally and nationally Don maintains multiple volunteer roles including serving as a member of the New Castle County Diversity Commission, the President of the Association of Fundraising Professionals (AFP), Brandywine Chapter, is member of both the AFP's national Diversity and Inclusion Committee and the Strategic Planning Committee, is a member of the Delaware Community Foundation Development Committee, supports the efforts of the Wilmington Metropolitan Urban League young professionals, and recently served as a member of the Leadership Delaware Alumni Advisory Council. Beginning in January 2015 Don will be transitioning to the International board of the Association of Fundraising Professionals.

Staying true to his Delaware roots, he continues to serve as a valuable thought partner for organizations like the Delaware STEM Council, the United Way of Delaware, the Rodel Foundation, The Delaware Community Foundation, Delaware Alliance for Non-Profit Advancement, Delaware Grant Makers Association and several other organizations.

Don Baker received his formal training at Morehouse College in Atlanta, Georgia as a Political Science Pre-law major. After receiving a Bachelors Degree he returned to Delaware and began working to complete a Master's of Science in Management with a concentration in Public Administration from Wilmington University. In 2002 Baker completed his studies and received his M.S., MPA. Don is a Standards for Excellence[®] Licensed Consultant and an AFP Certified Master Trainer who enjoys working to improve the effectiveness, efficiency, cultural competency, and the longevity of organizations. For 20 years Don, as he is affectionately known, has enthusiastically invested his time and energy to serve the non-profit sector as a volunteer and a diligent leader in and around Delaware. Before founding Baker Brown Consulting, Inc. in 2009, he built a reputation for tackling the root causes of social issues including hunger, poverty, social/racial justice, and education. The arts also became an important passion. He served as a change agent for several organizations including Wilmington 2000, The Food Bank of Delaware, The Christina Cultural Arts Center, and Forum to Advance Minorities in Engineering Inc. for which he continues to serve in an executive capacity.

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Bret Heinrich, CFRE – At-Large, Chapter Presidents Council Representative

Bret Heinrich is President of the Association of Fundraising Professionals (AFP) St. Louis Regional Chapter and a certified fundraising executive. He is Director of Advancement with the OASIS Institute where he guides national fundraising strategy. Prior to his 17 years of service with OASIS, Bret was a partner with The Laurasian Institution, a non-profit promoting cultural exchange between the U.S. and Japan.

In addition to providing leadership to the AFP St. Louis Regional Chapter, Bret has served at the international level with AFP as a member of the Diversity Arts Showcase Task Force, and was a contributor to the redrafting of AFP's definition of diversity, which was adopted by AFP International. Bret has had the honour of presenting at the AFP International conference on numerous occasions, and has represented AFP at the Fundraising Institute Australia Conference. Bret is working with AFP International leadership and leadership at Washington University in St. Louis to explore the possibility of bringing the AFP International Advanced Diploma in Fundraising to St. Louis.

As a David Murray Fellow, Bret served as an Adjunct Instructor for Tokyo International College's inaugural summer semester. He is currently an adjunct instructor in the non-profit management programs at Washington University and Webster University in St. Louis, Missouri. Bret is a Charity Channel contributing editor, and he has made numerous presentations for

University of Missouri, St. Louis; Lindenwood University, the St. Louis Planned Giving Council, and the American Society on Aging. Bret is an ordained minister through the General Council of Christian Churches. He earned a Master of Fine Arts degree in theatre performance from Western Illinois University and a Bachelor of Arts in English with secondary certification from Eureka College. Bret and his wife, Anne, have three children and reside in Kirkwood, Missouri.

Andrew Watt, FlnstF - Ex-Officio w/ Vote

Andrew Watt, FlnstF, is president and chief executive officer of the Association of Fundraising Professionals (AFP), the professional association of individuals and organizations responsible for generating philanthropic support for nonprofits. *The NonProfit Times* has also acknowledged Andrew as one of the Top 50 Most Influential People in Philanthropy in 2013.

AFP is the largest community of fundraising professionals in the world and has 30,000 individual members and over 1,000 not-for-profit organizational members in more than 200 chapters around the globe. In his role, Andrew serves on the board of directors for AFP, the AFP Foundation for Philanthropy and the AFP Foundation for Philanthropy–Canada, and also leads the association’s professional staff in Arlington, Va.; Toronto, Ontario and Mexico City.

Andrew joined AFP as vice president for international development in 2006 and was promoted to chief programs officer in 2008, where he led the Membership and Professional Advancement Divisions of AFP. He also served on the AFP Executive Team that is responsible for the day-to-day operational decisions of the association.

From 1993–2005, Andrew was employed by the Institute of Fundraising in the United Kingdom, a professional membership organization for fundraising professionals. He served in several capacities there, ultimately as deputy chief executive. In 2006, Andrew was made an Honorary Fellow of the Institute of Fundraising in recognition of his extraordinary service to the profession.

Andrew has been a strong proponent of the value of the nonprofit community and fundraising throughout his career. Viewing nonprofits as a critical interface between the public and government, he has long emphasized the importance of forging strong consensus-based coalitions both within the philanthropic community and between the public and private sectors that demonstrate the value and impact of charities and their work.

Andrew has served as both a volunteer and board member of many nonprofit organizations. He is currently chairman of the American Friends of Winchester College and an adjunct faculty member of St. Mary’s University of Minnesota where he teaches on the globalization of philanthropy.

Andrew is a graduate of the University of Edinburgh and is married with two children.

AFP Officers**Patrick J. Feeley, MBA, CFRE – Chair**

Pat Feeley recently joined Caron Treatment Centers, in June 2013, as the new Executive Vice President and Chief Development Officer.

Pat comes to Caron after serving from 2007 to 2013 on the senior management team of the Development Department at The Children’s Hospital of Philadelphia, (CHOP). Pat served as Associate Vice President for Individual and Principal Giving overseeing the areas of major gifts, planned gifts, and capital support. He also served as Assistant Vice President for Institutional and Event Fundraising, responsible for the corporate, foundation, cause marketing and special event teams at the Hospital.

Prior to working for this pediatric institution, Pat was Director of Corporate and Foundation Relations from 2002 to 2007 with La Salle University. He was an integral part of the team during the Shoulder to Shoulder Campaign which resulted in the building of a new science center at the University.

Before La Salle, Pat worked from 1993 to 2002 in several fundraising and management positions with Junior Achievement. He successfully managed a capital campaign to build a new educational facility for the Philadelphia chapter. Pat’s experience with Junior Achievement also included leading the Berks County chapter as President in the mid 90s.

Pat earned a BA in History from Millersville University, MBA from La Salle University and received a Certified Fundraising Executive (CFRE) designation from CFRE International.

Pat is a frequent instructor for Temple University’s Event Leadership Certificate Program and La Salle University’s Non Profit Center. He is a Vice Chair of the board of the Clean Air Council, and serves as Chair-Elect for the Association of Fundraising Professionals International.

Ann Hale, MA, CFRE – Chair-Elect

Ann Hale, MA, CFRE, has lived in Anchorage, Alaska since the age of four. She is a graduate of Bartlett High School and earned a B.S. in Public Relations from the University of Utah in Salt Lake City.

Ann has been Advancement Director at the Anchorage Museum since June 2012 where she is responsible for planning and implementing all aspects of fundraising and membership for Alaska largest museum.

After three years of working in the advertising field, Ann began her career in fund raising and development at Providence Alaska Foundation where she worked for five years. She then served as Director of Development at the Alaska Center for the Performing Arts from 1997 to

2002, as Director of University Advancement at Alaska Pacific University from 2002 to 2009, and Chief Development Officer at Big Brothers Big Brothers of Alaska from 2010 to May 2012. Ann is a Past President of the Association of Fundraising Professionals - Alaska Chapter, and is a member of the AFP International Board of Directors representing AFP's 30,000 members across the globe. For the past year, she has served as Secretary of the Board and is a member of the AFP Executive Committee. In 2011 and 12 she was Vice Chair of Membership Services. Previously she held many other volunteer roles at both the local and international levels for AFP.

She received her Certified Fundraising Executive (CFRE) designation in September of 2001 and holds a Master's Degree in Philanthropy and Development from St. Mary's University of Minnesota. In 2001, she was honored with receiving AFP Alaska Chapter's Outstanding Development Professional Award for 2001.

Bob Carter, CFRE – Immediate Past Chair

Bob Carter, CFRE is a consultant with significant expertise in local, national and international fundraising, Bob Carter has faced complex problems and opportunities and found ways to be successful in nearly every case. Bob established Of Counsel Philanthropy in 2010 and is now President and CEO of Bob Carter Companies LLC.

Bob concentrates on building dynamic teams to deliver specific services that meet the unique needs of charities and donors. He works with complex regional, national and international organizations and institutions to design specific strategies, based on individual cultural realities, to maximize positive outcomes. His service as member and chair of numerous not-for-profit boards lends firsthand experience to his governance counsel.

Bob's experience includes a 26-year career with Ketchum (including 15 years as President), one of the largest firms in the fundraising industry, and serving as Senior Advisor to Changing Our World and Omnicom Nonprofit Group.

A graduate of Johns Hopkins University, Bob has published articles in several professional journals and frequently serves as a lecturer and presenter for Columbia University's Masters in Philanthropy Management program, the Council for Advancement and Support of Education (CASE), the Association of Fundraising Professionals (AFP), and the Association for Healthcare Philanthropy (AHP).

Bob Carter is the current Chair for the Association of Fundraising Professionals (AFP) International Board of Directors, and he has served as first chair of their Industry Partners Council. He also serves on the board of directors for: the National Aquarium (Chair), The Center for Philanthropy at Indiana University, and The Mote Marine Laboratory (Chair Emeritus). He is a member of the USA Advisory Board of PlaNet Finance, a microfinance organization headquartered in Paris with global operations.

Prior to joining Ketchum in 1981, Bob served as Vice President for University Relations at The Catholic University of America; Director of Development for Arts and Sciences and Engineering, and Associate Director of Annual Giving at The Johns Hopkins University; and Assistant to the Headmaster at the Gilman School in Baltimore. After graduating from The Boys' Latin School in Baltimore, Bob taught there and organized the school's development office.

Bob and his wife, Carol, live in Anna Maria, Florida. His sons, Travis and Trent, and their families live in Naples, Florida.

Joseph K. Goepfrich, CFRE – Treasurer

Joe Goepfrich, CFRE, was recently named the Executive Director for the Child & Family Services of Southwestern Michigan, Inc. Previously, he was the Chief Development Officer where he implemented a fundraising plan that increases contributed revenue within 5 years to meet annual agency needs through enlarging and diversifying the donor base, with a primary focus on increased community giving, and a secondary focus on increased major gifts, increased private foundation, corporate and corporate foundation support; enhanced long term stewardship and donor recognition; and a focus on working towards an endowment while also continuing to raise funds for annual operations. Joe managed the day-to-day fundraising at CFSSWMI, including database management and agency fundraising reports. He works effectively with team members and peers on fundraising related projects, including special events and work related audits. Joe leads participation of agency in the annual United Way campaign.

Previously, Joe was the Vice President for Development at the Marshall County Community Foundation. While there he managed and directed all aspects of the development process including fund and donor development, major gifts, planned giving, special events, marketing and communications, donor support, database and records management, grants, volunteer management, and administration. He attracted and sustained resources to support the MCCF mission of serving all of Marshall County through the growth and administration of endowment funding and philanthropy. Joe recommended development policies and procedures to the President and CEO with the goal of building a development program that demonstrates the highest standards of professionalism and ethical conduct.

Joe also worked with the Purdue University North Central in Indiana as the Vice Chancellor for Advancement. He provided leadership, vision and strategic planning for the institutional advancement program. Planned, organized and implemented general and specific strategies for university and college based campaigns, annual and special campaigns, alumni and non-alumni campaigns, and individual and organizational campaigns to cultivate gifts from individuals, business and foundations. He maintained regular contact with university officials, alumni, and community leaders to identify major institutional development goals and directed the preparation of fund raising proposals, special and routine campaign literature, solicitation materials and donor acknowledgement letters.

Joe is actively engaged as a volunteer currently serving on the Executive Committee of the Association of Fundraising Professionals (AFP) International Board of Directors and is the Vice Chair of Membership Services, on the AFP Finance Committee. Joe has led the AFP membership services division as chair of the Membership/Chapter Services Committee and many other committees with AFP, and is very involved with the Diversity and Inclusion Committee and Conference that was held in October 2013.

Joshua R. Newton, CFRE – Secretary

Josh Newton, a leading philanthropy executive having a strong background both in higher education and health care philanthropy. He is the President of the UCONN Foundation where his term became effective in September 2013.

Previously as Vice President for University Development at Emory University, where he was the driving force behind Emory's successful seven year, \$1.7 billion effort that ranks as the largest fundraising effort in the school's history. Prior assignments at Emory included assistant vice president for health sciences development and senior associate vice president for arts and sciences development. During his tenure, giving to the arts and sciences increased from an average of \$46 million for the seven years prior to the campaign to more than \$160 million during the campaign period. In his role at Emory, Josh has development and alumni relations oversight for six schools of the University (Oxford College, Emory College of Arts & Sciences, Goizueta Business School, Emory Law School, Candler School of Theology, and the Laney Graduate School), as well as the central units of the University (Emory Center for Ethics, University Libraries, Michael C. Carlos Museum, and Campus Life and Athletics).

His higher education experience also includes almost five years at Converse College in Spartanburg, SC, where he served as Executive Director of Development and was responsible for their \$75 million campaign. Prior to Converse, Josh worked for Presbyterian Hospital Foundation in Charlotte, NC, as Director of Major Gifts.

Josh is a member of Association of Fundraising Professionals (AFP), having served as President of the Greater Atlanta Chapter during 2007. In January of 2008 he was elected to the AFP International Board, where he currently serves as Vice Chair for External Relations. Josh also served on the board of directors for Theatrical Outfit and The Names Project Foundation/AIDS Memorial Quilt, both based in Atlanta, GA. Josh has earned the designation of Certified Fund Raising Executive (CFRE) and is a member of the Council for the Advancement and Support of Education (CASE) District III. He is also an active member of Sacred Heart Catholic Church, and the Midtown Atlanta Rotary Club.

Vivian Ann Smith, CFRE – Vice Chair, Membership Services

Vivian's commitment to providing highly effective, ethical and responsible services to the not-for-profit sector along with her flexibility, insight and more than 25 years of experience has led her to become one of the most respected and sought-after consultants in western Canada. She is the President of Liberty Quest Enterprises, Inc.

Vivian's strategic approach to fundraising, combined with a passion for philanthropy, means a winning track record in support of a wide range of charitable causes including education, youth, sports, social services, health care and arts and culture. Significant experience in major campaigns with over \$75 million in cumulative goals. Extensive understanding and knowledge of not-for-profit business models and organizational development.

A true believer in giving back, Vivian lends her energy and expertise as a volunteer, trainer and mentor. She is active in the Association of Fundraising Professionals (AFP), giving her time to a number of international committees as well as to AFP Vancouver. She volunteers for the Volunteer Leadership Development Program, a board development initiative of Vantage Point that provides mentorship and training to senior staff and board members of not-for-profit organizations throughout British Columbia. Vivian is a Master Trainer with AFP, and a co-trainer for AFP's international Faculty Training Academy.

Vivian's expertise spans the realm of the charitable sector from major capital campaigns to the creation and execution of organization-specific annual fund development programs, from organizational analysis and development to strategic planning, making her a sought-after speaker, trainer and coach.

Daryl Upsall, FInstF – Vice Chair, Professional Advancement

Daryl Upsall has over 30 years of experience of successfully founding and managing fundraising, communications and advocacy operations for NGOs in some 48 countries. He is known around the world for his leadership and innovation in fundraising.

As International Fundraising Director for Greenpeace International, based in Amsterdam for seven years, he was responsible for turning around Greenpeace's global income, doubling the global net income whilst raising more than \$1 billion for the environment in the process. It was at this time his team invented Face to Face Fundraising in Austria before rolling it out across 26 countries. He started raising funds online in 1994 and is recognized as a world expert on integrating new media in fundraising, campaigning and communications.

He completed his studies in Social and Political Science at Cambridge University whilst being a student political leader. He started his career working for the Nicaragua Solidarity Campaign in the early 1980s followed by working as Head of Campaigns, Communications and Fundraising at

the development NGO War on Want during which the first major campaigns on ending the Third World Debt were launched.

In 1990 he launched the first professional fundraising for HIV/AIDS in Europe and has had a successful career in lobbying and advocacy for development NGOs, women's rights, advocacy organizations, and liberation movements. He has worked with Presidents such as Nelson Mandela (South Africa), Lula da Silva (Brazil), Daniel Ortega (Nicaragua), José María Figueres (Costa Rica) celebrities such as Elton John, Harold Pinter, Julie Christie, Queen and numerous other world leaders and international celebrities.

Daryl leads an international consultancy, Daryl Upsall Consulting International SL (DUCI) based in Spain, with associates worldwide, whose clients include many of the world's leading NGOs and UN agencies. In Spain he is the co-owner and founder of the leading face to face fundraising, telephone fundraising and corporate social responsibility agencies, owns the non profit sector recruitment website www.globalcharityjobs.com. His group of agencies has around 900 staff working on fundraising in Spain and approximately 90% of the main fundraising NGOs are clients in Spain. They have raised over 250m Euros for Spanish charities over the last 8 years, In April 2009 he opened a new company "International Fundraising" undertaking face-to face fundraising in Italy, Portugal, Mexico, Brazil, Argentina, Chile and South Africa. In 2010 he opened a telephone fundraising call centre for Latin America based in Argentina.

Daryl is a regular speaker at international conferences having spoken frequently in fundraising national conventions in the USA, Canada, Mexico, East Africa, India, Denmark, Holland, Ireland, Scotland, Sweden, Denmark, France, Brazil, Belgium, Italy, Spain, Kenya etc. Daryl serves as a volunteer country ambassador and previously on the IFC Advisory Board for the Resource Alliance, a member of the Association of Professional Fundraisers (AEF) in Spain and the Institute of Fundraising (UK), AFP (USA) and is former Board member and former Board Chair of EUConsult. In June 2010 Daryl was granted one of the highest levels of recognition in the UK for his contribution to the fundraising world by being elected as a "Fellow" of the Institute of Fundraising. In August 2011 he was elected to the International Board of the Association of Fundraising Professionals.

Martha H. Schumacher, ACFRE – Vice Chair, External Relations

Martha H. Schumacher, ACFRE (Advanced Certified Fundraising Executive), is President of Hazen Inc. Hazen provides comprehensive fundraising counsel for nonprofit organizations around the world, specializing in campaign and major gift strategy, solicitation and training; board, staff and organizational development; and development planning. She has worked with and within nonprofit organizations for 25 years.

Martha's current and recent clients include the American Red Cross, National Aquariums in Washington DC and Baltimore, Epilepsy Foundation, The Humane Society of the United States,

and Best Buddies International. Before launching Hazen, she led the Defenders of Wildlife fundraising team as Vice President for Development.

The Association of Fundraising Professionals Washington DC Chapter (AFP/DC) recently named Martha as the Outstanding Professional Fundraiser of the Year. She currently serves on the AFP International Board of Directors and was the AFP/DC president in 2002. Martha is an active member of the AFP International Development Committee, currently the Chair of the PAC Board and serves on the Foundation Committee on Directorship.

Susan Earl Hosbach, CFRE – Vice Chair, US Resource Development

Susan Earl Hosbach, CFRE joined PearlPoint Cancer Support (formerly The Minnie Pearl Cancer Foundation) in August, 2008. As the CEO, Susan is responsible for overall leadership and strategic direction, as well as leading all fundraising and community relations initiatives.

For three years prior, she was Vice President, Development & Marketing for Cheekwood Botanical Garden & Museum of Art. The prior ten years, Susan was Vice President, Resource Development for Boys & Girls Clubs of Middle Tennessee and Vice President, External Relations for Second Harvest Food Bank. She has over 21 years of non-profit fundraising and marketing experience in Nashville.

Susan served on the Association of Fundraising Professionals (AFP) International Board of Directors from 2001-2006, serving as Vice Chair for both the Membership Services and External Relations divisions. Currently she serves on the board of the AFP Foundation for Philanthropy as Chair-Elect. In 2011, Susan received AFP's highest volunteer honor as the Barbara Marion Leadership Award recipient. She is a past president of the AFP Nashville Chapter. In 2002, Susan was named the Fundraising Executive of the Year by AFP Nashville Chapter.

A frequent instructor on a variety of fundraising and board development topics, Susan is a community leader. She was named as one of the Nashville Business Journal's 2011 Women of Influence and a 2012 Woman to Watch by the Nashville Medical News. She is a Leadership Franklin alumni and past chair of the Williamson County Library Foundation. A member of CABLE, she chaired the 24th Annual Nashville ATHENA Awards.

Scott Decksheimer, CFRE – Vice Chair, Canada Resource Development (Jan – June)

Scott Decksheimer, CFRE has worked in the non-profit field for more than 18 years and founded Nine Lions Development Consulting in 2004, a firm specializing in Campaign development and support; fund development program assessment and audit; major gift process reviews; and mentoring programs in fund development. Before moving to consulting, Scott was the Director of Fund Development at the Southern Alberta Institute of Technology (SAIT) in Calgary for four

years. At SAIT, he worked with his team of 20 to complete an \$80,000,000 campaign, which at the time was the largest fundraising campaign in southern Alberta history and the second largest in Alberta's history. That campaign surpassed its goal in the 44th month of a 60 month campaign.

Prior to joining SAIT, Scott was the Executive Director of The Kidney Foundation of Canada (Saskatchewan Branch) and Manager of Fund Development and Media Relations at the Canadian Diabetes Association, Saskatchewan Division. He has a wide array of experience including lotteries, moves management, alumni campaigns, foundations, direct mail, phone campaigns, events, planned giving, major gift and capital campaigns.

Scott remains active at the local and national levels of the Association of Fundraising Professionals (AFP). He currently serves as a Board Member of the AFP Foundation for Philanthropy Canada where he is the Chair, Association of Fundraising Professionals, and the Calgary Chamber of Voluntary Organizations. He was the founding President of the Saskatoon Chapter of AFP and was actively involved in the formation of the AFP Canadian Council

A more detailed summary of his AFP engagement follows: Association of Fundraising Professionals (AFP) August 1997 – present, currently serves as Chair of the AFP Foundation for Philanthropy Canada and a current member of the AFP International Board of Directors and a current member of the AFP International Executive Committee. Scott has served in numerous roles within the AFP Foundation for Philanthropy Canada, including Treasurer, EMC National Chair, Chapter Treasury Chair, Program Committee Task Force. He has co-chaired the AFP Calgary & Area Chapter 50th Anniversary event, a member of Advisory Committee for Banff Compass, co-chaired the 2007 National Philanthropy Day events with Calgary & Area Chapter, chaired the Every Member Campaign of the Calgary & Area and served on AFP Calgary & Area Chapter Board of Director and Executive. He serves on numerous International committees usually within the Membership Division. In 2004, led strategic plan development and implementation on behalf of the AFP Calgary Chapter Executive, founding member and Vice-Chair of the committee that developed and initiated the Mentorship Program within the AFP Calgary & Area Chapter, chaired the review of structure and framework for AFP in Canada which ultimately led to the creation of the AFP Canadian Council, Canada's voice of the fundraising profession, founding member of the AFP Canadian Council, chairing the communications committee, currently back on Canada Council as an ex officio member, member of Selection committee for 1999 International Outstanding Fundraising Professional and founded and served as the first President of the Saskatoon Chapter of AFP (then NSFRE) which included executive recruitment, member development and organization framework.

Scott has presented internationally on topics including "Developing Your Case for Support," "From Tin Cup to Fund Development," and "Fundraising Tactics for the Small Non-profit Organization." He is well known for his groundbreaking research with Tony Myers titled "Origins of Giving . . . Affairs of the Heart," which relates to the philanthropic interests of major gift donors and the roots of their philanthropic spirit. He has worked with a North American team of development professionals to create a program to teach the model for conversation

which he helped to develop. Scott has a public administration degree from the University of Saskatchewan.

Leah Eustace, ACFRE - Vice Chair, Canada Resource Development (July – December)

Leah is a ‘fundraiser’s fundraiser’ with a wide and varied background in charitable fund development. At Good Works, Leah has worked with name-brand clients such as the Canadian Red Cross, the Canadian Breast Cancer Foundation, the Kidney Foundation and the UN Refugee Agency Canada. Leah’s work with these clients focuses on direct marketing, donor research, social media and legacy marketing.

Prior to joining Good Works, Leah was Director of Development with the Canadian Parks and Wilderness Society, Corporate Development Director at the Aga Khan Foundation and Development Director of the Canada-U.S Fulbright Program.

Leah’s professional and community involvement includes being Past-President of the Ottawa Chapter of the Association of Fundraising Professionals, Chair-Elect of the AFP Foundation for Philanthropy-Canada, and Co-Chair of AFP’s Inclusive Giving Project. Leah holds a BA (Honours) from Trent University, and has a Master’s degree in International Relations from the University of Cambridge in the UK.

In 2014, Leah became the 101st person in the world to receive the ACFRE accreditation (and only the 8th in Canada). She was also honoured with the AFP Ottawa Chapter Outstanding Fundraising Executive Award earlier this year.