2021-2022 Member Firms
Talent Directory
2021-2022 Membership Directory

Committed to advancing philanthropy, together!

We believe that the size of your practice shouldn’t limit your access to information, resources and a national network of colleagues. Our mission at APC is simple, we want to elevate the practice and business of philanthropic consulting so that both your business and your clients thrive!
a. von schlegell & co.
Abbie J von Schlegell
83 Hancock Rd, Pittsfield, MA 01201-3152
abbie@abbievonschlegell.com
(410) 908-9068
Member since 2012
Total Number of Consultants 1

GENERAL FUNDRAISING
Major Gifts
Planned Gifts

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies
Campaign Planning
Comprehensive Campaign Management
Other Special purpose

BOARD SUPPORT
Development, Governance, Retreats, Training
Strategic Planning
Organizational Development

FUNDRAISING SUPPORT/ANALYTICS
Prospect Research
Volunteer Management

OTHER SERVICES
Interim Organization and Fundraising Leadership

EXPERTISE
All Nonprofits
Art Museums
Community Foundations
Foundations
Environments
Historical Societies
Human Services
Libraries
Performing Arts
Religious/Faith-Based
Social Services

GEOGRAPHIC AREAS SERVED
National
Northeast
Other Massachusetts
Advancement Advisors
Maureen Mahoney Hill, CFRE
70 Chapel Ridge Place
Pittsburgh, PA 15238
maureen@advancementadvisorsgroup.com
(412) 780-4708
Member Since 2019
Total Number of Consultants 3

GENERAL FUNDRAISING
Major Gifts
Planned Gifts
Other Development audits, development plans

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies
Campaign Planning
Comprehensive Campaign Management

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus
Proposal Writing/Editing
Social Media

BOARD SUPPORT
Development, Governance, Retreats, Training

FUNDRAISING SUPPORT/ANALYTICS
Data/Trend Analytics
Fundraising Productivity
Prospect Research
Program Evaluation
Donor Management Software
Donor Retention

OTHER SERVICES
Interim Organization and Fundraising Leadership
Executive/Leadership Coaching
Program Evaluation
Direct Mail and Acquisition Mailings

EXPERTISE
All Nonprofits
Art Museums
Associations
Healthcare/Hospitals
Civil Rights/BIPOC
Foundations
Environments
Historical Societies
Human Services
Libraries
LGBTQIA
Performing Arts
Religious/Faith-Based

GEOGRAPHIC AREAS SERVED
Other Southwestern Pennsylvania
GENERAL FUNDRAISING
Major Gifts
Planned Gifts

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies
Campaign Planning
Comprehensive Campaign Management

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus

BOARD SUPPORT
Development, Governance, Retreats, Training

FUNDRAISING SUPPORT/ANALYTICS
Fundraising Productivity
Prospect Research
Program Evaluation
Donor Management Software

OTHER SERVICES
Interim Organization and Fundraising Leadership
Executive Search
Executive/Leadership Coaching
Program Evaluation
Direct Mail and Acquisition Mailings

EXPERTISE
Associations
Healthcare/Hospitals
Colleges/Universities
Community Foundations
Foundations
Human Services
Performing Arts
Social Services

GEOGRAPHIC AREAS SERVED
National
Midwest
Betty Johnson & Associates

Betty Johnson & Associates
Betty Johnson, CFRE
5903 Longleaf Circle
Lawrence, KS 66049
bettyjohnsonassociates@yahoo.com
(785) 313-3632
Member Since 2008
Total Number of Consultants 1 with additional needed per project

GENERAL FUNDRAISING
Major Gifts
Planned Gifts

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies
Campaign Planning
Comprehensive Campaign Management

BOARD SUPPORT
Development, Governance, Retreats, Training
Strategic Planning
Other Strategic Doing

FUNDRAISING SUPPORT/ANALYTICS
Other Development Audits

EXPERTISE
All Nonprofits
Art Museums
Associations
Healthcare/Hospitals
Community Foundations
Historical Societies
Human Services
Libraries
Religious/Faith-Based
Social Services

GEOGRAPHIC AREAS SERVED
Midwest
Bristol Strategy Group
Ellen G. Bristol
1100 SW 130th Ave., Suite H-411
Pembroke Pines, FL 33027
ellen@bristolstrategygroup.com
(786) 554-2666
Member since 2018
Total Number of Consultants 1 staff, 4 subcontractors

GENERAL FUNDRAISING
Other Fundraising Strategy, Operations, Performance Management

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies
Other Staff productivity assessments; database analysis

COMMUNICATIONS & MARKETING
Positioning and Branding

BOARD SUPPORT
Development, Governance, Retreats, Training
Strategic Planning
Organizational Development

FUNDRAISING SUPPORT/ANALYTICS
Data/Trend Analytics
Fundraising Productivity
Team Building
Donor Management Software
Donor Retention

OTHER SERVICES
Executive/Leadership Coaching

EXPERTISE
All Nonprofits

GEOGRAPHIC AREAS SERVED
National
Other Occasional international projects
Capstone Advancement Partners
Brigitte Roufail Peck
PO Box 18993
Atlanta, GA 31126
bpeck@capstoneadvancementpartners.com
(404) 798-4671; (800) 766-1930
Member since 2009
Total Number of Consultants 1

GENERAL FUNDRAISING
Major Gifts
Planned Gifts
Grant Writing Research – Private Support
Other Comprehensive Development Plans

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies
Campaign Planning
Comprehensive Campaign Management

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus
Proposal Writing/Editing
Other Development communications - narratives, solicitations

BOARD SUPPORT
Development, Governance, Retreats, Training
Organizational Development
Other strategic development planning (not organizational)

FUNDRAISING SUPPORT/ANALYTICS
Prospect Research
Program Evaluation

OTHER SERVICES
Interim Organization and Fundraising Leadership
Executive/Leadership Coaching

EXPERTISE
Community Foundations
Foundations
Human Services
Social Services
Other Continued Care Retirement Communities

GEOGRAPHIC AREAS SERVED
Southeast
Carter
Steve Higgins
2145 14th Avenue, Suite 26
Vero Beach, FL 32960
info@carter.global
(941) 388-3414
Member since 2019
Total Number of Consultants 45

GENERAL FUNDRAISING
Major Gifts
Planned Gifts
Grant Writing Research – Private Support
Grant Writing Research – Govt Support
Event Planning

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies
Campaign Planning
Comprehensive Campaign Management

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus
Communication Audits

BOARD SUPPORT
Development, Governance, Retreats, Training
Strategic Planning
Organizational Development

FUNDRAISING SUPPORT/ANALYTICS
Prospect Research
Program Evaluation
Volunteer Management
Team Building
Donor Management Software
Donor Retention

OTHER SERVICES
Interim Organization and Fundraising Leadership
Executive/Leadership Coaching
Program Evaluation

EXPERTISE
All Nonprofits

GEOGRAPHIC AREAS SERVED
International
National
Carter Consulting Group LLC
Julie Carter
2916 Dartmouth Road, Suite 200
Alexandria, VA  22314
juliecarter2@me.com
(703) 956-0097
Member since 2011
Total Number of Consultants 1 principal, 2 project based

GENERAL FUNDRAISING
Major Gifts
Planned Gifts

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies
Campaign Planning
Comprehensive Campaign Management

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus

BOARD SUPPORT
Development, Governance, Retreats, Training
Strategic Planning

FUNDRAISING SUPPORT/ANALYTICS
Data/Trend Analytics
Donor Management Software

OTHER SERVICES
Interim Organization and Fundraising Leadership

EXPERTISE
Associations
Historical Societies
Performing Arts
Other Public Policy / Advocacy

GEOGRAPHIC AREAS SERVED
National
Other DC region/national organizations HQ'd here
DMGroupConsulting
Diana Marquis, CFRE
1408 N. Riverfront Blvd., #245
Dallas, TX 75207
diana@dmgroupconsulting.com
(214) 557-5129
Member since 2021
Total Number of Consultants 1

GENERAL FUNDRAISING
Major Gifts
Event Planning
Other organization assessment, coaching

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus

BOARD SUPPORT
Development, Governance, Retreats, Training
Organizational Development

FUNDRAISING SUPPORT/ANALYTICS
Fundraising Productivity
Donor Retention

OTHER SERVICES
Executive/Leadership Coaching

EXPERTISE
Human Services
Performing Arts
Social Services
### Dwyer Philanthropy

**Sheila D Schwartz**  
697 Stoneridge Drive  
Adrian, MI 49221  
sschwartz@dwyerphilanthropy.com  
(517) 403-2512  
Member since 2017  
Total Number of Consultants 1

<table>
<thead>
<tr>
<th>GENERAL FUNDRAISING</th>
<th>OTHER SERVICES</th>
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<tbody>
<tr>
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<td>Planned Gifts</td>
<td>Executive/Leadership Coaching</td>
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<tr>
<td>Online Fundraising/Platforms</td>
<td>Direct Mail and Acquisition Mailings</td>
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<td>Event Planning</td>
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<thead>
<tr>
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<tr>
<td>Feasibility Planning/Studies</td>
<td>All Nonprofits</td>
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<tr>
<td>Campaign Planning</td>
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<td>Comprehensive Campaign Management</td>
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<td>Other Private Family Foundation Planning/Succession Planning</td>
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<table>
<thead>
<tr>
<th>COMMUNICATIONS &amp; MARKETING</th>
<th>GEOGRAPHIC AREAS SERVED</th>
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<tbody>
<tr>
<td>Writing Case Statements/Prospectus</td>
<td>International</td>
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<tr>
<td>Positioning and Branding</td>
<td>National</td>
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<tr>
<td>Public Relations</td>
<td>Other Michigan &amp; Ohio</td>
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<tr>
<td>Graphic Design</td>
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<thead>
<tr>
<th>BOARD SUPPORT</th>
<th>FUNDRAISING SUPPORT/ANALYTICS</th>
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<tr>
<td>Development, Governance, Retreats, Training</td>
<td>Data/Trend Analytics</td>
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<td>Strategic Planning</td>
<td>Fundraising Productivity</td>
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<td>Team Building</td>
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<td></td>
<td>Donor Management Software</td>
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<td>Donor Retention</td>
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</tbody>
</table>
Dynamic Development Strategies, LLC
Michelle Crim, CFRE
5100 Oak Mill Drive Fort Worth, TX 76135
mcrim@dynamicdevelopmentstrategies.com
(682) 273-0320
Total Number of Consultants 3

GENERAL FUNDRAISING
Annual Campaigns
Grant Writing Research – Private Support

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus
Proposal Writing/Editing

BOARD SUPPORT
Development, Governance, Retreats, Training
Strategic Planning
Organizational Development

FUNDRAISING SUPPORT/ANALYTICS
Fundraising Productivity
Prospect Research
Team Building
Donor Management Software
Donor Retention

OTHER SERVICES
Interim Organization and Fundraising Leadership
Executive Search
Executive/Leadership Coaching
Grantmaking – Family Foundations
Direct Mail and Acquisition Mailings

EXPERTISE
Art Museums
Healthcare/Hospitals
Colleges/Universities
Community Foundations
Human Services
Social Services

GEOGRAPHIC AREAS SERVED
Other Texas
Eskin Fundraising Training
Jim Eskin
10410 Pelican Oak Dr.
San Antonio, Texas 78254-6727
jeskin@aol.com
(210) 415-3748
Member since 2021
Total Number of Consultants 1

GENERAL FUNDRAISING
Major Gifts
Other Fundraising Training for staff, board members and other volunteers

CAPITAL & COMPREHENSIVE CAMPAIGNS
Other Fundraising training -- making the ask

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus

BOARD SUPPORT
Development, Governance, Retreats, Training

OTHER SERVICES
Executive/Leadership Coaching

EXPERTISE
All Nonprofits

GEOGRAPHIC AREAS SERVED
Other TX
Formula for Fundraising
Diana V. Hoyt
PO Box 10779
Phoenix, AZ 85064
diana@formulaforfundraising.com
Office (800) 752-3100; Cell (602) 722-3624
Member since 2019
Total Number of Consultants 1

GENERAL FUNDRAISING
Major Gifts
Online Fundraising/Platforms

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus

BOARD SUPPORT
Development, Governance, Retreats, Training
Strategic Planning

FUNDRAISING SUPPORT/ANALYTICS
Donor Management Software
Donor Retention
Other Donor Database Assessment & Implementation

OTHER SERVICES
Executive/Leadership Coaching

EXPERTISE
Healthcare/Hospitals
Colleges/Universities
Foundations
Environments
Historical Societies
Human Services
Libraries
Social Services
Other Animal Welfare

GEOGRAPHIC AREAS SERVED
National
West
Innovative Resources Group, Inc,
Beth N. Hershenhart
11 Round Table Rd.
Saratoga Springs, NY 12866
beth@innovativeresourcesgroup.com
(518) 225-4057
Member since 2008
Total Number of Consultants 5

GENERAL FUNDRAISING
Major Gifts
Planned Gifts
Grant Writing Research – Private Support
Online Fundraising/Platforms
Other Communications and creative services

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies
Campaign Planning
Comprehensive Campaign Management

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus
Proposal Writing/Editing
Communication Audits
Positioning and Branding
Public Relations
Graphic Design

BOARD SUPPORT
Development, Governance, Retreats, Training
Strategic Planning
Organizational Development

FUNDRAISING SUPPORT/ANALYTICS
Fundraising Productivity
Prospect Research
Volunteer Management
Team Building
Donor Management Software
Donor Retention

OTHER SERVICES
Interim Organization and Fundraising Leadership
Executive/Leadership Coaching
Grantmaking – Family Foundations

EXPERTISE
All Nonprofits
Art Museums
Associations
Healthcare/Hospitals
Colleges/Universities
Community Foundations
Foundations
Environments
Historical Societies
Human Services
LGBTQIA
Performing Arts
Religious/Faith-Based
Social Services

GEOGRAPHIC AREAS SERVED
Northeast
Other California
K2 Consulting Group
Kathy Kraas
5428 Bromely Drive
Oak Park, CA 91377
Offices in LA and Chicago
kkraas@reachk2.com
(310) 756-7714; (312) 420-9978
Member since 2008
Total Number of Consultants 1 full time, rest on contracts

GENERAL FUNDRAISING
Major Gifts
Other Board development

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies
Campaign Planning
Comprehensive Campaign Management

COMMUNICATIONS & MARKETING
Positioning and Branding

BOARD SUPPORT
Development, Governance, Retreats, Training

FUNDRAISING SUPPORT/ANALYTICS
Fundraising Productivity
Prospect Research
Volunteer Management
Donor Retention

OTHER SERVICES
Interim Organization and Fundraising Leadership
Executive/Leadership Coaching

EXPERTISE
All Nonprofits
Associations
Civil Rights/BIP OC
Colleges/Universities
Foundations
Environments
Human Services
Performing Arts
Social Services
Other Environmental Coalitions

GEOGRAPHIC AREAS SERVED
International
National
Northeast
Midwest
Southeast
Plains States
Pacific Northwest
West
Other California
Kenda Lovecchio Consulting  
Kenda Lovecchio  
2005 Tall Chief  
Leander, TX 78641  
kendalovecchio@outlook.com  
(773) 860-0377  
Member since 2021  
Total Number of Consultants 1

GENERAL FUNDRAISING  
Annual Campaigns  
Major Gifts  
Grant Writing/Research – Private Support  
Online Fundraising and Platforms (e-Philanthropy)  
Event Planning

OTHER SERVICES  
Interim Organization and Fundraising Leadership  
Executive/Leadership Coaching  
Grantmaking – Family Foundations  
Direct mail and Acquisition Mailings

CAPITAL & COMPREHENSIVE CAMPAIGNS  
Feasibility Planning/Studies  
Campaign Planning  
Comprehensive Campaign Management

EXPERTISE  
All Nonprofits  
Art Museums  
Environments  
Performing Arts

COMMUNICATIONS & MARKETING  
Writing Case Statements/Prospectus  
Proposal Writing/Editing

GEOGRAPHIC AREAS SERVED  
National

BOARD SUPPORT  
Development, Governance, Retreats, Training

FUNDRAISING SUPPORT/ANALYTICS  
Fundraising Productivity  
Team Building  
Donor Management Software  
Donor Retention  
Other Membership Programs
Leadership Design Alliance
Michelle Sherbun
1409 Burr Oak Rd., Suite 111A
Hinsdale, IL 60521
michelle@michellesherbun.com
(708) 638-1974
Member since 2013
Total Number of Consultants 1 plus multiple subcontractors

<table>
<thead>
<tr>
<th>GENERAL FUNDRAISING</th>
<th>OTHER SERVICES</th>
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<tbody>
<tr>
<td>Other Executive Coaching and Organizational Development</td>
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<td>Development</td>
<td>Other Consultant Coaching and Leadership Development</td>
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<th>BOARD SUPPORT</th>
<th>EXPERTISE</th>
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<td>Development, Governance, Retreats, Training</td>
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<td>Other Leadership Development</td>
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<th>FUNDRAISING SUPPORT/ANALYTICS</th>
<th>GEOGRAPHIC AREAS SERVED</th>
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<tr>
<td>Team Building</td>
<td>National</td>
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</table>
Loring, Sternberg and Associates

Dave Sternberg, CFRM, Founding Partner
7557 Hoover Rd
Indianapolis, IN 46260
dave@loringsternberg.com
(317) 506-7695
Member since 2020
Total Number of Consultants 5

GENERAL FUNDRAISING
Major Gifts
Online Fundraising/Platforms

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies
Campaign Planning
Comprehensive Campaign Management

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus
Social Media

BOARD SUPPORT
Development, Governance, Retreats, Training
Strategic Planning
Organizational Development
Other Board Fundraising Training and Support

FUNDRAISING SUPPORT/ANALYTICS
Data/Trend Analytics
Fundraising Productivity
Other Board Fundraising Training

OTHER SERVICES
Direct Mail and Acquisition Mailings

EXPERTISE
All Nonprofits
Art Museums
Associations
Healthcare/Hospitals
Community Foundations
Foundations
Environments
Historical Societies
Human Services
LGBTQIA
Military
Performing Arts
Social Services

GEOGRAPHIC AREAS SERVED
International
M. Gale & Associates
Missy Gale
3000 Race St, Ste 108
Fort Worth, TX 76111
info@MGaleAssociates.com
(888) 647-7942
Member since 2011
Total Number of Consultants 13

GENERAL FUNDRAISING
Major Gifts
Planned Gifts
Grant Writing Research – Private Support
Grant Writing Research – Govt Support

CAPITAL CAMPAIGNS
Feasibility Planning/Studies
Campaign Planning
Comprehensive Campaign Management

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus
Proposal Writing/Editing

BOARD SUPPORT
Development, Governance, Retreats, Training
Strategic Planning
Organizational Development

FUNDRAISING SUPPORT/ANALYTICS
Data/Trend Analytics
Fundraising Productivity
Prospect Research
Program Evaluation
Volunteer Management
Team Building
Donor Management Software
Donor Retention

OTHER SERVICES
Interim Organization and Fundraising Leadership
Executive Search
Executive/Leadership Coaching
Program Evaluation

EXPERTISE
All Nonprofits
Art Museums
Associations
Healthcare/Hospitals
Community Foundations
Foundations
Environments
Historical Societies
Human Services
Performing Arts
Religious/Faith-Based
Social Services

GEOGRAPHIC AREAS SERVED
Other North Texas
Mark Davy & Associates
Michael Davy
4035 Brookside Ave, Minneapolis, Minnesota 55416
michael@markdavyassociates.com
(952) 929-0444
Member since 2008
Total Number of Consultants 2

GENERAL FUNDRAISING
Major Gifts
Event Planning

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies
Campaign Planning
Comprehensive Campaign Management

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus
Communication Audits
Graphic Design
Social Media

BOARD SUPPORT
Development, Governance, Retreats, Training
Organizational Development

FUNDRAISING SUPPORT/ANALYTICS
Prospect Research
Program Evaluation
Donor Retention

OTHER SERVICES
Interim Organization and Fundraising Leadership
Executive Search

EXPERTISE
Art Museums
Healthcare/Hospitals
Colleges/Universities
Foundations
Human Services
Military
Religious/Faith-Based
Social Services

GEOGRAPHIC AREAS SERVED
Midwest
Melissa S. Brown & Associates, LLC
Melissa S. Brown
11804 SE 15th St
Vancouver, WA 98683
msbrownllc@att.net
(317) 506-5651
Member since 2012
Total Number of Consultants 1

GENERAL FUNDRAISING
Grant Writing Research – Private Support
Other constituent surveys as an engagement tool

CAPITAL & COMPREHENSIVE CAMPAIGNS
Other I work with some APC firms to take feasibility interviews and create a report

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus
Proposal Writing/Editing
Social Media

FUNDRAISING SUPPORT/ANALYTICS
Data/Trend Analytics
Prospect Research
Program Evaluation
Donor Retention

OTHER SERVICES
Program Evaluation

EXPERTISE
All Nonprofits

GEOGRAPHIC AREAS SERVED
International
National
Fundraising with Impact

Michael D. Rubin & Associates
Michael Rubin, MBA, CFRE
230 Linden Avenue
St. Louis, MO 63105
michael@mdrubin.com
(314) 920-5996
Member since 2014
Total Number of Consultants 6

GENERAL FUNDRAISING
Major Gifts
Planned Gifts
Grant Writing Research – Private Support

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies
Campaign Planning
Comprehensive Campaign Management

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus
Proposal Writing/Editing
Communication Audits

BOARD SUPPORT
Development, Governance, Retreats, Training

FUNDRAISING SUPPORT/ANALYTICS
Data/Trend Analytics
Prospect Research

OTHER SERVICES
Interim Organization and Fundraising Leadership
Executive/Leadership Coaching

EXPERTISE
Art Museums
Associations
Healthcare/Hospitals
Civil Rights/BIPOC
Colleges/Universities
Foundations
Human Services
Military
Performing Arts
Religious/Faith-Based
Social Services

GEOGRAPHIC AREAS SERVED
National
Norton Philanthropic Counsel
Melanie J. Norton, CFRE, MBA
PO Box 47055
Indianapolis, IN 46247
Melanie@NortonCounsel.com
317-730-6540
Member since 2020
Total Number of Consultants 1 full time employee & 2 independent consultants

GENERAL FUNDRAISING
Annual Campaigns
Major Gifts
Planned Gifts

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies
Campaign Planning
Comprehensive Campaign Management
Other Priorities identification

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus
Proposal Writing/Editing

BOARD SUPPORT
Development, Governance, Retreats, Training
Strategic Planning
Organizational Development

FUNDRAISING SUPPORT/ANALYTICS
Fundraising Productivity
Program Evaluation
Volunteer Management
Team Building
Donor Retention
Other Major and planned gifts training

OTHER SERVICES
Interim Organization and Fundraising Leadership
Executive/Leadership Coaching
Program Evaluation

EXPERTISE
Colleges/Universities
Foundations
Education
Human Services
Libraries
Performing Arts
Religious/Faith-Based
Social Services

GEOGRAPHIC AREAS SERVED
Midwest
Other Broad Midwest although capacity for national, especially training via technology
Patti Ward, CFRE
Patricia Ward
21 Camino Loma Seco
Santa Fe, NM  87540
pawardcfre@gmail.com
(806) 236- 8343
Member since 2017

GENERAL FUNDRAISING
Grant Writing Research – Private Support
Other Creating Fund Development Plans

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies
Campaign Planning
Comprehensive Campaign Management

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus
Proposal Writing/Editing

BOARD SUPPORT
Development, Governance, Retreats, Training
Strategic Planning
Organizational Development

OTHER SERVICES
Grantmaking – Family Foundations

EXPERTISE
Foundations
Human Services
Performing Arts
Religious/Faith-Based
Social Services
Paul J. Strawhecker Inc.
Paul J. Strawhecker MPA, ACFRE
6901 Dodge Street
Omaha, NE 68132
ryan@pjstraw.com
(402) 556-5785
Member since 2008
Total Number of Consultants 12

GENERAL FUNDRAISING
Major Gifts
Planned Gifts
Grant Writing Research – Private Support
Grant Writing Research – Govt Support
Online Fundraising/Platforms
Event Planning

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies
Campaign Planning
Comprehensive Campaign Management

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus
Proposal Writing/Editing
Public Relations
Graphic Design
Social Media

BOARD SUPPORT
Development, Governance, Retreats, Training
Strategic Planning

FUNDRAISING SUPPORT/ANALYTICS
Prospect Research
Program Evaluation

OTHER SERVICES
Interim Organization and Fundraising Leadership

EXPERTISE
All Nonprofits
Healthcare/Hospitals
Foundations
Libraries
LGBTQIA
Military
Performing Arts
Religious/Faith-Based
Social Services

GEOGRAPHIC AREAS SERVED
National
Midwest
Plains States
GENERAL FUNDRAISING
Major Gifts
Planned Gifts

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies
Campaign Planning
Comprehensive Campaign Management

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus

BOARD SUPPORT
Development, Governance, Retreats, Training
Strategic Planning
Organizational Development
Other Campaign Training

FUNDRAISING SUPPORT/ANALYTICS
Fundraising Productivity
Prospect Research
Donor Retention

OTHER SERVICES
Executive Search
Executive/Leadership Coaching

EXPERTISE
All Nonprofits
Environments
Human Services
Libraries
LGBTQIA
Social Services

GEOGRAPHIC AREAS SERVED
Pacific Northwest
West
Other OR
Rylander Associates
Carole V. Rylander
6873 Blackwood Drive
Dallas, Texas 75231
carole@rylanderassociates.com
(214) 348-9086; (214) 236-1840
Member since 2008
Total Number of Consultants 2

GENERAL FUNDRAISING
Major Gifts
Planned Gifts
Grant Writing Research – Private Support

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies
Campaign Planning
Comprehensive Campaign Management

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus
Proposal Writing/Editing

BOARD SUPPORT
Development, Governance, Retreats, Training
Strategic Planning
Organizational Development

FUNDRAISING SUPPORT/ANALYTICS
Fundraising Productivity
Prospect Research
Team Building
Other Technology Analytics & Programming

OTHER SERVICES
Executive/Leadership Coaching
Other Meeting Design & Facilitation

EXPERTISE
All Nonprofits
Human Services
Religious/Faith-Based
Social Services
Other Sororities

GEOGRAPHIC AREAS SERVED
Other TX
Sharon Leighty & Co.
Sharon Leighty
61535 S Hwy 97 Ste. 5-655
Bend, OR 97702
sharon@sharonleightyconsulting.com
(541) 408-5060
Member since 2014
Total Number of Consultants 1

GENERAL FUNDRAISING
Major Gifts
Planned Gifts
Grant Writing Research – Private Support
Grant Writing Research – Govt Support
Other Capacity Building

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies
Campaign Planning
Comprehensive Campaign Management

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus
Proposal Writing/Editing

BOARD SUPPORT
Development, Governance, Retreats, Training
Organizational Development

FUNDRAISING SUPPORT/ANALYTICS
Fundraising Productivity
Prospect Research
Donor Management Software
Donor Retention

OTHER SERVICES
Grantmaking – Family Foundations
Direct Mail and Acquisition Mailings

EXPERTISE
All Nonprofits

GEOGRAPHIC AREAS SERVED
Other OR
Talem Consulting
Rachel Branaman
3815 Benton Ave
Richmond VA 23222
rachel@talemconsulting.com
(972) 998-2749
Member since 2019
Total Number of Consultants 9

GENERAL FUNDRAISING
Grant Writing Research – Private Support
Online Fundraising/Platforms
Other DEI in fundraising practices

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus
Proposal Writing/Editing
Communication Audits
Graphic Design
Social Media

BOARD SUPPORT
Development, Governance, Retreats, Training
DEIA Training
Strategic Planning
Organizational Development

FUNDRAISING SUPPORT/ANALYTICS
Fundraising Productivity
Prospect Research
Donor Management Software

OTHER SERVICES
Interim Organization and Fundraising Leadership
Executive/Leadership Coaching

EXPERTISE
Civil Rights/BIPOC
Human Services
Performing Arts
Religious/Faith-Based
Social Services

GEOGRAPHIC AREAS SERVED
National
The Rome Group
Dayna M. Stock
3101 Olive Street
St. Louis, MO 63101
dayna@theromegroup.com
(314) 533-0930
Member since 2008
Total Number of Consultants 8

GENERAL FUNDRAISING
Major Gifts
Planned Gifts
Grant Writing Research – Private Support
Grant Writing Research – Govt Support

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies
Campaign Planning
Comprehensive Campaign Management

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus

BOARD SUPPORT
Development, Governance, Retreats, Training
Strategic Planning
Organizational Development

FUNDRAISING SUPPORT/ANALYTICS
Data/Trend Analytics
Fundraising Productivity
Prospect Research
Donor Management Software
Donor Retention

OTHER SERVICES
Interim Organization and Fundraising Leadership
Executive/Leadership Coaching

EXPERTISE
Art Museums
Associations
Healthcare/Hospitals
Colleges/Universities
Foundations
Environments
Historical Societies
Human Services
Libraries
Performing Arts
Religious/Faith-Based
Social Services

GEOPGRAPHIC AREAS SERVED
Other St. Louis, MO
The Sheridan Group
David M. Coyne, CFRE
10116 Gates Avenue
Silver Spring, MD 20902
dcoyne@sheridangp.com
(703) 626-9899
Member since 2014
Total Number of Consultants 3

GENERAL FUNDRAISING
Major Gifts

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies
Campaign Planning
Comprehensive Campaign Management

EXPERTISE
Associations

GEOGRAPHIC AREAS SERVED
National
The Write Source, LLC
Diane M. Gedeon-Martin
583 Goodale Hill Rd, Glastonbury, CT 06033
diane@write-source.com
(860) 657-9734
Member since 2019
Total Number of Consultants 1

GENERAL FUNDRAISING
Grant Writing Research – Private Support
Grant Writing Research – Govt Support

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus
Proposal Writing/Editing

FUNDRAISING SUPPORT/ANALYTICS
Other Grantmaker research (different than prospect research)

EXPERTISE
All Nonprofits
Art Museums
Healthcare/Hospitals
Civil Rights/BIPOC
Colleges/Universities
Foundations
Environments
Historical Societies
Human Services
Libraries
Performing Arts
Religious/Faith-Based
Social Services

GEOGRAPHIC AREAS SERVED
National
Thread Strategies
Loree Lipstein
5619 Western Ave NW
Washington, DC 20015
Loree@threadstrategies.com
(202) 805-2585
Member since 2019
Total Number of Consultants 7

GENERAL FUNDRAISING
Major Gifts
Planned Gifts
Grant Writing Research – Private Support
Grant Writing Research – Govt Support
Online Fundraising/Platforms
Event Planning
Other

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus
Proposal Writing/Editing

BOARD SUPPORT
Development, Governance, Retreats, Training

FUNDRAISING SUPPORT/ANALYTICS
Data/Trend Analytics
Fundraising Productivity
Prospect Research
Donor Management Software
Donor Retention

EXPERTISE
All Nonprofits

GEOGRAPHIC AREAS SERVED
International
National
Yellow Brick Road Consulting
Anne Peyton
PO Box 300
S. Strafford, VT 05070
anne@yellowbrickroadconsulting.com
(802) 765-4743
Member since 2014
Total Number of Consultants 1

GENERAL FUNDRAISING
Major Gifts
Planned Gifts
Other development assessments

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies
Campaign Planning
Other Campaign counsel, not management

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus

BOARD SUPPORT
Development, Governance, Retreats, Training
Strategic Planning
Organizational Development

FUNDRAISING SUPPORT/ANALYTICS
Donor Retention
Other donor stewardship; development planning

EXPERTISE
Healthcare/Hospitals
Colleges/Universities
Foundations
Environments
Historical Societies
Libraries
Performing Arts
Social Services

GEOGRAPHIC AREAS SERVED
Other Upper valley of NH, VT
Your Philanthropy LLC
Kristi Meyers Gallup
111563 Templar Drive
St. Louis, MO 63141
kristi@yp-stl.com
(314) 308-3066
Member since 2020
Total Number of Consultants 3

GENERAL FUNDRAISING
Major Gifts
Planned Gifts
Grant Writing Research – Private Support
Other Capital and Comprehensive campaigns

CAPITAL & COMPREHENSIVE CAMPAIGNS
Feasibility Planning/Studies
Campaign Planning
Comprehensive Campaign Management

COMMUNICATIONS & MARKETING
Writing Case Statements/Prospectus
Proposal Writing/Editing

BOARD SUPPORT
Development, Governance, Retreats, Training
Organizational Development

FUNDRAISING SUPPORT/ANALYTICS
Fundraising Productivity
Program Evaluation
Volunteer Management
Team Building
Donor Retention

OTHER SERVICES
Interim Organization and Fundraising Leadership
Executive Search
Executive/Leadership Coaching
Program Evaluation
Grantmaking – Family Foundations
Direct Mail and Acquisition Mailings

EXPERTISE
All Nonprofits

GEOGRAPHIC AREAS SERVED
National
Other Missouri
Code of Ethics

Representatives of member firms of the Association of Philanthropic Counsel pledge to:

- Accurately represent their professional expertise and experience.
- Base fees on the value of their professional expertise and experience; mutually agree with clients on fees in advance of engagements; and not accept compensation based on a percentage of charitable contributions.
- Refrain from guaranteeing financial fundraising results.
- Maintain the confidentiality of privileged client information.
- Disclose real and perceived conflicts of interest.
- Uphold the Donor Bill of Rights.

Standards of Professional Practice

To best serve clients, APC member firms promise to:

- Promote the spirit of philanthropy.
- Serve institutions whose missions they support.
- Assist clients in making decisions that advance their missions and strengthen their organizations.
- Support volunteers and staff in fulfilling their roles as fundraisers and refuse to serve as a paid solicitor.
- Avoid receiving and processing charitable gifts on behalf of clients.
- Place authority over and control of fundraising expenses with clients.
- Refrain from charging a fee for initial meetings with prospective clients interested in engaging their services.
- Continually update their professional knowledge.
- Advocate legislation and regulations promoting philanthropy.
- Adhere to all laws and regulations governing the profession.
- Provide high quality service and draw upon the professional expertise of other APC members.