



Association of Philanthropic Counsel

**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**

Alexander Macnab & Co.

Alexander Macnab & Co.

Sandy Macnab, FAHP, CFRE

900 N Franklin ST - Suite 604B

Chicago, IL 60610

Sandy@AlexanderMacnab.com

Office (312) 642-1239; Cell (312) 560-1420

Member since 2008

Total Number of Consultants **1**

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

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



Superior Experience. Proven Results.

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 **organizational 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**

GENERAL FUNDRAISING

Major Gifts

Planned Gifts

Online Fundraising/Platforms

Event Planning

CAPITAL & COMPREHENSIVE CAMPAIGNS

Feasibility Planning/Studies

Campaign Planning

Comprehensive Campaign Management

Other **Private Family Foundation Planning/Succession Planning**

COMMUNICATIONS & MARKETING

Writing Case Statements/Prospectus

Positioning and Branding

Public Relations

Graphic Design

BOARD SUPPORT

Development, Governance, Retreats, Training

Strategic Planning

FUNDRAISING SUPPORT/ANALYTICS

Data/Trend Analytics

Fundraising Productivity

Prospect Research

Program Evaluation

Team Building

Donor Management Software

Donor Retention

OTHER SERVICES

Interim Organization and Fundraising Leadership

Executive/Leadership Coaching

Direct Mail and Acquisition Mailings

EXPERTISE

All Nonprofits

GEOGRAPHIC AREAS SERVED

International

National

Other **Michigan & Ohio**



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/BIPOC

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 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

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

FUNDRAISING SUPPORT/ANALYTICS

Fundraising Productivity
 Team Building
 Donor Management Software
 Donor Retention
 Other **Membership Programs**

OTHER SERVICES

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

EXPERTISE

All Nonprofits
 Art Museums
 Environments
 Performing Arts

GEOGRAPHIC AREAS SERVED

National



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

GENERAL FUNDRAISING

Other Executive Coaching and Organizational Development

BOARD SUPPORT

Development, Governance, Retreats, Training

Strategic Planning

Organizational Development

Other **Leadership Development**

FUNDRAISING SUPPORT/ANALYTICS

Team Building

OTHER SERVICES

Executive/Leadership Coaching

Other **Consultant Coaching and Leadership Development**

EXPERTISE

Associations

Human Services

Social Services

GEOGRAPHIC AREAS SERVED

National



Loring, Sternberg & Associates

Loring, Sternberg and Associate
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.

Resource Development and Counsel for Nonprofits

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



Rose City Philanthropy
 Lara Miller & Jeri Alcock
 1470 NW Lancashire Ct.
 Beaverton, OR 97006
lara@rosecityphilanthropy.com
jeri@rosecityphilanthropy.com
 (503) 810-9173
Member since 2020
 Total Number of Consultants **2**

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**

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.

~ Assisting your organization plan for today and tomorrow

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

GEOGRAPHIC AREAS SERVED

Other **St. Louis, MO**

The Sheridan Group

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



ANNE PEYTON, CPF, CFRE
Yellow Brick Road™

helping clients focus on customers
 develop capacity
 and create results

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.