



Lynne Berkness, Northstar Academy – Secretary/Treasurer

Lynne Berkness is a Richmond native and graduated from Collegiate School and The University of Virginia (BA - Environmental Sciences). She worked at Virginia Power as an Environmental Specialist in the Air Quality Department - Air Regulations and Permits. After a stint as a stay at home mom, Lynne began working in the Collegiate School Development Office. She held a number of titles there, the most recent was Director of Planned Giving and Stewardship. In December 2014, Lynne became the Director of Development at Northstar Academy, a small k-12 non-profit school which serves students with disabilities and challenges. Lynne and her husband Peter have two grown children and are involved with greyhound rescue.

Stacie Birchett, Better Housing Coalition – New Board Member

Stacie Birchett is Communications Manager at the Better Housing Coalition (BHC), where she is responsible for raising awareness of the affordable housing organization's mission to make the Greater-Richmond area a more vibrant, inclusive place for all to live, work and play. Prior to joining BHC, she was Director of Fund Development and Communications for the Virginia Health Care Foundation, Associate Director of Development for SPARC (School of the Performing Arts in the Richmond Community) and has done contract work for various Richmond-area non-profit organizations and corporations as freelance writer and communications professional. Ms. Birchett has been a member of VAFRE since 2009 and served for the past two years (2014-2015) on its awards committee. She holds a BA in Liberal Arts from Vermont College of Union Institute and University and a certificate in Fundraising and Development from the University of Richmond's Institute on Philanthropy.

Jenni Booker, Make-A-Wish Greater Virginia Foundation – Returning Board Member

Jenni Booker Baker has been in fundraising professionally for over 16 years and is currently the Vice President of Development at Make-A-Wish Greater Virginia. Prior to entering the non-profit sector, she worked in human resources and corporate communications capacities at Capital One Bank and Owens & Minor respectively. She has also done consulting work for the North Carolina Independent Colleges and Universities group in Raleigh, North Carolina. She continues to be a volunteer for various non-profits and has served on numerous boards, including a previous 6-year term on the VAFRE Board of Directors. Over the years, she has been a speaker and workshop presenter at Educational Policy Institute (EPI), VAFRE and AFP meetings. In 2011 she was awarded the Hannah Mallory Perkins Outstanding Alumnae Service Award from St. Margaret's School. She received an MBA Certificate from the University of Richmond through their Executive Education Program and is also an alumna of the Grace E. Harris Leadership Program at VCU. Jenni is a graduate of St. Margaret's School and Randolph-Macon Woman's College with a major in Communications.

Amy Bridge, Library of Virginia Foundation – Returning Board Member

Amy Bridge is the Executive Director of the Library of Virginia Foundation, joining the organization on May 1st. Previously, Amy served as Executive Director of the Richmond Public Library Foundation for more than three years. She has also served as Director of Development for the Valentine Richmond History Center, and spent more than seven years as Richmond Director for Virginia Opera. In a temporary career change, Amy served as Executive Director of the Governor's Mansion for both then-Governors Mark Warner and Tim Kaine, before returning to the fundraising field. She is a member of the Henley Street Theatre/Richmond Shakespeare board, and an Advisory Board member for Virginia Opera. Amy holds a BA from Mary Baldwin College, and is currently enrolled in the Masters of Non-Profit Studies program at the University of Richmond.

Cristina Cruz, VCU School of Dentistry – Returning Board Member

Cristina Cruz is the assistant director of development communications and special events at the VCU School of Dentistry. She manages the school's social media presence, alumni magazine and other communications as well as alumni engagement events and donor relations efforts. She has worked in development at VCU for five years and has a background in public relations and event management. Outside of work, Cristina enjoys singing in the dental school band "The Vertical Dimension" and spending time with her 10-year-old puppy, Liam. She is a 2006 graduate from James Madison University with a B.A. in public relations and Spanish. Cristina looks forward to serving VAFRE and its constituents as chair of the communications committee.

Susan Early, Partnership for Families – Immediate Past President

Susan Early is the Director of Development for the Partnership for Families. She has over 30 years of development experience in a variety of sectors, including positions with the United Way, several hospitals and small non-profits. During her 9 years as Vice President of the Visual Arts Center of Richmond, she more than doubled VACR's annual fund and guided its \$6 million capital campaign to a successful completion. Susan has served as a member of the VAFRE Board of Directors since 2009 and is a past board member of the Central Virginia Chapter AFP. She also is a member of the Advisory Board of the University of Richmond's Institute on Philanthropy. Susan is a 2008 graduate of Leadership Metro Richmond. She has a BA from Goucher College and an MA in poetry from The Johns Hopkins University's Writing Seminars.

Courtney Elliott, St. Joseph's Villa – New Board Member

Courtney Elliott is currently the Assistant Director of Development at St. Joseph's Villa, a human services organization that impacts the lives of over 2,800 children and families a year. She graduated with a degree in Fashion Merchandising in 2012 from Virginia Commonwealth University. In her early career she worked primarily as an event manager, planner and organizer for VCU and for a private wedding planning company. From there she fell into a development career by accepting a position at the Science Museum of Virginia Foundation. While with the SMV Foundation she planned and executed several events, including their signature black tie fundraiser. She was also in charge of two of the Museum's supporting volunteer groups one of which was a young professional networking organization. In her current position as the Assistant Director of Development at the Villa she is primarily in charge of fundraising and donor events as well as the organization's New Day Fund (Annual Fund). She also works closely with the Director of Development at the Villa on donor relations, stewardship, retention and research. In her free time she loves working on her home, cooking, playing volleyball at the Richmond Volleyball Club and snuggling with her pup.

Natalie Foster, Virginia's Community Colleges – New Board Member

Natalie Foster joined the Institutional Advancement team with Virginia's Community Colleges in February 2014 as the Assistant Director of Development. Previously she worked in development for the YMCA of Greater Richmond and Family Lifeline. Natalie holds a BS in Early Childhood Education from the University of Maryland, College Park and is currently completing her Master's Degree in Human Resource Management with the University of Richmond. She enjoys traveling abroad and is an avid "foodie" in Richmond.

Lisa Freeman, CFRE, E.L. Freeman, LLC – Returning Board Member

Lisa Freeman is a consultant with over 30 years of development experience with a wide variety of organizations. Among other positions, Lisa served as the first development director of two organizations: Elk Hill of Goochland and Child Development Resources of Williamsburg. At the University of Richmond's advancement office she served as assistant director of the \$55 million capital campaign, director of the annual fund and director of special projects and gifts. For more than 8 years, she served as the founding executive director for a regional health care system in South Carolina. She is a previous member of the Walsingham Academy Board of Trustees and chair of the development committee, has chaired a fundraising effort for a Habitat for Humanity build and is a former volunteer Emergency Medical Technician. Lisa has served in a leadership role in a variety of organizations including AFP Hampton Roads, and University of Richmond's Institute on Philanthropy. In 2010 she won VAFRE's Nina Abady Award, which is presented to a fundraising professional who has demonstrated utmost excellence in the field of development.

Anne Hurt, Trinity Episcopal School – Returning Board Member

Anne Hurt began working for Richmond nonprofits immediately upon graduation from James Madison University in 2007. Her development career began with a post-grad internship at Richmond Ballet where she quickly realized her passion and fondness for development and became their Development Associate for three years. Next, she worked at St. Joseph's Villa for three years as the Assistant Director of Development where she assisted with both annual giving and major gifts initiatives and provided staff leadership for the Villa's two major fundraising events. Anne currently serves as the Assistant Director of Development at Trinity Episcopal School as of January 2014. She received her Master's in public administration and post-baccalaureate certificate in nonprofit management from Virginia Commonwealth University in May 2014.

Carol Anne Lajoie, Institute for Contemporary Art, VCU – Returning Board Member

Carol Anne Lajoie, Director of Development for the new ICA at VCU has been working for Richmond nonprofits for more than 15 years. She spent eleven years at the Virginia Historical Society, including the duration of the 175th Anniversary: Home for History capital campaign. She ended her tenure with VHS as grants officer in January of 2011, where she secured one of the last Save America's Treasures grants awarded. That year, she moved to the YWCA and was promoted to Chief Development Officer in 2012. During her tenure at the YWCA, she developed and exceeded annual fundraising goals each year and helped the organization secure an Impact 100 grant award in 2013. She became the inaugural Director of Development for the ICA in 2015 and will be responsible for developing and implementing annual operating plans for Richmond's newest museum, scheduled to open in 2017. In addition to raising money for nonprofits, she spends time volunteering and is an active hospital accompaniment volunteer for the Regional Hospital Accompaniment Response Team (RHART) collaborative with the YWCA, Safe Harbor, and Safe Place. She serves on the Leadership Team of Impact 100 and the Marketing Committee for Nonprofit Learning Point. In addition to her Bachelor of Science from VCU, she holds a Fundraising and Development Certificate from University of Richmond's Institute on Philanthropy.

Sarah Melvin, The University of Richmond – Returning Board Member

Sarah Melvin serves as Director of Donor Relations at the University of Richmond where she is responsible for designing and managing a comprehensive stewardship and donor recognition system. Previously Sarah served as Director of Development for The Steward School where she doubled the Annual Fund and implemented the school's first capital campaign to a successful achievement of the \$8 million goal, securing more than \$12 million overall in campaign gifts, annual fund and planned gifts. Sarah began her career in fundraising directly out of college working for the American Pharmaceutical Association in Washington D.C, raising money for their political action committee. A lifelong proponent of education, Sarah made a strategic move to pursue a career in educational fundraising when she accepted an advancement position at the Georgetown University Medical School. This position was followed by a return to her native, Richmond, Virginia for her first position at the University of Richmond as Director of Annual Giving. Sarah's career path then took her to serve as Director of Development for her alma mater, Saint Gertrude High School, followed by eight years at The Steward School. Sarah was thrilled for the opportunity to return to the University of Richmond in 2013 to join the President's Office as Director of Donor Relations.

Thomas Millisor, CFRE, ChildSavers – Vice President

Thomas P. Millisor, CFRE, is an accomplished nonprofit manager and fundraiser. Developing and successfully running multiple annual, capital and endowment campaigns, Mr. Millisor brings 15 years of project management, public relations and marketing knowledge to ChildSavers. His mission focus has allowed him to take leadership roles in several nonprofit and grow their donor base through targeted marketing and technology enhancements. Believing in the need for strong communities, Thomas has focused his professional career on building strong organizations. Through board development, strategic planning and volunteer engagement, he has lead growth and change in each endeavor. Married with two children and two large dogs, Thomas enjoys rigorous pursuits of knowledge, music, and spending time with his family. A graduate of the University of North Carolina at Chapel Hill, he recently completed his M.B.A. at Virginia Commonwealth University.

Alexandra Moore, YMCA of Greater Richmond – Returning Board Member

Alexandra Moore is the Director of Stewardship and Annual Giving at the YMCA of Greater Richmond. Prior to the Y, Alex was at VCU for nearly six years. She served as Director of Stewardship for VCU Athletics then as Assistant Director of Donor Relations for the VCU Office of Development and Alumni Relations. She is a 2008 graduate of James Madison University and received her master's in Sports Leadership in 2009 from VCU. In 2012 Alex was selected as the recipient of VAFRE's Rising Star Award.

Nick Sollog, The Sollog Group – Returning Board Member

Nick Sollog has been in development since 2003. In July 2009, Nick formed The Sollog Group to help charitable organizations meet their prospect research needs. In addition to his own firm, Nick is an Associate with Development Services Group Consulting, LLC and is a Capital Campaign Consultant with the Episcopal Church Foundation. Previously Nick was the Assistant Director of Annual Giving at the University of Richmond where he was in charge of the their phonathon efforts. Prior to that, he served the University of Richmond as a Prospect Research Assistant. Nick is involved in the community both personally and professionally. He sits on

the foundation board of the Math Science Innovation Center, is a member of the Stewardship Committee at Grace & Holy Trinity Episcopal Church, and is a member of VCU's Massey Cancer Center's Massey Alliance. Professionally, he is a member of APRA-VA and VAFRE and sits on both organizations' boards. Nick was born and raised in Richmond. He graduated from Lynchburg College in 2006 with a degree in International Relations and has received certificates from the University of Richmond's Institute of Philanthropy in Grant Writing & Management, Fundraising & Development, and Nonprofit Marketing.

Dan Stackhouse, The New Community School – President

Dan Stackhouse has spent his professional life in service to not-for-profit organizations in the Richmond Region. Dan currently serves as Director of Development for The New Community School, an independent school on the north side of Richmond helping students in grades 5-12 overcome the challenges of dyslexia. Prior to New Community he has worked with the Library of Virginia Foundation, the Community Idea Stations, and TheatreVirginia, among others. Additionally he has worked with several other non-profits as a board and committee member. He is a native of Baltimore and is a graduate of the University of Richmond.

Nita Starr, Greater Richmond ARC – New Board Member

Nita Starr is currently the Annual Fund Director at Greater Richmond ARC, an organization that partners with families to create life-fulfilling opportunities for individuals with developmental disabilities. She has over a decade of Development experience, having worked in several non-profits in the Richmond area including Richmond Hill, Shady Grove Family YMCA, and Goochland Family YMCA. She has been a member of VAFRE since 2011 and will serve as P3 Chair this year. She grew up in Hollywood, FL and earned a BS in Social Work from Louisiana College.

Evelyn Terry, CFRE, Union Presbyterian Seminary – Returning Board Member

Evelyn Terry, CFRE, currently serves as Director of Foundation Relations and as a major gifts officer for Union Presbyterian Seminary, which is in the silent phase of a major comprehensive campaign. She brings more than 25 years of experience working in the field of higher education and non-profit fundraising. Evelyn has served as an annual fund manager, director of development and director of corporate and foundation relations for various organizations. She has had the privilege of being part of four teams working on major campaigns and has helped in the areas of marketing/communications and fundraising. Evelyn holds two degrees from Virginia Commonwealth University, a BS and MS in Mass Communications, specializing in public relations. She has been a CFRE since 2008. Evelyn is a native of Durham, North Carolina, and moved to Richmond after living in Atlanta, Georgia, for a few years. She has served on the VAFRE Board since 2011.

David Thomason, Special Olympics Virginia – Returning Board Member

David Thomason, Vice President of Advancement, has enjoyed a 28 year career with Special Olympics Virginia. Prior to joining the development team in 2007, he held multiple positions on the program staff. He was instrumental in the development of the organization's Global Messenger initiative, which promotes and enables athlete leadership and advocacy for the program around the world. He greatly enjoys his work with that program—in which he currently mentors an athlete ambassador. As Vice President of Advancement, he builds relationships with and support from individual donors across Virginia. Since 2008, David has served on the Special Olympics U. S. Leadership Council. He holds a BS from the College of William and Mary, and has committed his entire professional life to nonprofit organizations—including the Peace Corps and American Heart Association, prior to his work with Special Olympics. David has been a VAFRE member since 2007, has served on the VAFRE Board since 2010, and was the 2013-2014 VAFRE President. Other board service includes The Downtown Richmond YMCA, The Hampden-Sydney Music Festival, Orthopaedic Research of Virginia, and the Greater Richmond Association of Volunteer Administration.

Harry Warner, West Avenue Associates – New Board Member

Harry Warner serves currently as a Senior Consulting Associate for West Avenue Associates, LLC. A Richmond native, Harry returned to the area in 1989 following his military service to begin his professional career in commercial banking as a management trainee with a multi-billion dollar regional bank, Dominion Bank. He later progressed to Vice President and commercial account officer at Regency Bank and then First Virginia Bank during his ten-years in banking. In 2002 he became the Chief Development Officer the Tredegar National Civil War Center and then served seven years as Executive Director of the Virginia War Memorial Educational Foundation. Through his volunteer and professional experience, Harry has helped organizations

raise over \$50 million in capital support, annual giving, and endowment funds. Harry is an alumnus of Episcopal High School in Alexandria and Hampden-Sydney College from which he received a B.A. in History in 1984. Upon graduation, Harry received his commission into the US Army serving five years active duty as a Cobra attack helicopter pilot. In addition to his flight wings and the Air Assault Badge, Harry received the Army Achievement Medal, the Army Commendation Medal, and the Meritorious Service Medal. In 2002 he received a Graduate Certificate in Nonprofit Management from Virginia Commonwealth University.

James Wasilewski, VCU Massey Cancer Center – Returning Board Member

James Wasilewski, MBA currently serves as the Director of Annual Giving at VCU Massey Cancer Center. He shifted gears from a career in the world of higher education recruitment to pursue a position in development in 2009. He oversees the annual giving program and any related strategy along with the annual giving team. He primarily facilitates the annual giving direct mail program at Massey and also delves into the world of data and donor analytics. In his spare time, he directs and perform with local improv comedy troupe West End Comedy. With his improvisational background, he also facilitates sessions with groups exploring a range of topics using participatory (and fun) exercises to demonstrate the content. James earned his undergraduate degree in Accounting with a minor in Speech Communications from Randolph-Macon College and his Master's of Business Administration from the University of Central Florida.