



**Lynne Berkness, Northstar Academy – President**

Lynne Berkness is Director of Development at Northstar Academy, a K-12 non-profit school which serves students with disabilities and challenges. Prior to Northstar, Lynne was Director of Planned Giving and Stewardship at Collegiate School and, earlier, an Environmental Specialist in the Air Quality Department-Air Regulations and Permits – Virginia Power. Lynne is a Richmond native and graduated from Collegiate School and The University of Virginia (BA - Environmental Sciences). She also serves on the board of Shalom House Retreat Center in Hanover County. Lynne and her husband Peter have two grown children and are involved with greyhound rescue. Lynne is a two-time breast cancer survivor, enjoys reading, long walks, Bible studies and family time.

**Samantha Charlet, United Way of Greater Richmond & Petersburg – Returning Board Member**

Samantha Charlet currently serves as Director, Community Giving with United Way of Greater Richmond & Petersburg, a longstanding local nonprofit focused on giving, advocating, and volunteering in order to create a more prosperous, resilient community for all. She graduated from James Madison University with a BA in Print Journalism and minors in Writing & Rhetoric and Women's Studies. From there, she earned her MA in Women's Studies from Florida Atlantic University. Samantha moved to Richmond in 2011 and resides in Newtowne West with her partner, John, and their cat, Yoshi. She enjoys live music, vegetarian cooking and cuisine, traveling, volunteering, and spending time with family and friends. Her favorite place in RVA is The Byrd Theatre.

**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 donor relations efforts, including alumni engagement and stewardship events, and coordinates alumni and donor communications. She has worked in development at VCU since 2010 and has a background in public relations and event management. Outside of work, Cristina enjoys traveling, singing in the dental school band "The Vertical Dimension" and spending time with her 11-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 continuing her service to VAFRE and its constituents.

**Jennifer Cunningham, Virginia Voice – New Board Member**

A career sales and marketing professional, Jennifer Cunningham transitioned to working for nonprofits in 2010. While wearing many hats as a Marketing Director for a small nonprofit, she quickly discovered that she was a natural fundraiser. Building relationships with and between people and organizations, it is Jennifer's sincere interest in others coupled with her ability to listen that empowers her communications. Confident that she has found a career that suits her personality, talents and interests, Jennifer enjoys helping philanthropic individuals and groups in our community find ways to invest money in causes that are important to them and vital to the health and well-being of RVA.

**Courtney Elliott, St. Joseph's Villa – Returning 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.

#### **Sarah Fernald, Better Housing Coalition – New Board Member**

Sarah Fernald, a Mississippi native, moved to Richmond in January of 2012 and immediately fell in love with the city. She now has the privilege of helping revitalize Richmond's diverse, vibrant neighborhoods with the Better Housing Coalition where she has served as Resource Development Manager for three years. She earned a B.S. in Environmental Management Systems and M.N.S. in Environmental Education and Outreach from Louisiana State University in Baton Rouge. In her free time, she enjoys exploring RVA, cheering on the Tigers, walking her bassador (Basset Hound + Labrador), Gordy, doing endless DIY projects, and volunteering with the Junior League of Richmond.

#### **Natalie Foster, Virginia's Community Colleges – Returning Board Member**

Natalie Foster joined the Junior League of Richmond in June 2016 as their Development Director. Previously she worked in development for the Virginia Foundation for Community College Education, the YMCA of Greater Richmond and Family Lifeline. Natalie holds a BS in Early Childhood Education from the University of Maryland, College Park and Master's Degree in Human Resource Management with the University of Richmond. As an active volunteer, she is involved with Impact 100, Junior Achievement, and Next Move –an internship program for young adults with disabilities. 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 and holds a Master's Degree in Nonprofit Management and Philanthropy. 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.

#### **Corey Humphrey, VCU School of Education – Returning Board Member**

Corey Humphrey is the Leadership Annual Giving Officer at the VCU School of Education, where he is building a comprehensive annual giving program for the school. Before coming to the School of Education, Corey spent three years as Director of Development for the Virginia Mentoring Partnership, a non-profit organization housed within the VCU Division of Community Engagement, he was responsible for managing all of the organization's fundraising activities including grant-writing, major gifts, and corporate sponsorships. He also worked for six years managing small business and leadership development programs with the Greater Richmond Chamber of Commerce, where he helped to grow the Helping Young Professionals Engage (HYPE) and Mentor Richmond programs. Corey is a graduate of the College of Wooster, Ohio, where he earned a bachelor's degree in Political Science. In addition to VAFRE, he serves on the board of directors of Housing Opportunities Made Equal (HOME), the Virginia Equal Housing Foundation, and since 2009 has volunteered as a mentor for several Henderson Middle School students through the AMP! Metro Richmond program. In 2011 he was recognized as one of Style Weekly's "Top 40 under 40." Corey holds a Fundraising and Development Certificate from University of Richmond's Institute on Philanthropy, and is a graduate of VAFRE's Professional Partnership Program (P3). He has been a member of VAFRE since 2014.

#### **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.

#### **Kathy Laing, Institute on Philanthropy – Returning Board Member**

Kathy Laing has been the Program Manager for the Institute on Philanthropy at the University of Richmond School of Professional and Continuing Studies since 2005. She spent her early career working for various financial services companies, advising insurance agents and brokers on tax strategies for retirement, executive benefits and estate plans. She was also the product and marketing manager for variable annuity products at Genworth. Kathy's involvement in the community includes past board member & program chair of both AFP and VAFRE, current member of the Strategic Long Range Planning and Tennis Committees at Meadowbrook Country Club, Gettysburg College class agent & co-chair of 30th reunion, alumni reunion committee & writer for Class Notes 15+ years, member of the development committee at St. Gertrude's High School. Kathy received her masters in nonprofit studies (MNS) from the University of Richmond and in financial services (MSFS) from The American College in Bryn Mawr, PA, her BA from Gettysburg College, PA, her post-BAC in Teacher Licensure from the University of Richmond. As a lifelong learner, she also received certificates in Fundraising & Development, Nonprofit Marketing, Planned Giving and Grant Writing & Management from the Institute on Philanthropy at the University of Richmond's School of Professional & Continuing Studies. Kathy also held the following professional designations CFP, CLU, and ChFC. Aside from VAFRE, Kathy is also a member of AFP, and Virginia Gift Planning Council and is also very active in the USTA tennis leagues in Richmond.

#### **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.

#### **R. Scott Lyons, Rich Gross Solutions – Returning Board Member**

Scott has worked more than 30 years in nonprofit administration—fundraising, campaign management, public relations, project management and grant making—serving public broadcasting, youth organizations, human service agencies and diverse, educational institutions. Specific assignments include: Vice President for Advancement at the University of Mary Washington, Senior Vice President for Resource Development at the National 4-H Council and Community Relations Director at Purdue University. He also oversaw the Corporation for Public Broadcasting Major Giving Initiative, a capacity-building project through which 111 PBS stations developed sustainable major giving programs. Scott is currently Vice President for Individual Giving at Rich Gross Solutions. An active volunteer, Scott has served on the Rappahannock Rotary board, the NSFRE board and as president of two regional arts councils. He is a recipient of the Alliance of New York State Arts Councils' Board Leader Recognition Award. With an undergraduate degree from Indiana University, Scott has done graduate work at Purdue University and the State University of New York-Albany.

#### **Thomas Millisor, CFRE, ChildSavers – Immediate Past 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.

#### **Jennifer O'Rourke, CFRE, Richmond Metropolitan Habitat for Humanity – Secretary/Treasurer**

Jennifer O'Rourke, CFRE, joined Richmond Metropolitan Habitat for Humanity (RMHFH) as Vice President of Development and Marketing in November, 2014. A former Peace Corps volunteer, she started doing fundraising to support her work with indigenous populations in Bolivia. Prior to joining RMHFH, Jennifer has over 18 years of work experience in fundraising for organizations such as ChildSavers, the VCU Department of Pediatrics, and the Shady Grove Family YMCA. Jennifer earned her Certified Fund Raising Executive designation in 2003 and is a graduate of Virginia Tech. She has served two previous terms on the Virginia Association of Fund Raising Executives (VAFRE) Board of Directors and looks forward to serving again.

#### **Jennie Romero, John Tyler Community College – New Board Member**

Jennie Romero is Director of Development at John Tyler Community College, where she manages annual giving, alumni engagement and special events. She graduated with a degree in Technical and Scientific Communication from James Madison University and initially worked as a web copywriter for CarMax. Her interests in volunteerism and special events led to a position with Virginia's Community Colleges where she spent five years assisting annual giving and major gifts initiatives and supporting the board of directors. In 2013, she accepted a position at Lewis Ginter Botanical Garden where she planned and executed several events, including their black tie gala Splendor Under Glass. Also in 2013, she won VAFRE's Rising Star Award, which is presented to a fundraising professional who demonstrates remarkable talents at an early stage in their fundraising career. Jennie and her husband, Chris, live in the City of Richmond with their dog, Randy.

#### **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 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 – Returning Board Member**

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.

#### **Robinette Tiller, VCU Massey Cancer Center – New Board Member**

Robinette Tiller currently serves as the Coordinator of Annual Giving at VCU Massey Cancer Center. She brings over 10 years of experience working in the field of higher education and non-profit fundraising. She oversees the Commemorative Giving Program, Family Request Program and the Tribute Card Program. She also manages the stewardship strategy for the annual giving team. She has received certificates from the University of Richmond's Institute of Philanthropy in Fundraising & Development and Nonprofit Marketing.

Robinette earned her associates degree in Business Administration from Strayer University and is currently working on her undergraduate degree in African American Studies at Virginia Commonwealth University. In her spare time she volunteers at her church Ebenezer Baptist Church where she is the Chairperson of the Women of Dorcas Missionary Circle, Chairperson of the Security Ministry, member of Health Care Ministry and member of the Budget and Finance Ministry. She also sits on the Board of Administration for her church. She has been a member of VAFRE since 2012 and participated in VAFRE's first Professional Partnership Program (P3).

#### **Harry Warner, West Avenue Associates – Returning 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 Wilder School of Government – Vice President**

James Wasilewski, MBA currently serves as the Director of Development for the VCU Wilder School. He shifted gears from a career in the world of higher education recruitment to pursue a position in development in 2009. After 8 1/2 years in annual giving at VCU Massey Cancer Center, he transitioned to his current role at the Wilder School. He is directly involved with all aspects of the school's development and constituent (alumni) relations strategy, programming and implementation. In his spare time, he performs and teaches improvisation with West End Comedy and ComedySportz RVA. With his improvisational background, he also facilitates sessions groups exploring a range of topics using participatory (and fun) exercises to demonstrate the content through his organization HAHA to AHA. 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.

**Roy D. Zeidman, Special Olympics Virginia – Returning Board Member** Roy Zeidman, of Richmond, joined the staff of Special Olympics Virginia in 1987. He currently serves as Senior Vice President. Prior to assuming this position, Mr. Zeidman served as Director of Public Relations, Director of Marketing and Development, and Vice President of Marketing & Development. His responsibilities include oversight of fundraising and communications activities for the organization. He has served on many national and international committees for Special Olympics including the United States Advisory Council on Finance and Development, the International Law Enforcement Torch Run Executive Council, the Planned Giving Advisory Group and Centralized Direct Mail committee. In 1997 he was elected to the International Torch Run Hall of Fame in recognition of his commitment and dedication to the growth of this awareness and fundraising event in Virginia and worldwide. He is a graduate of the University of Maryland and received his Master's Degree in Sports Administration from the University of Massachusetts.