



## **Virginia Association of Fund-Raising Executives**

### **2008-2009 Slate of Directors Biographies**

#### **Executive Committee**

##### **President**

###### **Ruth Modlin Ellett, CFRE, Modlin Ellett Associates**

Ruth Modlin Ellett, CFRE, is the Principal of Modlin Ellett Associates and has been a fund development professional in the nonprofit sector for over 24 years. She has worked as a senior development executive and as a consultant with a wide variety of educational, government, political, and church organizations. In 2001, she established Modlin Ellett Associates, an innovative problem solving consulting firm focused on capacity building in small to medium size nonprofit organizations in the Richmond area. Ruth first joined VAFRE in 1983. She is a Past President of the Central Virginia Chapter of the Association of Fundraising Professionals and currently serves on the vestry of St. James's Episcopal Church, where she previously co-chaired the church's annual giving campaign and WomanKind. She is a member and the immediate Past Chair of the Charitable Gaming Board of Directors for the Commonwealth of Virginia. A graduate of Leadership Metro Richmond, Ms. Ellett has also received the Top 40 Under 40 award from Inside Business.

##### **Immediate Past President**

###### **Brent P. Chambers, CFRE, American Cancer Society**

Brent P. Chambers, CFRE is director of gift planning for the American Cancer Society. He joined the Society's gift planning staff in 1998. Previously he was a trust officer with The University of Texas System in Austin, Texas. He is a graduate of The University of Texas at Austin and earned the Certified Fund Raising Executive designation in 2004. He is a member of the Estate Planning Council of Richmond, the Virginia Gift Planning Council of the National Committee on Planned Giving, the Association of Fundraising Professionals, Central Virginia Chapter, and is past president of the Virginia Association of Fund Raising Executives.

##### **VP/President Elect**

###### **Patricia Morris, CFRE, Central Virginia Food Bank**

Patricia S. Morris, CFRE has served as Chief Development Officer of the Central Virginia Foodbank for the last three years. She brings over twenty years experience in non-profit fundraising to the rapidly-growing Foodbank and its landmark capital campaign to build a \$7.3 million dollar Community Kitchen with Meals on Wheels. She has devoted her career to ensuring the sustainability of human service programs, the arts and early childhood education initiatives—three of her professional passions. She holds a Master of Public Administration degree with specialization in Nonprofit Studies from Virginia Commonwealth University. Morris has held national recognition as a Certified Fund Raising Executive since 1999. Currently, she serves on the Professional Development Committee of the international Association of Fundraising Professionals, and is the immediate Past-President of the Association's Central Virginia Chapter, where she served on the Executive Board for eight years. She is an adjunct faculty member in the Master's Degree Program in Public Administration at Virginia Commonwealth University, teaching Fund Development for Nonprofits.

**Treasurer****Cathryn Lowe, Valentine Richmond History Center**

Cathryn Lowe joined the Valentine Richmond History Center as Director of Development in February 2003 after relocating to Richmond. She has an extensive background in organization and board development, fundraising, training and community relations. Originally from Baltimore, Cathryn moved to Miami, Fl in 1986, where she joined the United Way of Metropolitan Dade County as both a campaign and agency relations staff consultant for 3 years. Cathryn continued her work in Miami serving as Director of Training and Consulting Services for a multi-service provider in human services, and later as a consultant to multiple non-profit organizations. Cathryn attended The College of Notre Dame of Maryland and is a graduate of the fellowship program of the Ely Lilly Foundation Trustee Leadership Development. She serves on the Advisory board of the Association for the Support of Children With Cancer, is a member of AFP, a sustaining member of the Junior League of Richmond and is a 2006 graduate of Leadership Metro Richmond

**Secretary****Sue Acri, CFRE, Ketchum, Inc.**

Sue S. Acri is a senior fundraising executive with more than 20 years of successful experience in capital campaign direction and client service in the nonprofit sector. A frequent speaker at AFP and AHP meetings throughout the country, her breadth of experience includes: organizational development, strategic planning, capital campaigns, international fundraising, major gifts, corporate and foundation relations, planned giving, and annual giving. In addition, she has extensive volunteer leadership training and management experience and has worked with a variety of organizations in the areas of board and staff development and strategic planning. In her career with Ketchum, Sue has consulted with a wide spectrum of nonprofit organizations -- hospitals and medical centers, human and social service agencies, four-year and community colleges, youth groups, arts organizations, and national associations.

**Membership Chair – Recruitment****Loren Hatcher, Virginia Home for Boys and Girls**

Loren Hatcher graduated from Longwood University in 2001, receiving its prestigious Citizen Leader Award for her volunteer activities. Upon graduation, she was hired as Longwood's Assistant Director of Annual Giving, where, from 2001-2003, she coordinated the Young Alumni Giving Campaign and created and implemented the first paid student caller phone-a-thon. Moving to Richmond in 2003, she served as Director of Development at Historic Richmond Foundation, overseeing all fundraising and initiating direct board campaign involvement. In 2004, she became Assistant Director of Development for Virginia Home for Boys and Girls, managing its grants, corporate giving, donor cultivation and volunteer programs. In September 2006, after having assisted in meeting the annual fund goal, raising \$2 million for its capital campaign, and implementing a donor stewardship program, she was named Director of Development. Since then, she has initiated department strategic planning and is tidily concluding VHBG's \$4.5 million capital campaign appeal.

**Program Chair - Member Programs/Brown Bags****Lynn McCashin, Memorial Child Guidance Clinic**

Lynn McCashin has been involved with the nonprofit community for over 20 years as a clinician, administrator and most recently a development director. She has been in the Richmond area for 10 years where her focus and passion has been providing/coordinating/funding services to women and children. As development director at ChildSavers, also known as Memorial Child Guidance Clinic, she is guiding the completion of their \$5.4million capital campaign. Lynn has an undergraduate degree in education from Boston University and a master's in marriage and family therapy from East Carolina University. She brings years of experience in clinical issues, business and nonprofit management – plus family management, being a mother of two grown children. Before coming to Virginia, she had been active as a volunteer and board member on symphony and community boards.

**Other Directors****Vice Chair - Program Committee – Membership Programs/Brown Bags**

### **Kathy Powers, Child Savers**

For the past 3 years, Katherine A. Powers has been the program coordinator for the Institute on Philanthropy at the University of Richmond School of Continuing Studies.

She spent most of her career working for various financial services companies, GE Financial, Jefferson Pilot and ING; advising insurance agents and brokers on tax strategies for retirement and estate plans.

Kathy's involvement in the community includes Girl Scout leader, PTA/parent volunteer for Tuckahoe Elementary, Dolphin Club, Ridgetop Recreation and Gettysburg College alumni. Kathy received her masters in financial services (MSFS) from The American College in Bryn Mawr, PA, BA from Gettysburg College and as well as CLU, ChFC and CFP designations. She is also a member of AFP and VPGC.

### **Program Committee – Special Event/ Awards**

#### **Dan Stackhouse, Community Idea Stations**

Dan Stackhouse is the Director of Corporate Development at the Community Idea Stations. He is a graduate of the University of Richmond, and has been working with non-profits since 1998. In addition to his service to VAFRE, Dan has served on the boards of Curated Culture, the organization responsible for First Fridays, and Richmond Ensemble Theatre.

### **Program Committee – Education Programs 101/301 and Mini-Masters**

#### **Toni Maxey, HOME**

Toni Maxey's non-profit vocation began after volunteering in the sector. With an English degree from Coastal Carolina University, Toni followed her husband to Richmond in 1998 and became the Grassroots Coordinator for a local environmental group and then Counselor at the YWCA Domestic Violence Shelter. In 2001 Toni accepted a position within Central Virginia Legal Aid's Domestic Violence program and in 2002 became CVLAS' Program Development Associate, writing grants, implementing an annual fundraising campaign, successfully merging three offices and streamlining processes after a federally mandated merger. A chance encounter in an elevator in 2005 led Toni to Housing Opportunities Made Equal of VA where she currently serves as the Coordinator of External Affairs. Toni oversees donor cultivation, corporate sponsorships, manages numerous events, initiated a volunteer program and assisted HOME with a major restructuring of services. She is very proud to be in the first graduating class of the Emerging Non Profit Leaders program. Additionally, Toni still considers volunteerism vital to her nature and is very active in Hands On Greater Richmond and a Board Member with SupportOne.

### **Program Committee – National Speaker Programs**

#### **Cathy Boe, Virginia Historical Society**

Catherine A. Boe earned a Bachelor of Arts in Art History from Virginia Commonwealth University. She has been with the Virginia Historical Society for 14 years, and in her current position as the annual fund manager for the past 8 years. She has served on the Virginia Association of Fund-Raising Executives board as Registration Co-chair, Treasurer, and Program Chair. She also serves on the board of the Boulevard Association.

### **Program Committee – Affinity Tables, Decorations, Program/Member Benefits**

#### **Carrie Kozonasky, VCU Massey Cancer Center**

Carrie Kozonasky is the Director of Resource Development for VCU Massey Cancer Center where she directs the annual and commemorative giving programs and supervises gift processing and acknowledgments. Prior to joining the Massey staff in 2005, Carrie was the Assistant Director of Annual Giving at her alma mater, Randolph-Macon College and started her professional fundraising career in 2001 as a development associate at Theatre IV and Barksdale Theatre. Her community involvement includes the Randolph Macon College Society of Alumni and Fine Arts Council. This is Carrie's second year on the VAFRE board.

### **Membership Committee – Registration**

#### **Ashleigh Moody, CFRE, The Salvation Army**

Ashleigh has served as Director of Development for The Salvation Army in Central Virginia since 2005. Ashleigh has been in fundraising for approximately 10 years and has worked for several non-

profit organizations in Central Virginia including Prevent Blindness Virginia, The Richmond SPCA and United Way Services. He was recently reappointed, by Governor Tim Kaine, to the Board of Directors of The Department of Blind and Visually Impaired and has served on the Department's Board since 2002. He holds a Bachelor of Arts from Virginia Commonwealth University in Political Science and completed his CFRE certification in 2008.

### **Membership Committee – Expo Tables and Scholarships**

#### **Michael Vandergrift, A Grace Place**

For almost twenty years, Michael Vandergrift has served Virginia's non-profit community as a volunteer, student, professional fundraiser, event planner, board member, volunteer coordinator, and mentor. He has served equally diverse organizations: faith-based, higher education, HIV education and prevention, senior and disability services, performing arts, and at-risk youth. Previously, Michael was a member of the development team that successfully integrated operations for the separate Annual Funds of Theatre IV and Barksdale Theatre, when Theatre IV assumed management of the latter in 2001. At present, he is part of the development and communications team for A Grace Place Adult Care Center. In addition to introducing web-based giving and communications, increasing average individual giving by 67%, and the creation of two annual gala events for the organization, Michael is credited with the establishment of *The Good Shepherd Award*, an honor bestowed by A Grace Place on an individual who has made a significant impact on the lives of the elderly and persons with disabilities across the Commonwealth.

### **Membership Committee – Communications/Website/Assessments**

#### **Terry Willie-Surratt, Richmond Court Appointed Special Advocates**

Terry Willie-Surratt is the Executive Director of Richmond CASA and has been with the organization since December 2003. She has extensive experience in the social services arena, previously with the County of Henrico where she served as the Community Resource Director with the Department of Social Services. She has also served as the Director of Social Services of the Richmond Salvation Army and as an Associate Director for an organization that advocates on behalf of domestic violence and sexual assault victims. She has over 15 years of direct experience in fund development, project and grants management with a variety of organizations all dealing with social issues. Ms. Willie-Surratt not only brings her knowledge and expertise to Richmond CASA but her understanding of the dynamics of change in our community and her passion to serve the children in need. A graduate of the Cincinnati College of Law, Ms. Willie-Surratt also has a master's degree in social work from the University of South Carolina, a Bachelor of Science degree from North Carolina Agricultural and Technical State University and a Masters of Business Administration from Strayer University.

### **At-Large Member**

#### **Jenni Booker, Virginia Foundation for Independent Colleges**

Jenni Booker is the Director of Programs & Communications at the Virginia Foundation for Independent Colleges (VFIC). For the past 10 years, she has been a part of the non-profit community. Prior to the VFIC, Jenni served as the Director of Development at the Cultural Arts Center at Glen Allen. Previously, she held positions as the Director of the Annual Fund and Director of Alumnae at St. Margaret's School as well as positions in human resources, public relations and corporate communications at Capital One Financial and Owens & Minor, Inc. Jenni is a graduate of Randolph-Macon Woman's College with a major in Communication. Her board service includes the St. Margaret's School Alumnae Board, Center for Human-Animal Interaction at Virginia Commonwealth University - Medical Campus and Past President of the Richmond Animal League Board of Directors. Ms. Booker has served on the VAFRE Board for 4 years as Website Chair, Assessments Chair Programs Chair, and Membership Chair.