



Virginia Association of Fund-Raising Executives

2009-2010 Slate of Directors Biographies

Executive Committee

President

Patricia S. Morris, CFRE, Feed More, Inc.

Patricia S. Morris, CFRE currently serves as Vice President, Philanthropy for Feed More, Inc., the nonprofit umbrella organization under which the Central Virginia Foodbank and Meals on Wheels Serving Central Virginia are housed. Pat is responsible for raising \$4.5 million annually for these two organizations. She brings over twenty five years experience in non-profit fundraising to the rapidly-growing organization and raised \$7.8 million dollars for its recent capital campaign to build a collaborative Community Kitchen that serves the clientele of Meals on Wheels and the Foodbank's Kids Café Program. Ms. Morris 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. She served as the Co-Chair of the 2007 Virginia Fund Raising Institute, and is a Past-President of the Association of Fundraising Professional's Central Virginia Chapter, where she served on the Executive Board for nine 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, and is an instructor at the University of Richmond's Institute on Philanthropy. Ms. Morris is a mother of two who lives in Ashland with her husband. When she's not working, teaching, or volunteering, she enjoys sightseeing on her motorcycle and making porcelain jewelry in her home studio.

Immediate Past 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 26 years. She has made a significant difference as a consultant to a wide variety of nonprofit, government, political, and church organizations and as a development staff leader at public and private arts and educational institutions, large and small. In 2001, she established Modlin Ellett Associates, an innovative problem solving consulting firm focused on capacity building in small to medium size nonprofit organizations. The firm's specialties include developing strategies and providing assistance in planning and implementing annual fund programs, major gifts programs, board development programs, communications programs, and small capital campaigns. Ruth first joined VAFRE in 1983. She is a Past President of the Central Virginia Chapter of the Association of Fundraising Professionals. She is immediate past Senior Warden of 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.

VP/President Elect

Cathryn Lowe, CFRE, Virginia Early Childhood Foundation

Cathryn Lowe brings more than 25 years of experience in the non-profit community with an extensive background in organizational development and planning, board development, fundraising and training. In November 2008 she joined the Virginia Early Childhood Foundation as Development Director after serving 5 years as Director of Development at the Valentine Richmond History Center. Prior to moving to Richmond in 2002, she spent 14 years in Miami, FL where she worked with the United Way of Miami-Dade, as Director of Training & Consulting Services for a human services provider and later as a consultant to multiple non-profit organizations. Cathryn has served on state and national committees and boards and has been a frequent presenter at conferences and workshops. Originally from Baltimore, Cathryn attended the College of Notre Dame of Maryland. In addition she has certifications in volunteer and non-profit management and Ely Lilly Foundation Trustee Leadership Development. She currently serves as Co-chair of AFP Central VA National Philanthropy Day, is on the Planning Committee for Virginia Fund Raising Institute, is on the Advisory Board of the Association for the Support of Children With Cancer (ASK) and is a 2006 graduate of Leadership Metro Richmond.

Treasurer

Sue S. Acri, CFRE, Ketchum, Inc.

Sue S. Acri is a senior fundraising executive with more than 20 years of successful experience in a wide spectrum of nonprofit organizations. Before joining Ketchum in 1997, Sue served several central and western Pennsylvania agencies as Chief Development Officer. A frequent speaker on the *Generational Transfer of Philanthropy* at AFP and AHP meetings throughout the country, 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. Prior to relocating to Richmond in 2003, Sue was active as a volunteer and board member on various community health and human service organizations.

Secretary

Loren Hatcher, Virginia Home for Boys and Girls

Loren Hatcher is the Vice President of Development for Virginia Home for Boys and Girls where she manages the annual fund, special projects, endowment giving and philanthropic partnerships. From 2004-2008, she helped champion VHBG's most recent capital campaign, which raised \$4.2 million dollars for a new alternative school and has implemented new donor recognition and acknowledgment processes. Before joining VHBG's staff in 2004, she served as the Director of Development at Historic Richmond Foundation and as assistant director of annual giving at Longwood University, managing their first paid-student caller Telefund. Loren enjoys learning about VAFRE member's motivations and backgrounds, in addition to governance and best practices in fundraising. Her volunteer involvement includes membership in the Tuckahoe Jaycees and serving as a music instructor for Friends Association for Children.

Programs Chair

Kathy Powers, Institute on Philanthropy, University of Richmond

For the past 4 years, Kathy 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, Trinity Episcopal 9th grade annual fund volunteer, PTA/parent volunteer for Tuckahoe Elementary, NOVA Aquatics, 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 as well as CFP, CLU, and ChFC designations. Kathy recently completed the Certificate in Fundraising & Development from the Institute on Philanthropy. She is also a member of AFP and VPGC.

Membership Services Chair – Recruitment

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.

Communications Chair

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

Cathy Boe, Virginia Historical Society

Catherine A. Boe has been with the Virginia Historical Society for 15 years, and in her current position as the annual fund manager for the past 9 years. She is performing second- two-year term on the board of the Virginia Association of Fund Raising. She also serves on the board of the Boulevard Association. Boe earned her Bachelor of Arts in Art History from Virginia Commonwealth University. She currently is participating in the Emerging Non Profit Leaders program and will be a member of its second graduating class in June 2009.

Susan Early, The Visual Arts Center of Richmond

Susan Early is Vice President for Development and Special Events with the Visual Arts Center of Richmond. She has over 27 years of development experience including the United Way, hospitals and other small non-profits. Since joining the staff of the Visual Arts Center in 2002, she more than doubled VACR's annual fund and guided its recent \$3.5 million capital campaign to a successful completion. Susan serves on the board of the Central Virginia chapter of the Association of Fundraising Professionals (AFP) and of the James River Writers. She has a BA from Goucher College and an MA in poetry from The Johns Hopkins University's Writing Seminars.

David C. Johnson, Grenzebach Glier and Associates

David C. Johnson is currently a Senior Vice President with Grenzebach Glier & Associates, a full-service philanthropic management consulting firm with more than 45 years of experience and an international clientele. Dave brings more than 30 years of experience in public affairs and fundraising for both public and private institutions. Over the course of his career, he has played a senior role in six major fundraising campaigns that collectively secured more than \$3.6 billion in philanthropic support. Previous to joining GG&A, Dave served as vice president for advancement at the University of Richmond. During his tenure, Richmond successfully completed its recent \$200 million campaign, exceeding its goal by \$12 million and concluding a year early. During his 12 years at Harvard University, Dave was director of university development operations and was one of several senior staff

responsible for the management and success of Harvard's \$2.6 billion University Campaign, the first such campaign in Harvard's history. He also served as director of development for Harvard Law School during its record-setting \$472 million Setting the Standard Campaign. Dave's extensive career in higher education also includes senior positions at Lafayette College, The Colgate Darden Graduate School of Business Administration at the University of Virginia and Cornell University. Over the years, he served as an independent consultant to many universities and corporations.

Aimee Koch, Art 180

Aimee Koch is the development manager for ART 180. With an undergraduate degree in American Studies from Amherst College and a Masters of Fine Arts in photography from Washington University in St. Louis, Aimee is one of those ambidextrous types who enjoys both making art and administering it behind the scenes. She has just been named the 2009 Rising Star Award Recipient by the Virginia Association of Fundraising Executives and is a past recipient of the George M. Peters Scholarship from VAFRE. She was also recognized as one of Richmond's "Top 40 under 40" by *Style Weekly* for her work with ART 180's "Change for a Ten" community outreach project. Before joining ART 180, she served as the Gallery Administrator and Development Director at 1708 Gallery in Richmond, Director of Operations at Art4Love in New York City, and as an Admissions Counselor at Washington University. She continues to pursue her art in between it all, exhibiting her photography nationally.

Toni Maxey, HOME of Virginia

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.

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.

Jennifer O'Rourke, CFRE, VCU Children's Medical Center

Jennifer O'Rourke, CFRE, joined the VCU Children's Medical Center in 2005 as Director of Development. A former Peace Corps volunteer, she started doing fund raising to support her work with indigenous populations in Bolivia, South America. Prior to joining VCU Children's, Jennifer has over 12 years of work experience in fundraising for organizations such as Voices for Virginia's Children, the Shady Grove Family YMCA and Central Virginia Public Broadcasting. Her current role is focused on raising money to support current and future programs and faculty positions within the VCU Department of Pediatrics. Jennifer earned her Certified Fund Raising Executive designation in 2003 and is a graduate of Virginia Tech.

Kay C. Peninger, St. John's Church Foundation

Kay Peninger is the Executive Director of St. John's Church Foundation. She is responsible for the development program and the operations of the Patrick Henry Committee, which interprets St. John's Church as a National Historic Landmark. Kay has had volunteer leadership roles with the Road to Revolution Heritage Trail Consortium, Committee for Richmond's Religious History, Greater Richmond Tourism Association, and the Cultural & Tourism Network. She also volunteers at her son's high school and her church.

Dan Stackhouse, Library of Virginia Foundation

Dan Stackhouse is the Director of Development for the Library of Virginia Foundation. Prior to joining the Library Foundation in 2008, Dan served as Director of Corporate Development for the Community Idea Stations, where he also served as a national trainer in corporate fundraising for PBS and a frequent speaker at their annual Development conference. He holds a BA in English from the University of Richmond, and has been working with non-profits his entire professional life. In addition to his service to VAFRE, Dan's work in the Richmond community has included serving as board president of Curated Culture and Richmond Ensemble Theatre, as well as volunteer work with Virginia Supportive Housing and ROSMY, among others.

Karen Stanley, CARITAS/The Healing Place

Karen Stanley has been working in the non-profit sector for nearly 20 years as a volunteer and then staff when she took the reigns as Executive Director for CARITAS in 2000. As the primary fundraiser for the organization, she has taken CARITAS from a 22-week winter-only emergency shelter to a year-round program including case management, a state-of-the-art day-time facility and aftercare services which includes central Virginia's only furniture bank. In 2007, Karen took on the dual role as Executive Director for The Healing Place, also guiding the fund-raising efforts of the organization, cumulatively raising nearly \$3 million dollars annually. She is a 2007 graduate of Leadership Metro Richmond, a recipient of the Stettinius Award for Non-Profit Leadership, and United Way's "Champion for Change" of 2008.

Terry Willie-Surratt, The Values Institute of America

Terry Willie-Surratt, Executive Director, has been with The Values Institute of America since December 2008. Ms. Willie-Surratt comes to The Institute from Richmond Court Appointed Special Advocates where she served as Executive Director for five years. She has extensive experience in the non-profit 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 but her understanding of the dynamics of change in our community and her passion to work on behalf of children and families. A graduate of the Cincinnati College of Law, Ms. Willie-Surratt also has a Masters of Business Administration from Strayer University, a master's degree in social work from the University of South Carolina and a Bachelor of Science degree from North Carolina Agricultural and Technical State University.