



Leigh Busby, Greater Richmond Fit4Kids – Returning Board Member

Leigh Busby is currently the Development Director at Greater Richmond Fit4Kids that improves children’s health and wellness through physical activity and healthy eating programs. After starting her career in human resources for technology companies, Leigh transitioned to the nonprofit sector when she moved to Richmond in 2011. She spent 5 years working for YWCA Richmond overseeing the volunteer program, in-kind donations, corporate partnerships, and the young professionals board – Young Women’s Leadership Association (YWLA). Since 2017, Leigh has worked at Greater Richmond Fit4Kids overseeing individual giving, donor stewardship, event planning, communications and strategy, and board management. She has served on several nonprofit boards over the last 10 years, completed the Emerging Nonprofits Leaders Program in 2014, and is currently a member of Impact 100. Leigh graduated from the University of North Carolina at Chapel Hill and loves watching basketball and showing her Tarheel pride. On a more personal note, she is married and has two amazing young boys and loves live music, hiking, being outside, and spending time with family and friends.

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

Samantha Charlet currently serves as Director of Resource Development with United Way of Greater Richmond & Petersburg, a longstanding local nonprofit that empowers individuals and addresses systemic problems to provide everyone with a clear path to success. 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 from Hampton Roads in 2011 and resides in Newtowne West with her husband, John, their twin daughters, Rosalee and Martigan, 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.

Grace Davis, World Pediatric Project– New Board Member

Grace Davis has been the Mission Impact and Stewardship Officer at World Pediatric Project since the summer of 2019. She received her Masters of Nonprofit Studies from the University of Richmond and has previously worked with Sportable, Richmond Metropolitan Habitat for Humanity, and Make-A-Wish Greater Virginia. An alum of St. Catherine’s School, Grace also taught for three years at St. Andrews School.

Rachel Dyer, Cozen O’Connor – New Board Member

Rachel joined the firm of Cozen O’Connor Public Strategies in January 2020 as a government relations professional. Just prior to that, she was the finance director for the Virginia Senate Democratic Caucus where she raised over \$20.2 million dollars to benefit the 2019 Virginia Senate Democratic races, managed 23 staff members, and executed over 200 fundraising

events for 19 Senate Democratic Caucus members and seven targeted races. Rachel is a founding member of New Leaders Council (NLC) of Virginia, which is considered a hub for progressive millennial thought leadership. She also serves as the development director of the VCU Political Science Alumni board.

Will Glasco, Preservation Virginia – Secretary/Treasurer

Born and raised in Richmond, Virginia, Will Glasco became interested in Virginia history and culture at a young age. He learned the value of hard work at his family's business and attended the University of North Carolina at Wilmington. After graduation in 2008 with a degree in Creative Writing, he worked for the American Civil War Museum in both the Education and Development Departments. Since 2014 he's led the Development program at Preservation Virginia, where he works to save unique historic places and revitalize communities across the Commonwealth. He also serves on the Board of Directors of the Rural Plains Foundation in Hanover County.

Susan Herzick, SOAR365 – Returning Board Member

Susan Herzick is the Annual Fund Director at SOAR365, a nonprofit founded by families for families to create life-fulfilling opportunities for people with disabilities. She graduated from the University of North Texas with a degree in business and a graduate certificate in event management. Susan started her fundraising career as a young Girl Scout selling cookies to fund a week at summer camp. She earned her CFRE in 2019. Susan moved to Richmond in 2015 and now resides in Lakeside with her husband, two boys, and two dogs. She enjoys traveling, creating new experiences for her kids, and learning to garden. Her favorite Richmond places are Lewis Ginter Botanical Gardens and PARK365.

Sara Higgins, Shalom Farms – Returning Board Member

Sara Higgins is currently the Director of Development at Shalom Farms. Her passion for fundraising started when she was a phone-a-thon caller for the Annual Fund during her time at Hollins University in Roanoke, VA. After graduating with her BA in Art History, Sara began her fundraising career at the Virginia Museum of Fine Arts where she served as an Advancement Associate and later Manager of Prospect Research. She has also served as the Director of Development at Blue Sky Fund. Sara lives in Church Hill with her wife, Tracy and their two dogs. Outside of the office you can find Sara cycling on the Virginia Capital Trail or making her way to all 38 of Virginia's State Parks.

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 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.

Nikkia Johnson, Legal Aid Justice Center – New Board Member

Nikkia Johnson joined Legal Aid Justice Center in October 2020 and is their Senior Development Officer. Prior to LAJC, she was the Development Manager at Voices for Virginia's Children. There, she was responsible for managing and assisting with the implementation of development activities, leading fundraising events, and database management, as well as operational management. Nikkia's career has been centered on nonprofit management and development, relationship building, and empowering marginalized communities. Nikkia is very involved in many community organizations and mentorship groups. She currently serves on ART 180's programming committee and VAFRE's programs committee. Nikkia graduated from Virginia Commonwealth University with a B.S. in sociology.

Samantha Marrs, Virginia Commonwealth University – Vice President

Samantha Wheeler Marrs joined VCU twenty years ago as a fundraiser. Today, she oversees the infrastructure that supports all fundraising across the university, Massey Cancer Center, and the VCU Health System. She started her philanthropic career in 1991 when she joined The Andrew W. Mellon Foundation as a program associate in the higher education funding program. She has started or served on the boards of numerous nonprofits in the Richmond community, most recently on the boards of AFP and Quill Theatre. She has volunteered as a P3 mentor to 27 VAFRE members, and in 2020 she received the CASE District 3 Mentor of the Year Award. Samantha is the 2017 recipient of the Nina Abady Award.

Jennifer O'Rourke, CFRE, Richmond Metropolitan Habitat for Humanity – Returning Board Member

Jennifer O'Rourke, CFRE, joined Richmond Metropolitan Habitat for Humanity (RMHFH) as Vice President of Resource Development in November, 2014. A former Peace Corps volunteer, she started doing fundraising to support her work with indigenous populations in Bolivia, South America, in 1996. Jennifer has 20 years of work experience in fundraising for organizations such as ChildSavers, the VCU Department of Pediatrics, and the Shady Grove Family YMCA. She earned her Certified Fund Raising Executive designation in 2003 and is a graduate of Virginia Tech. In her spare time, she likes to garden, walk her dog, and volunteer with Virginia German Shepherd Rescue.

Lindsay Robinson, Northstar Academy – Returning Board Member

Lindsay Lane Robinson is the Director of Development at Northstar Academy. A native of Central Virginia, she began her career in nonprofit fundraising in 2008 at Planned Parenthood of North Texas, managing and successfully completing a \$21.5 million capital campaign during the recession. Lindsay has raised annual, capital, and endowment funds for several

organizations, including Chesapeake Bay Foundation, United Way, and Richmond Ballet. An avid learner, Lindsay attended Clemson University (BA), Radford University (MS), University of Oklahoma, and University of Texas at Dallas. Her areas of study include interpersonal communication, persuasion, and nonprofit management. She enjoys traveling with her husband, trying all of Richmond's new restaurants with her girlfriends, playing make believe with her 5 and 3 year olds, and reading all by herself.

David Sams, The Community Tax Law Project – President

David is currently the Executive Director of The Community Tax Law Project in addition to advising business clients in his own private law practice. David is a graduate of the University of Florida where he received his Juris Doctor and his Master of Laws in Taxation. Throughout his legal career, he has volunteered at a number of not-for-profit organizations including the low-income tax clinic at Gulfcoast Legal Services, Three Rivers Legal Services, and his local Volunteer Income Tax Assistance site. As a proud Florida Gator, he remains active in the UF community as a member of the UF Law Alumni Council as well as an alumnus of Florida Blue Key. David currently sits on the Board of Directors of the Richmond area Tech for Troops Project and Sprite's HERO humane education and research organization.

Frances Sterling, Richmond Symphony – New Board Member

Frances Sterling is the Director of Advancement and Patron Communications at the Richmond Symphony. She joined the Symphony in January 2020 and had previously been with the Union Chapel in London. Her experience covers both capital and revenue fundraising for historic buildings, artistic, and community programs. She started her career as a theatre and opera producer, raising commercial and donated funds for productions. After 12 years of being Artistic and Managing Director of the historic Wilton's Music Hall she progressed into freelance fundraising for a number of arts and heritage non-profits in London. Frances graduated from the University of Manchester with a degree in Linguistics and is now studying for a Masters in Global Diplomacy.

Robinette Tiller, VCU Massey Cancer Center – Immediate Past President

Robinette Tiller currently serves as the Senior Coordinator of Annual Giving at VCU Massey Cancer Center. She brings over 13 years of experience working in the field of higher education and non-profit fundraising. She directs and executes Massey's direct mail solicitation program. She oversees the Commemorative Giving Program, Family Request Program and the Tribute Card Program. She develop and manage annual giving stewardship and cultivation 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).

Laurie Ursiny, Hanover Habitat for Humanity – Returning Board Member

Laurie Ursiny has over 23 years-experience in the fundraising field. She is passionate about giving back to the community in which she lives and worships. That is what led her to Hanover Habitat for Humanity 4 years ago. As the only staff member dedicated to fundraising, Laurie uses her years of experience and commitment to donor-centered fundraising to guide her stewardship and fundraising efforts. Her work with local, statewide and national organizations includes organizations with 3,000 donors to over 30,000 donors. She is a graduate of Virginia Tech and completed the Nonprofit Marketing and Fundraising Development certificates at the Institute of Philanthropy at the University of Richmond. Laurie earned her CFRE in 2009. She has been a member of VAFRE since 2006.

Jennifer Whiteside, VPM – Returning Board Member

Jennifer Whiteside currently serves as the Mid-Level Giving Manager for VPM, Virginia's home for Public Media. She graduated from the University of Mary Washington with a double major in Business Administration and Theatre & Dance. While working in a sales position for a non-profit theatre company, she discovered that her interpersonal and organizational skills were well-suited for connecting the philanthropic passions of individuals with the priorities of an organization; thus a career in fundraising was launched. Born and raised in Midlothian, Jennifer was excited to return to the Richmond community in 2015 after working in Washington, D.C. for about 5 years. She now lives in the Museum District and loves walking to the VMFA and local coffee shops with her pup, Callie. She also enjoys cross-stitching, attending local ballet and theatre performances, exploring Richmond's local restaurant and brewery scene, and spending time with family and friends.

Sarah Young, Peter Paul – New Board Member

Sarah Young joined the Peter Paul team in October 2018 and currently serves as Director of Development. Her experience includes running annual giving campaigns, managing a prospect pipeline, developing communications and marketing plans, stewarding donor relationships, and evaluating and monitoring development strategies. Prior to joining Peter Paul, she was the Associate Director of Development at Esperanza Academy, a tuition-free, independent middle school for girls in Lawrence, Massachusetts, where she increased grant revenue 100% and broadened the base of support to the greater Boston region. Before that, she worked as a philanthropic consultant at The Boston Foundation, working directly with donors to increase the impact of their philanthropy, while also working to promote effective philanthropy through thought leadership, cutting edge research, and philanthropic education programs. Sarah holds a bachelor's degree in Spanish from Dickinson College. She is a graduate of the Emerging Nonprofit Leaders Program, which is a year-long professional development program for those working in the nonprofit sector, and a member of the project:HOMES Young Professionals Board.

Roy D. Zeidman, Special Olympics Virginia – Returning Board Member

Roy Zeidman 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 Integrated Direct Marketing Advisory Group. 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, received his Master's Degree in Sports Administration from the University of Massachusetts and certification in Planned Giving from the National Planned Giving Institute at the College of William And Mary.