



## VAFRE 2019-2020 Board of Directors Biographies

### **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.

### **Jennifer Cunningham, Better Housing Coalition – Returning Board Member**

Jennifer Cunningham is the Director of Fund Development at the Better Housing Coalition. After an early career as a sales and marketing professional, Jennifer transitioned to the nonprofit sector in 2010. While wearing many hats as a Marketing Director for Virginia Voice, Inc., she quickly discovered that she was a natural fundraiser and worked as Director of Development for the Virginia Repertory Theatre. 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. Jennifer and her husband, Rob, are outdoor enthusiasts who enjoy hiking, backpacking and rock climbing. On occasion, some or all of their five young-adult daughters will attempt to keep up with them.

### **Courtney Elliott, Lewis Ginter Botanical Gardens – Returning Board Member**

Courtney Elliott recently joined the staff of Lewis Ginter Botanical Gardens after serving as the Assistant Director of Development at St. Joseph's Villa. 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 position at the Villa she was primarily in charge of fundraising and donor events as well as the organization's New Day Fund (Annual Fund). In her free time she loves working on her home, cooking, playing volleyball at the Richmond Volleyball Club and snuggling with her pup.

### **Belinda Falconer, The Virginia Home – Returning Board Member**

Belinda serves as Director of Development for The Virginia Home, a private nonprofit residential nursing facility for adult Virginians living with irreversible physical disabilities. She has held this post for the past 24 years, seeing The Home through numerous periods of growth and expansion. Prior to The Home, Belinda held development positions with the Mental Health Association of Virginia, Virginia Repertory Theatre, TheatreVirginia and the Museum of the Confederacy, now a part of the American Civil War Museum. A native of Baltimore, Belinda is a graduate of Randolph-Macon in Ashland, and has completed graduate level marketing courses at VCU just for fun. On her own time, Belinda volunteers with Virginia Siamese Rescue as an Intake evaluator, Trainer and Foster working closely with municipal shelters in Central Virginia. She is a Lifetime Member of VAFRE and previously served on the Board from 2003-2007.

### **Sarah Fernald, Better Housing Coalition – Returning 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 Mentoring Partnership – Returning Board Member**

Natalie Foster joined Virginia Mentoring Partnership (VMP) in December 2017 as their Director of Development & Strategic Partnerships. VMP is an anchor organization that promotes effective quality youth mentoring throughout Virginia. Previously she worked in development for Junior League of Richmond, 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 and mentor, she is involved with Impact 100, St. Andrew's School, and Next Move –an internship program for young adults with disabilities. She enjoys traveling abroad and is an avid "foodie" in Richmond.

### **Will Glasco, Preservation Virginia – Returning Board Member**

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.

### **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 and will move into the role of Director of Development starting in July. 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 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 the variable annuity product line at Genworth. Kathy's involvement in the community includes current board member for the Fan Womans Club, co-chair of Gettysburg College Reunion, past board member & program chair of AFP, past member of the Strategic Long Range Planning and Tennis Committees at Meadowbrook Country Club, Gettysburg College class agent & writer for Class Notes 20+ years, past 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, her BA from Gettysburg College, 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. Kathy is currently pursuing her Gallup Strengthfinder Coaching Certification. 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.

### **Samantha Marrs, Virginia Commonwealth University – New Board Member**

Samantha Wheeler Marrs joined VCU in 2000 as director of Corporate and Foundation Relations. Today, her primary responsibility is to manage the central departments of the division, including donor relations, communications, annual giving, regional philanthropy and corporate and foundation relations. Her previous experience includes eight years as program associate at The Andrew W. Mellon Foundation, where she coordinated higher-education grants. She holds degrees from Smith College and Columbia University. She has served as president of a local middle school PTA, chairman of the board of the Virginia Poverty Law Center and secretary/treasurer of the board of VirginiaFIRST, a nonprofit dedicated to expanding STEM activities across the commonwealth.

### **Virginia McAndrew, The New Community School – New Board Member**

Born and raised in Richmond, Virginia McAndrew is currently the Assistant Director of Development at The New Community School. She is the product of an independent school education and has always valued her relationship with her school. Virginia started her career in development at The Madeira School as Assistant Director of Annual Giving. She then moved to Baltimore and was the Director of Annual Giving at Friends School of Baltimore. She's happy to be back home and be a part of the nonprofit community.

### **Jennifer O'Rourke, CFRE, Richmond Metropolitan Habitat for Humanity – President**

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, South America. Jennifer has 20 years of work experience in fundraising for organizations such as ChildSavers, the VCU Department of Pediatrics, the Shady Grove Family YMCA and the Community Idea Stations. Jennifer earned her Certified Fund Raising Executive designation in 2003 and is a graduate of Virginia Tech. In her spare time, she likes to garden, take training classes with her new puppy, and volunteer with Virginia German Shepherd Rescue.

### **Lindsay Robinson, Northstar Academy – New 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 at Planned Parenthood of North Texas, managing and successfully completing a \$21.5 million capital campaign during the recession. For more than 10 years, Lindsay has raised annual, capital, and endowment funds for organizations in a variety of fields, including health and welfare, the environment, the arts, and education. An avid learner, Lindsay attended Clemson University (BA), Radford University (MS), University of Oklahoma, and University of Texas at Dallas. Her education focused on interpersonal communication, persuasion, and nonprofit management. She enjoys traveling, trying all of Richmond's new restaurants, reading, and attending theatre and ballet performances. Lindsay lives in Mechanicsville with her husband, Scott, and their two young children, Ben and Hazel.

### **David Sams, The Community Tax Law Project – Returning Board Member**

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.

### **Robinette Tiller, VCU Massey Cancer Center – Vice 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).

### **Harry Warner, Fahrenheit Advisors – Secretary/Treasurer**

Harry Warner serves currently as a Managing Director for Fahrenheit Advisors. 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 – Immediate Past 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.

### **Mary-Beth Yates, Children's Museum – New Board Member**

Mary Beth Yates serves in the Development Office at the Children's Museum where she oversees a \$1.1 million fundraising budget and manages the Museum's marketing efforts. Her passions in fundraising include cultivating relationships and educating funders on the many ways their support not only impacts one organization but the community at large. Mary Beth is a member of the Emerging Nonprofit Leadership Program's Cohort 12. She serves as president of Housing Families First's inaugural Junior Board and sits on the organization's Capital Campaign Committee. Mary Beth is also a member of the local chapter of the Association of Fundraising Professionals.

### **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 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, 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.