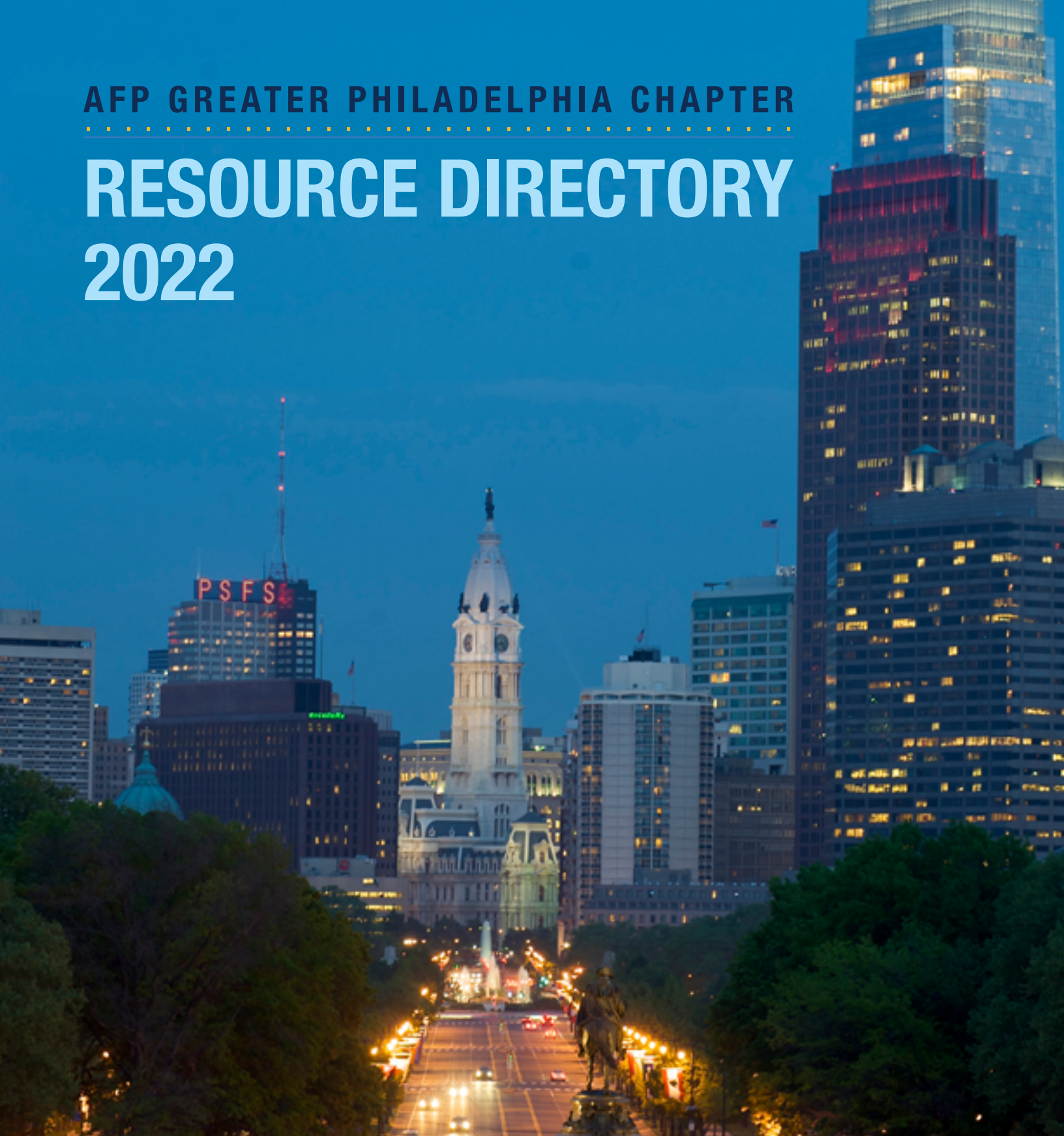


AFP GREATER PHILADELPHIA CHAPTER

RESOURCE DIRECTORY
2022



afpgpc.org





The Association of Fundraising Professionals (AFP) represents nearly 31,000 members in more than 200 chapters throughout the world, working to advance philanthropy through advocacy, research, education, and certification programs. AFP fosters development and growth of fundraising professionals and promotes high ethical standards in the fundraising profession.

Among the top 10 largest AFP Chapters, the Greater Philadelphia Chapter was established in 1968 and has over 400 members. In addition to members, AFP-GPC has over 2,000 fundraising professionals who receive information and event alerts via email and social media.

Employed by leading universities like the University of Pennsylvania, to the world-renowned Philadelphia Museum of Art and Philadelphia Orchestra, our members are responsible for recommending, selecting, and/or buying products and services. Members serve in a wide variety of leadership and decision making roles within their organizations, nearly 21% of our members hold executive-level positions with titles like executive director, vice president, president and CEO.

AFP-GPC is the go-to resource for all things relating to fundraising in the Philadelphia area.

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Monica Gallagher	24	Robert Lane	14
Kelly Grattan	20	Nancy McDonald	15
Theresa Haenn	6	Catharine McGeever	13
Gregory Hagin	7	Nicole Meyenberg	10
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Consultants by Area of Expertise

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Annual Fund	9, 16, 20, 23, 24	Fundraising Strategy	11, 16, 18, 19, 24
Capital Campaigns	6, 7, 8, 9, 10, 18, 20, 26	Grant Writing	10, 11, 26
Communications & Resource Development	14, 15, 25	Interim/Temporary Staffing	20
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Feasibility Studies	7, 10, 18	Strategic Planning/Management	6, 7, 10, 19, 20, 26
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Full Service	7, 8, 16, 19, 20		

Theresa Haenn, MBA, CFR Robbe Healey, MBA, NHA, ACFRE Aurora Philanthropic Consulting, LLC

6 Greenbank Avenue
West Chester, PA 19380



Services

Aurora Philanthropic Consulting partners with progressive non-profit organizations to envision, develop and implement successful philanthropy programs. Collaboration and customization are hallmarks of our approach, ensuring maximum effectiveness making optimal results possible for fundraising, board development and philanthropy. Services include campaign and major gift planning studies; development audits; cases for support; board and leadership development, coaching; board strategy planning and retreat facilitation.

Client List

American Camellia Society
Bryn Mawr Rehab Hospital
Magee Rehab Hospital
Mazzoni Center
Philadelphia Girls Rowing Club
The Center for Autism
Tredyffrin Township Library Foundation

Areas of Expertise

Capital Campaigns
Culture of Philanthropy
Development Coaching
Major Gifts
Staff Training/Board Development & Training
Strategic Planning/Management



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AURORA

Philanthropic Consulting

Gregory Hagin, Managing Director/Partner CCS Fundraising

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Services

CCS is the leading strategic consulting and fundraising management firm to nonprofit and social impact organizations worldwide. Each year, CCS provides tailored support to more than 500 client partners to achieve fundraising goals and mission impact. Our key services include planning and strategy, campaign and interim management, data analytics, systems and research, and training and leadership development. With over 300 professionals and 15 offices throughout the U.S. and the world, we have the capacity to help local,

Client List

Archdiocese of Philadelphia
Barnes Foundation
Bryn Mawr Presbyterian
CHOP
Congregation Rodeph Shalom
Fairmount Park Conservancy
Fund for the School District of Philadelphia
Nemours
Temple University

Areas of Expertise

Capital Campaigns
Development Audits
Feasibility Studies
Full Service
Fundraising Counsel
Strategic Planning/Management



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Terry Hersh

DonorPerfect

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Fort Washington, PA 19034



Services

DonorPerfect fundraising software empowers nonprofit professionals to grow the community that champions their cause. From dashboards that turn data into insights to donor profiles primed for segmentation, DonorPerfect helps organizations adopt powerful fundraising strategies with ease. Supporting 50,000 fundraisers in raising over \$100 billion, our innovative platform provides affordable solutions for the ever-changing nonprofit landscape. Join our community at www.donorperfect.com.

Client List

Small to medium nonprofits from around the world but mainly in North America

Areas of Expertise

Auctions & Auctioneers
Capital Campaigns
Digital Fundraising
Full Service
Planned Giving
Prospect Research



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(800) 220-3591



donorperfect.com



[linkedin.com/showcase/donorperfect-software](https://www.linkedin.com/showcase/donorperfect-software)



twitter.com/donorperfect



facebook.com/DonorPerfect



instagram.com/donorperfect



Get fundraising tips, templates, & more

Kristine Holferty

DonorSearch

11245 Dovedale Court
Marriottsville, MD 21104



Services

At DonorSearch, we know that philanthropy markers connect what's in someone's heart — their aspirations in life — to their capacity to give to a nonprofit organization. Founded in 2007 by Bill TeDesco, an industry veteran with years of experience in philanthropy, our mission is to provide more nonprofits with actionable data and insights that help fundraisers connect more deeply with the right donors. Our purpose and approach at DonorSearch are centered around helping more nonprofits identify, expand, predict and connect.

Client List

Higher Education, Healthcare, Education, Arts, Culture and Humanities, Membership Organizations, Environment, and Animals, Human Services, and Religion

Areas of Expertise

Annual Fund
Capital Campaigns
Donor Research/Prospect ID
Major Gifts
Planned Giving
Prospect Research



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donorsearch.net/



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www.instagram.com/donorsearch_net/?hl=en



DONORSEARCH

Nicole Meyenberg, Vice President Fairmount Ventures

30 South 15th Street, Suite 500
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Services

Fairmount is a women-owned consulting firm committed to catalyzing social impact and equity in cities and communities by building the capacity of the nonprofit and public sectors. We've raised over \$800 million in the past 30 years by leveraging the power of clients' ideas to resonate with mission-aligned funders and donors. Through data-driven strategic planning, leadership search and development, and hands-on fundraising, Fairmount's team of experts match aspiration to action and generate significant return.

Client List

Rooted in Greater Philadelphia, Fairmount serves nonprofits, higher education, and public sector clients that range from community-based organizations to regional institutions and national leaders.

Areas of Expertise

- Capital Campaigns
- Executive Search/Recruitment
- Feasibility Studies
- Fundraising Counsel
- Grant Writing
- Strategic Planning/Management



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**FAIRMOUNT
VENTURES**

Marge King, MBA

InfoRich Group, Inc.

1408 S. Hunting Horn Turn
Glen Mills, PA 19342



Services

We are innovative fundraisers using research as a foundation to effective fundraising. InfoRich Group, Inc. is a leader in general fundraising services, as well as list building, grant proposal writing, training, audit and benchmarking services for the nonprofit sector. We have decades of experience to help you build better relationships with donors and stronger nonprofit organizations. Whether you want to increase gifts from individuals, government agencies, or private foundations, we can help.

Client List

George Washington University
Hunterdon Healthcare
AphasiaAccess
HEADstrong Foundation
Zoo Atlanta
Irish Diaspora Center
Lehigh Valley Health
Studio Museum of Harlem
Washington International School

Areas of Expertise

Development Audits
Donor Research/Prospect ID
Fundraising Strategy
Grant Writing
Major Gifts
Prospect Research



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Nundini Krishnan

iWave

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Canada



Services

iWave's fundraising intelligence platform is built on next-generation architecture that leverages its modern design and intuitive layout to help you identify, cultivate, and retain donors in order to raise more gifts.

Over the last 30 years iWave has gained a reputation as best-in-class by offering the nonprofit industry's most comprehensive, most customizable, and most trustworthy fundraising intelligence platform. iWave helps you efficiently and effectively fundraise with confidence.

Areas of Expertise

Development Technology
Digital Fundraising
Donor Research/Prospect ID
Foundations
Major Gifts
Planned Giving
Prospect Research



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Catharine McGeever, Managing Partner

Lambert & Associates

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Havertown, PA 19083

Services

Lambert & Associates is an executive search firm focused on serving the needs of the nonprofit sector.

We assist the leadership of client organizations in identifying, contacting, screening and hiring exceptional professionals in all specialties of nonprofit management, including leadership, fundraising, marketing, finance and communications. Our firm serves a nationwide clientele and works with a limited number of clients at any given time bringing a more personalized relationship to each client.

Client List

Higher Education
Independent Schools
Social Service Organizations
Healthcare Organizations
Faith-based Organizations
Other Nonprofit Organizations

Areas of Expertise

Executive Search/Recruitment



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Robert Lane MBA, PhD, CiP

Lane Services, LLC

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Services

We are your local technology consulting firm specializing in working with the association and not-for-profit communities. We are honored to have served as an Authorized iMIS Solution provider and Authorized iMIS Fundraising Specialists since 2003. From direct mail fundraising solutions to report writing and RFM analytics, we do it all! We work with clients to provide a cost effective solution to better engage your members and donors with products such as Give & Go, our RFM segmentation tool and Rapid Gift Entry.

Client List

Salesian Missions
Pantanassa Monastery
American Law Institute
Philadelphia Bar Association
Electrical Society of Phila
Honor Society of Phi Kappa Phi
American Hellenic Educational
& Progressive Association

Areas of Expertise

Communications & Resource Development
Development Technology
Digital Fundraising
Direct Mail
Foundations
Management Consulting
Marketing & Communications



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Lane Services LLC
not-for-profit technology solutions

Nancy McDonald

Leapfrog Group

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Services

Leapfrog Group is an industry leader in branding, marketing and fundraising communications. Serving national and international non-profits since 2004, we have helped hundreds of educational, healthcare, cultural and advocacy organizations elevate their brands and advance their missions. From comprehensive campaign messaging to organizational branding to creating communications that inform, cultivate, solicit and steward, Leapfrog produces results in creating awareness, attention and support.

Client List

Children's Hospital of Philadelphia
Germantown Academy
Lankenau Medical Center
Malvern Prep
Smithsonian Latino Center
Temple University
Villanova University
World Affairs Council of Philadelphia

Areas of Expertise

Communications & Resource Development
Direct Mail
Marketing & Communications
Strategic Communications



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LEAPFROGROUP

CREATIVE + BRAND + STRATEGY

Jay Janszen

Next Generation Fundraising, Inc.

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Services

NextGen's mission is simple: To help nonprofits build relationships with supporters and raise money for their mission. We're driven by the knowledge that when we're successful together, good things happen in the world. Our in-depth approach fuels momentum, fosters collaboration, and ignites innovation. From multichannel campaign planning and management to creative development, from direct mail production to digital advertising, from analytics to reporting, NextGen is your one-stop shop for fundraising success!

Client List

WHYY

Vietnam Veterans of America

Save the Redwoods League

The Marine Mammal Center

East Bay SPCA

GLSEN

UC-Berkeley

Peninsula Open Space Trust

PBS - The Public Broadcasting Service

Areas of Expertise

Annual Fund

Development Audits

Digital Fundraising

Direct Mail

Full Service

Fundraising Strategy



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Bill Stewart, President NMG Corporation

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Services

We have a presence in key vertical markets including pharmaceutical, financial, non-profit, direct mail, banking, healthcare, insurance, and education. We specialize in Direct Mail, Package inserts, Envelopes, Form printing, Order fulfillment, Printed Inventory management, Lithography, Offset, and Prepress. NMG is here to help make your direct mail marketing campaigns come to life, the exact way your company has envisioned it.

Area of Expertise

Direct Mail



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company/national-mail-graphics



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CJ Orr

Orr Group

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Services

Founded in 1991, Orr Group specializes in the business of philanthropy. We partner with nonprofit organizations to fundraise, design and implement new strategies, recruit and engage board members, secure and manage talent, and provide executive and fundraising leadership. Our team is comprised of some of the nonprofit sector's most successful and passionate fundraisers and strategists. We work alongside a wide range of partners nationwide to maximize philanthropic revenue, propel growth, and increase impact.

Client List

Big Brothers Big Sisters America
Echoing Green
Girl Scouts of the USA
Guide Dogs for the Blind
Make-A-Wish Foundation of America
Illinois Institute of Technology
Ronald McDonald House Charities

Areas of Expertise

Capital Campaigns
Development Audits
Executive Search/Recruitment
Feasibility Studies
Fundraising Strategy
Major Gifts
Planned Giving
Prospect Research
Special Events Planning & Management



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Perry Monastero

RPM Consulting Group, LLC

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Services

RPM Consulting brings over two decades of experience in capacity building, strategy, and marketplace research, intelligence, and analysis to provide customized fundraising, campaign, and philanthropic strategies for nonprofit organizations.

Client List

The Trevor Project
Mt. Airy Art Garage
Woodhull Freedom Foundation
House of Blahnik
University of Pennsylvania
Graduate School of Education

Areas of Expertise

Full Service
Fundraising Strategy
Management Consulting
Marketing & Communications
Philanthropic Advising
Strategic Planning/Management



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Kelly E. Grattan, PhD, MBA, CFRE

Schultz & Williams

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Services

Schultz & Williams is a national consulting firm dedicated to helping nonprofits of all types and sizes achieve financial stability, meet organizational goals and support greater mission impact. We take a uniquely informed approach to address each client's situation. The result is an actionable, tailor-made plan that will achieve short- and long-term goals through results-driven development planning, direct marketing, strategic planning, digital campaigns, interim staffing and more.

Areas of Expertise

- Annual Fund
- Capital Campaigns
- Digital Fundraising
- Direct Mail
- Full Service
- Fundraising Counsel
- Major Gifts
- Interim/Temporary Staffing
- Staff Training/Board Development & Training
- Strategic Planning/Management



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Stephanie Cory, CAP, CFRE

Stephanie Cory Consulting

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Services

Stephanie offers consulting, training, and search services. She helps clients focus their organizational efforts through developing strategic, succession, and fundraising plans. Stephanie helps clients raise more money through customized fundraising training and technical assistance. She helps organizations recruit talent for executive and fundraising roles. As a BoardSource Certified Governance Consultant, Stephanie also offers training and technical assistance to boards to help them in their governance roles.

Client List

Association for Frontotemporal Degeneration
The Everett Theatre
Healthy Foods for Healthy Kids
Kendal-Crosslands Communities
Old Swedes Historic Site
Pennsylvania Bar Foundation
The Timothy School

Areas of Expertise

Executive Search/Recruitment
Fundraising Counsel
Staff Training/Board Development & Training



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Peter Reitmeyer, Principal

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Services

We promote applied financial knowledge and education, promote life-long learning and advocate for ethical standards for the benefit of society. The College offers the Chartered Advisor in Philanthropy designation, or CAP®. This is the only designation of its kind designed specifically for those professionals who are passionate about making a difference in their career and in the world at large.

Areas of Expertise

Culture of Philanthropy



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THE
**AMERICAN
COLLEGE**
OF FINANCIAL SERVICES®

Sal Caimano

The Word Tech Group

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Services

WTG presents the highest attention to decreasing postage print and mail costs that drive responses high and achieve better ROI.

WTG provides services on a project by project basis.

AFP referrals and examples by request.

Areas of Expertise

Annual Fund
Direct Mail
Donor Research/Prospect ID
Marketing & Communications



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The
WordTech
Group

Monica Gallagher, Principal Three Foxes Consulting

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Services

Your nonprofit needs an entrepreneurial spirit to stay relevant. You also need a foundation of best practices to build public trust, achieve your mission, and impact the world. Three Foxes Consulting understands these nuances and knows how to move your organization forward seamlessly.

We can build a fundraising department from the ground up or revive an existing one, designing a plan that will help you grow for years to come, and fundraising coaching for staff and board is available one-on-one or in small groups.

Client List

Committee of Seventy
iThrive Games
Project 440
Salus University
The Wetlands Institute
Young Involved Philadelphia

Areas of Expertise

Annual Fund
Development Audits
Development Technology
Fundraising Counsel
Fundraising Strategy
Staff Training/Board Development & Training



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James Copes, Director/Producer

Tolsma Productions

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Services

We share stories through video. Stories that raise money, raise friends, or raise awareness. We believe that video is the most effective and compelling tool to reach your audience. Whether at a gala event, kicking off a capital campaign, or on social media, video stories reach your audience where they are. The programs we produce are purpose-driven and results oriented. Working together we'll see that your video achieves your goals and connects with your target audience.

Client list

University of Pennsylvania
Air Force Aid Society
Broad Street Ministry
Association of Fundraising Professionals
Greater Philadelphia Coalition Against Hunger
The Philadelphia Orchestra
Gaudenzia

Areas of Expertise

Communications & Resource Development
Digital Fundraising
Marketing & Communications



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Valerie Jones

Valerie M. Jones Associates

1640 North Ridley Creek Road
Media, PA 19063



Services

Valerie M. Jones Associates (VMJA) was founded in 1998 as an inclusive, woman-owned firm to help nonprofit leaders maximize revenue from all sources. Although our clients span the nation and the globe, we specialize in serving arts, cultural and environmental nonprofits with operating budgets from \$1 million to \$5 million in the Greater Philadelphia metro region. VMJA services include capital campaigns, prospect research, grants-writing, sponsorship, board/volunteer solicitation training, and strategic planning.

Client List

African American Museum in Philadelphia
Bartram's Gardens
Free Library of Philadelphia Foundation
LEADERSHIP Philadelphia
Philadelphia Museum of Art
The Wagner Free Institute of Science

Areas of Expertise

Capital Campaigns
Development Coaching
Donor Research/Prospect ID
Grant Writing
Staff Training/Board Development & Training
Strategic Planning/Management



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