

## AFP South Sound Mentor Bios for 2020 Cohort

### Jim Greenfield, ACFRE, FAHP, FAFP

Jim Greenfield's 55 year career includes 40 years as chief development officer, started 5 development offices, 12 years consulting, teaching, and coaching. Jim's vast experience includes colleges and hospitals.

#### *Areas in which Jim can provide guidance:*

Career Development	Donor Relationships/Stewardship
Annual Giving	Capital Campaigns
Performance Analysis	Strategic Planning
Volunteer Management	Ethics
Planned Giving	

### Kari Young

I have been in the Tacoma area since 2004 and working in development in some capacity since then. This is an amazing place and I'm thankful to be in Pierce County raising my family and growing my career. I have experience in a variety of areas of development from volunteer management, internship programs, grant writing, annual fund, major giving and planned giving. My area with the strongest experience is in volunteer management and major giving.

#### *Areas in which Kari can provide guidance:*

Career Development	Donor Relationships/Stewardship
Annual Giving	Capital Campaigns
Major Gifts/Prospect Research	Special Events
Strategic Planning	

### Emily Mendez-Bryant

After college, I worked with a small boutique wealth management firm in Bellevue, who then merged with Moss Adams Wealth Management division in downtown Seattle - working on cases and marketing for financial advisors. Then moved to Hawaii and worked in community relations for the hospital systems. I then worked with another large healthcare system (7500 staff) for their capital campaign to build a brand new building for the children's hospital. After completion, looking for another challenge, I worked for Aloha United Way which although had a smaller employee base, it had a strong foundation and base of donors. Then, I moved to Tacoma, WA to work for United Way of Pierce County to continue good work in the Pacific Northwest and I'm now back to my roots, which is very meaningful to me.

*Areas in which Emily can provide guidance:*

Career Development	Donor Relationships/Stewardship
Annual Giving	Capital Campaigns
Major Gifts/Prospect Research	Board Relationships/Governance/Training
Special Events	Marketing/Communications
Telemarketing/Direct Mail Outreach	Strategic Planning
Volunteer Management	Corporate Relations/Sponsorships
Anniversary Campaigns	

Jennie Griek, CFRE

I've had the honor and privilege to work for Greentrike (previously known as the Children's Museum of Tacoma) for the last twelve years starting out as a Development Coordinator, transitioning to the Event Manager, and now in my current role as the Development Director. I have a certificate in non-profit leadership from UWT, Bachelor's degree from PLU, and working to complete my CAP certification. Jennie volunteers at a number of organizations including her children's school PTO.

*Areas in which Jennie can provide guidance:*

Donor Relationships/Stewardship	Annual Giving
Board Relationships/Governance/Training	Special Events

Pam Leazer

I have worked in all aspects of Non-profit management from Executive Director to Executive Fundraiser, as both employee and consultant/coach. I've worked for local entities, chapters affiliated with large national organizations and held local, state, regional and national positions and roles in the Non-profit Sector. I live in Port Orchard, WA, with my husband, Hal, and our Papillon doggie, Abby. I enjoy reading, bird-watching, gardening and exploring the PNW.

*Areas in which Pam can provide guidance:*

Career Development	Donor Relationships/Stewardship
Annual Giving	Capital Campaigns
Major Gifts/Prospect Research	Board Relationships/Governance/Training
Special Events	Marketing/Communications
Telemarketing/Direct Mail Outreach	Strategic Planning
Volunteer Management	Corporate Relations/Sponsorships
Ethics	Grant Proposals/Case Development

Marion Sharp

I have raised funds for organizations serving higher education, young people, homeless families, low-income, elderly and disabled people, and pets. My background includes work with major gifts, annual funds, grants, special events, and donor cultivation, recognition, and stewardship. Other skills include writing and reporting, communications design, html coding for websites and email, expertise with donor database software, and data analysis.

*Areas in which Marion can provide guidance:*

Career Development	Donor Relationships/Stewardship
Annual Giving	Capital Campaigns
Major Gifts/Prospect Research	Board Relationships/Governance/Training
Special Events	Marketing/Communications
Telemarketing/Direct Mail Outreach	Strategic Planning
Volunteer Management	Corporate Relations/Sponsorships

Cindy Niemi, CFRE

I love working with donors 1:1 and helping them to navigate the current and lasting impact they want to make today and well into the future. I love to teach others how to do this by coming alongside them, and I am also open and eager to learn. I believe that we are here on this planet to better people's lives and being able to do that every day through our work is the greatest feeling. My home is in Browns Point and my husband and I are avid bike riders, hikers, and sailors.

*Areas in which Cindy can provide guidance:*

Career Development	Donor Relationships/Stewardship
Major Gifts/Prospect Research	Corporate Relations/Sponsorships
Planned Giving	

Sue Loiland, CFRE

Sue began her non-profit career 20 years ago. Having worked in a variety of small shops in Social Service and Museums for 15 years, Sue has experience in just about every fundraising role. Currently she works 1:1 with donors to support any area of Pacific Lutheran University that they care about. Sue lives in Gig Harbor with her husband of 34 years and her Corgi. They have two grown sons and two grandchildren.

*Areas in which Sue can provide guidance:*

Career Development	Donor Relationships/Stewardship
Annual Giving	Capital Campaigns
Major Gifts/Prospect Research	Board Relationships/Governance/Training
Special Events	Volunteer Management
Corporate Relations/Sponsorships	Planned Giving
Ethics	