



CONSULTANTS' DIRECTORY

OVERVIEW OF SERVICES PROVIDED:

(Please see full listings below for more detailed information)

The Alford Group/Mary Kaufman-Cranney CFRE: Annual Giving, Board Development, Capitol/Endowment Campaigns, Development Planning, Major Gifts, Strategic Planning

Dr. Beverly A. Browning: Board Development, Grant Writing/Training, Strategic Planning, Coaching/ Mentoring, Grant Funding Research, Compression Planning

Michele M. Rebeor Consulting, LLC: Annual Giving, Board Development, Development Planning, Major Gifts, Strategic Planning

The Cagney Company: Annual Giving, Board Development and Governance Expertise, Capital/Endowment Campaigns, Development Planning, Grant Writing, Major Gifts, Planned Giving, Strategic Planning, Retreat Facilitation, Coaching and Training, International Philanthropy and Arts and Culture Specialists

Ewing Consulting, LLC: Annual Giving, Board Development, Capital/Endowment Campaigns, Development Planning, Grant Writing, Interim Management, Major Gifts, Strategic Planning, Gift Clubs

Grant Writing Training Foundation: Board Development, Grant Writing, Strategic Planning

IPM Advancement: Capital campaign consulting, Feasibility studies, Strategic planning, Annual fund and Annual giving strategies, Analytics, Digital campaigns, Leadership/Major/Planned Giving strategies, Training workshops and retreats

The Phoenix Philanthropy Group: Fundraising and Campaign Management, Development, Operations, and Infrastructure; Prospect Development; Alumni and Constituent Relations; Strategic, Campaign, and Annual Planning; Interim Management; Volunteer Leadership Development, Management, and Training; Executive Coaching, Training, and Development; Evaluations

VisionConnect Consulting: Fundraising consulting, Strategic planning, Governance training

40
YEARS OF IMPACT



THE ALFORD GROUP™

The Alford Group/Mary Kaufman-Cranney, CFRE

*Annual Giving, Board Development,
Capitol/Endowment Campaigns, Development
Planning, Major Gifts, Strategic Planning*

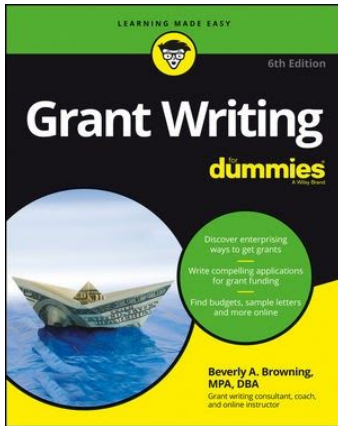
Contact: Mary Kaufman-Cranney, CFRE
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www.alford.com

Mary Kaufman-Cranney, CFRE is a 30-year veteran of fundraising/development, based in the Greater Phoenix area. Throughout Mary's career, she has built significant development programs for nonprofits growing their annual support, developing major gift programs, building and engaging the board and directing a dozen campaigns for operating, capital and endowment, ranging from \$3 million to \$160 million.

Having served as a chief development officer for small to large organizations including the YMCA, Seattle Opera and The Nature Conservancy, she brings expertise in engaging volunteer leaders and staff, in developing strong donor relations, securing major and principal gifts, and building overall organizational capacity. Kaufman-Cranney is also an adjunct co-professor for The Non-Profit Graduate Fundraising course at Seattle University, a trustee to Washington State University's Education Advisory Board, and is currently consulting with the Valley of the Sun United Way, Valley of the Sun YMCA, North Valley Christian Academy and is a preferred provider for Dignity Health. Kaufman-Cranney received the Washington Association of Fundraising Professionals (AFP) Fundraiser of the Year award in 2015.

Why Partner with The Alford Group:

The Alford Group provides the best **creative** thinking from across all sectors of the not-for-profit spectrum; a **national network** and expertise with regionally focused and knowledgeable consultants; a 40-year history of successfully partnering with education, human services, conservation and the arts; a **team-oriented**, hands-on and data driven approach with innovative and unique solutions tailored to clients' needs and goals; and a strong reputation for being **long-term strategic partners** achieving or exceeding goals.



Bev Browning, LLC
*Board Development, Grant Writing, Strategic
Planning, Grant Writing Training,
Coaching/Mentoring*

Contact: Dr. Beverly A. Brown
Address: 5204 N. 189th Glen, Litchfield Park, AZ 85340
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Web: <http://bevbrowning.com/>

Dr. Bev Browning (Dr. Bev) has provided nonprofit capacity-building consulting and/or training services directly or as a subcontractor under Kim Joyce & Associates: Civitan Foundation, HomeBase Youth Services, Arizona League of Cities and Towns, Arizona Association of Counties, Arizona State Parks & Trails, City of Phoenix, Town of Guadalupe, Chandler Education Foundation, Town of Buckeye, Zion Institute, Arizona Community Foundation, Maggie's Place, Ryan House, Desert Botanical Gardens, City of Avondale, GAP Ministries, SAAVI, Maricopa Community Colleges, Town of Fountain Hills, Fountain Hills United Methodist Church, Resolution Copper, Midwest Food Bank, and Big Brothers Big Sisters of Central Arizona, and dozens of other Arizona organizations. She is the author of 41 grant-related books, including six editions of *Grant Writing for Dummies*.

Dr. Bev is a grant writing visionary who uses thought leadership to work with nonprofit organizations that are struggling with the woes of revenue stream imbalances. She has been researching grant funding, grantmaking trends, and board-related barriers to nonprofit capacity building for over 40 years. Dr. Bev holds degrees in business administration, public administration, and the management of organizational development and is an approved training provider for CFRE International and the Grant Professionals Association.



Michele M Rebeor Consulting, LLC
*Annual Giving, Board Development, Development
Planning, Major Gifts, Strategic Planning*

Contact: Michele Rebeor
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MMRC specializes in assisting nonprofits with the identification, development, and implementation of innovative engagement practices to help nonprofits maximize their current and prospective donor relationships, with meaningful, intentional, realistic, efficient, and sustainable strategies. Additionally, with more than a decade of rare, hands on experience, MMRC also offers a niche expertise to assist nonprofits with the knowledge, education and integration of strategies that effectively engage women as donors and recognize the growing, significant and transformative impact women have on philanthropy.

MMRC Services:

1. Short or long-term customized client services to support nonprofit fundraising strategies that build more effective, efficient, and sustainable donor relationships.
 2. Unique expertise for guiding nonprofits in integrating development practices that acknowledge, accommodate, and maximize the impact of women donors.
 3. Training & education for staff, boards, volunteers & donors to develop comprehensive and consistent relationship building strategies that complement each other's efforts.
- MMRC offers the flexibility to accommodate projects, resources, and budgets of all sizes to best meet the needs and advance the missions of nonprofits.
Our goal is to offer results that can be implemented immediately but also allow for growth and long-term sustainability.
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The Cagney Company

*Annual Giving, Board Development,
Capital/Endowment Campaigns, Development
Planning, Grant Writing, Major Gifts, Planned Giving,
Strategic Planning, Retreat Facilitation, Coaching
and Training, International Philanthropy and Arts
and Culture Specialists*

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The Cagney Company provides exceptional fundraising consulting services to help nonprofits realize their own genius, fulfill their potential and create bright futures. We maintain the highest ethical standards and operate in best practices and proven principles. But we are not just about tried and true formulas. Unique clients and circumstances demand creativity. Like our clients, we are committed to bright futures for those we serve and are sensitive to the newest developments and latest thinking in fundraising nonprofit management. Our team has raised more than \$500,000,000 for great nonprofits, large and small, around the world.

President and CEO Penelope Cagney MA, CFRE, named of the 2016 Top Six Fundraising Experts in the US by Philanthropy Media, has more than 25 years of experience as a consultant in fundraising, governance and planning and has helped clients achieve multi-million dollar goals in transformative fundraising programs. Penelope Cagney serves on the Board of the Association of Fundraising Professionals (AFP) International Foundation, prior to that she served four years on the Association's Board. She is a member of the Wish Fund Committee of Make-A-Wish International, which provides capacity building grants to its affiliates in more than 50 countries; served on the 2017 International Fundraising Summit Committee; and on the Selection Committee for the 2017 Asia Philanthropy Awards. She has also served on AFP Greater Arizona Chapter's board, and received a President's Award for Outstanding Service and Excellence in Education.

She has taught fundraising and strategic planning in the Arizona State University Nonprofit Management Institute; and fundraising, governance, communications and other nonprofit management topics at Columbia College and School of the Art Institute, Chicago; and was a Distinguished Visiting Professor at American University in Cairo, Egypt. Penelope is a Certified Fundraising Executive (CFRE) and author of the forthcoming "Global Best Practices for CSO, NGO and Other Boards: Lessons From Around the World" (Wiley/BoardSource 2018); is co-editor of the 2015 AFP/Skystone Partners Prize in Research winner and planetcause.org 2015 Book Choice awardee "Global Giving: How the World is Changing the Rules of Philanthropy" (Chinese version available June 2018 from Shanghai University Finance and Economic Press) and author of "Nonprofit Consulting Essentials: What Nonprofits and Consultants Need to Know" (Jossey-Bass 2010). Penelope has presented plenaries, key notes, and master classes on fundraising, leadership and other topics in China, Korea, Italy, Mexico, and Canada.



Ewing Consulting, LLC

Annual Giving, Board Development, Capital/Endowment Campaigns, Development Planning, Grant Writing, Interim Management, Major Gifts, Strategic Planning, Gift Clubs

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"Building Communities through Philanthropy" has been Ewing Consulting's philosophy since the firm was founded eleven years ago.

Phoenix Art Museum, Arizona Science Center, Cardon Children's Medical Center, Southwest Center for HIV/AIDS, Valle del Sol, Phoenix Theatre, Childsplay, Boys Hope Girls Hope, Ryan's House, Crosier Fathers and Brothers and dozens of other worthwhile organizations have joined forces with Ewing to maximize their fundraising potential. With an excellent track record and a longstanding reputation for "getting the job done," the firm's principal Chris Ewing has led numerous some of the Valley's most successful campaigns and fundraising initiatives. Board development and the creation of viable and sustainable annual giving programs are also areas of expertise.

According to Arizona Science Center's The Hazel A. Hare President and CEO Chevy Humphrey, "Chris' work is consistently exceptional. With her assistance, we surpassed our last campaign goal and, as we move into another larger initiative, Chris is already helping us to move toward success."



Grant Writing Training Foundation

*Grant Writing Training Foundation: Board
Development, Grant Writing, Strategic Planning*

Contact: Dr. Beverly A. Browning, CSPF
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85338 Telephone: 480-768-7400
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The Grant Writing Training Foundation founded by Dr. Beverly A. Browning, a 44-year internationally-known grant writing consultant that has raised over \$500 million in grant and contract awards for her clients. The purpose of the Foundation is to provide affordable nonprofit capacity-building consulting, grant research, writing and training services to eligible grant applicants that join the Foundation's roster of clients.

Dr. Browning is based in the Phoenix MSA and is the author of 42 grants-related publications, including six editions of *Grant Writing for Dummies™* (Wiley Publishing). She holds degrees in Organizational Development, Public Administration, and Business Administration.

Dr. Browning is a grant writing course developer and online facilitator for Ed2Go.com dba Cengage Learning. Her online courses (taught to thousands of students annually on www.ed2go.com) are Advanced Proposal Writing, Becoming a Grant Writing Consultant, and A – Z Grant Writing – II – Beyond the Basics.



IPM Advancement

Capital campaign consulting, Feasibility studies, Strategic planning, Annual fund and Annual giving strategies, Analytics, Digital campaigns, Leadership/Major/Planned Giving strategies, Training workshops and retreats

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Web: <https://ipmadvancement.com>

The IPM Advancement team has more than 100 years of combined experience across all areas of nonprofit fundraising.

IPM Advancement is a full-service nonprofit fundraising agency with one mission: to help our clients raise more money to make the world a better place. Our team has more than 150 years of combined experience across all areas of nonprofit fundraising serving organizations here at home and across the country, including: Phoenix Children's Hospital; KJZZ-FM; ChildHelp; Blue Cross Blue Shield of Arizona; Make-a-Wish Arizona; Chandler Regional and Mercy Gilbert Medical Centers; Autism Speaks; Fayetteville Public Library; Human Rights Campaign; North Country HealthCare; San Francisco Aids Foundation; the Scott Family Amazeum; USA Swimming Foundation.

IPM provides all aspects of fundraising program management for nonprofits – combining subject matter expertise in annual giving and general annual fund, leadership giving, major and planned gifts, capital campaigns, feasibility studies, strategic planning, and governance training with the creative services of a design agency and the production capabilities of a mail house.

Call us. We look forward to joining your team and helping you to success!



The Phoenix Philanthropy Group

Fundraising and Campaign Management, Development, Operations, and Infrastructure; Prospect Development; Alumni and Constituent Relations; Strategic, Campaign, and Annual Planning; Interim Management; Volunteer Leadership Development, Management, and Training; Executive Coaching, Training, and Development; Evaluations

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Web: www.phoenixphilanthropy.com

Founded in 2004, The Phoenix Philanthropy Group partners with organizations and individuals to build the strategies and resources to optimize their impact on our global society. We do so by providing strategic, outcomes-driven revenue generation, constituent relations, strategic planning, and organizational development services that help our partners fulfill their missions and achieve their goals. We have served more than 175 clients in education, human and community services, arts and culture, healthcare, social justice, and the environment in Arizona and around the world.

What Makes Us Unique?

- Our consultants bring you local, national and international expertise, all based on their years of practical experience in the field.
- As the only Arizona-based firm that's a member of The Giving Institute, our membership gives us – and you – access to industry-leading research, data, and trends.
- Our Advancement Academy provides interactive workshops and thought leadership tailored to your professional development needs.

Richard Tollefson and the Phoenix Philanthropy team leverage decades of direct experience in fundraising and nonprofit management. You will work with a core team of consultants, mutually selected and based on availability, to address all your needs. We combine deep expertise and insight with analytics to craft your comprehensive action plan and equip you with coaching and tools to activate your plan.

- Fundraising and campaign readiness, assessments, and capacity building
 - Feasibility and positioning studies
 - Fundraising priorities identification/certification, goal setting, case development
 - Comprehensive, capital, and endowment campaign planning, management, execution for campaigns ranging from \$800,000 to \$750 million
 - Fundraising planning
 - Prospect and donor development and engagement
 - Advancement Services
 - Board and volunteer leadership development and engagement
 - Strategic planning
 - Major gifts
 - Personalized executive coaching and customized training through our Advancement Academy
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VisionConnect Consulting

Fundraising consulting, Strategic planning, Governance training

Contact: Rich Frazier

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Our Mission: Saving the World, One Nonprofit at a Time.

Whatever your mission, our experience and expertise in fundraising, board governance and strategic planning can help you move closer to your vision for a better world.

Fundraising Consulting:

Our goal is to help you reach your goal. Services include (but are not limited to):

Feasibility Studies	Campaign Readiness Assessments
Campaign Management	Major Gifts & Moves Management
Planned Giving	Fundraising Training

(some services are provided in partnership with IPM Advancement)

Governance Consulting

As a BoardSource Certified Governance Trainer, Rich Frazier has experience working with dozens of boards of directors across the country, helping them find clarity and conviction in their roles. Governance consulting is customized to meet your needs and may include (but not be limited to):

Board Self Assessments	Board Training & Facilitation
Leadership Coaching	Board Building and Orientation
Retreat Facilitation	

Strategic Planning

Whether you need a 3-5-year plan or a more adaptive model, our comprehensive approach is designed to get to the most important issues and engage all stakeholders to ensure ownership and participation with measurable outcomes and timelines.
