

## Global to Local: Legislative Impacts and Insights for Colorado Fundraisers



### ***Sally Schaeffer, Owner/Principal Consultant, Uncorked Advocates***

Bringing over 25 years of experience, Sally Schaeffer is founder and owner of Uncorked Advocates, a federal government relations firm started in 2017. Among her current clients are some of the largest nonprofits and philanthropic associations in the country, including Alzheimer's Association, Association of Fundraising Professionals, American Heart Association, Covenant House International, United Philanthropy Forum, The Nonprofit Alliance, and Grant Professionals Association.

Among her policy successes to incentive more charitable giving:

- Sally serves on the steering committee of the national Charitable Giving Coalition, representing over 175 organizations, that successfully advocated for the permanent charitable deduction for non-itemizers in H.R. 1, OBBBA. Signed into law in July 2025, this provision is expected to raise additional \$19 billion per year for charities starting in 2026 (analysis from Capital Policy Analytics). This giving incentive was based on the bipartisan Charitable Act.
- On behalf of American Heart Association, she helped to coordinate a national coalition of 60 nonprofits in support of the Legacy IRA Act, which passed into law in December 2022. This has led to tens of millions of dollars being donated by seniors to the charitable sector.

Before starting her own firm, Sally represented more than 500 nonprofits and foundations as the Government Relations Director at Independent Sector. She also served as the Washington advocate for Girls Scouts of the USA. Sally started her career on Capitol Hill working for former Rep. Louise Slaughter as her Legislative Director and then Chief of Staff.

Ms. Schaeffer holds a B.A. in Political Science from Hood College in Frederick, Maryland and a Master's in Public Administration from the Fel's School of Government at the University of Pennsylvania.

Sally is the past President of the nonpartisan Women's Congressional Golf Association. Since 2021, she has been named by The Hill newspaper each year as a Top Lobbyist and named Top 100 Lobbyist by The National Institute for Lobbying & Ethics.

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### ***Sam Edwards, Director of Governance and Volunteer Leadership at the Association of Fundraising Professionals (AFP)***



Sam Edwards, MA is the Director of Governance and Volunteer Leadership at the Association of Fundraising Professionals (AFP), where he is the staff leader for numerous volunteer committees, including the Ethics, Nominating, U.S. Government Relations, and Political Action Committees. A former fundraiser himself, Sam previously worked in stewardship, donor and alumni relations, and annual giving with universities and national non-profits. He holds a BA in History from Boston University, and an MA in Higher Education Administration from the University of Michigan.



### ***Jamie Mager, Executive Director, University of Colorado***

Jamie has been with the University of Colorado Office of Gift Planning since May 2022. Prior to her time at CU, Jamie worked for 11 years in a variety of fundraising roles at the American Cancer Society in Colorado, most recently serving as the Senior Director for Estate and Gift Planning. Jamie started her career as a Certified Financial Planner for a boutique wealth management firm in Kansas City. Working in the field of gift planning allows her to use her technical background as a financial planner while helping others fulfill their philanthropic legacies.

Jamie is a graduate of Kansas State University and loves all things Wildcats. Outside of work, she loves to spend time anywhere that her and her partner, Bryan, can take their two rescue pups, Koda and Moose. She loves to travel, read, and enjoy the beauty that Colorado has to offer.