



## 2022 Award Nomination Form National Philanthropy Day in Colorado

**\*Please see Nomination Instructions (afpcc.org) for information on completing and submitting nominations**

### Nominee Information

| Nominee        |                              |                    |                 |
|----------------|------------------------------|--------------------|-----------------|
| Name:          | <u>Sarah</u>                 | <u>Harrison</u>    |                 |
|                | <i>First</i>                 | <i>Last</i>        |                 |
| Organization:  | <u>The Denver Foundation</u> |                    |                 |
| Address:       | <u>1009 Grant St.</u>        |                    |                 |
|                | <i>Street Address</i>        | <i>Apt./Unit #</i> |                 |
|                | <u>Denver</u>                | <u>CO</u>          | <u>80203</u>    |
|                | <i>City</i>                  | <i>State</i>       | <i>ZIP Code</i> |
| Primary Phone: | Alternate Phone:             |                    |                 |
|                |                              |                    |                 |
| Email:         |                              |                    |                 |

### Category of Nomination (please check ONLY ONE)

- ☐ Lifetime Achievement
- ☐ Outstanding Large Business (Number of Colorado employees \_\_\_\_\_)
- ☐ Outstanding Small Business (Number of Colorado employees \_\_\_\_\_)
- ☐ Outstanding Foundation
- ☐ Outstanding Philanthropist
- ☒ Outstanding Professional Fundraiser
- ☐ Outstanding Professional Grantmaker
- ☐ Outstanding Service Organization
- ☐ Outstanding Volunteer
- ☐ Outstanding Volunteer Fundraiser
- ☐ Inspiration Award

## Nominator Information

### Submitted/Nominated By:

|   |   |                            |                  |
|---|---|----------------------------|------------------|
| Kelly Purdy, with Lynda Ricketson, Leslie Name: |   | Karotkin, and Rebecca Arno |                  |
|   | <i>First</i>  | <i>Last</i>                |                  |
| Organization:                                   | Regis University, with Dental Lifeline,<br>Karotkin Consulting, and the Barton<br>Institute |                            |                  |
| Address:  | Regis University, 3333 Regis Blvd   | B16                        |                  |
|   | <i>Street Address</i>   | <i>Apt/Unit #</i>          |                  |
|   | Denver  | CO                         | 80221            |
|   | <i>City</i>   | <i>State</i>               | <i>ZIP Code</i>  |
| Primary Phone:                                  | 303.884.9327  | Email:                     | kpurdy@regis.edu |
| Relationship to<br>Nominee:                     | Former colleagues and mentees   |                            |                  |
| How did you hear about us?                      | Well known  |                            |                  |

If your nominee is not selected, would you like them to be notified that they were nominated? ☒ Yes ☐ No

If your nominee is selected, can we share a copy of the nomination with them? ☒ Yes ☐ No

### Refer to the Nomination Instructions for Complete Directions

Please remember:

- Each nomination must include:
  1. Nomination Form
  2. Nomination narrative
  3. Two letters of support (additional letters will not be accepted)
- The nomination deadline is **Friday, July 15, 2022 at 5:00 PM (MST)**
- No exceptions!
- All nominations must be complete when submitted
- If you would like feedback on your nomination from a member of the Awards & Selection Committee (not the judges) before formally submitting your nomination, please submit your draft materials by **July 8** via email with a note to that effect.
- Complete nominations must be emailed to DeAnn Acosta, CFRE, [deann@afpcc.org](mailto:deann@afpcc.org).

Thank you for supporting National Philanthropy Day in Colorado

[afpcc.org](http://afpcc.org)

## Nomination for **Sarah Harrison**

### Outstanding Professional Fundraiser - National Philanthropy Day 2022

#### **Nomination Respectfully Submitted by:**

Rebecca Arno, Chief Operating Officer, The Barton Institute

Leslie Karotkin, Karotkin Consulting, LLC

Kelly Purdy, Vice President for Advancement, Regis University,

Lynda Ricketson, CEO, Dental Lifeline

**1. What are the nominee's specific achievements?** The nominee, Sarah Harrison, has been a professional in the philanthropic community for nearly 40 years. She has led fundraising efforts, and built and led teams to achieve and surpass annual fundraising goals, drive deep community impact, and honor and uplift donors' visions for philanthropic change. Institutions that have grown under her leadership over the years include: Colorado School of Mines, Craig Hospital, Morris Animal Foundation and The Denver Foundation.

Retiring after a twenty-year tenure at The Denver Foundation just this summer, Sarah has successfully engaged hundreds of donors, guiding them in their journeys for impactful and strategic giving through donor-advised funds and building a community endowment for metro Denver. Since she joined the Foundation, overall assets have grown from \$199M to \$1.12B and the Foundation's community endowment has grown from under \$50M to over \$400M. The impact of this growth has resulted in dramatic increases in charitable investments in our community. As Sarah enters retirement in July 2022, the impact of her engagement in the philanthropic sector is truly incalculable.

In addition to fostering the overall leadership and growth of the largest community foundation in the Rocky Mountain west, Sarah created two highly impactful programs that stand out. In 2008, in the midst of the recession, Sarah created the Critical Needs Fund to provide a rapid response mechanism to funnel the generosity of donors directly to the most emergent community needs. In 2008, that Fund was used to address hunger, channeling millions of dollars to meet both immediate and systemic needs. The Fund has remained a staple of the Foundation's rapid response giving, and when the world changed in 2020, allowed The Denver Foundation and its donors to quickly direct millions of dollars to frontline nonprofits working to support our community.

In 2015, Sarah created a collaboration with her colleague LaDawn Sullivan to build, support, and focus on equity, diversity, and inclusion in BIPOC communities. The program that they created, Elevating Philanthropy in Communities of Color (EPIC) has become a national model for community foundations. This program created a robust framework and curriculum to incubate and support identity-based giving circles. Today, the Foundation is the home to five giving circles and the values and goals of EPIC are infused throughout the entire philanthropic services strategy of the Foundation.

**2. What impact has the nominee had on the community through financial contributions and/or volunteerism?** Sarah is a quiet, but impactful philanthropist supporting a wide range of issues that matter to her. Her individual philanthropy fully encompasses the "5 -Ts" of time, talent, treasure, testimony, and social ties, but the bulk of her volunteerism has focused on support for and the advancement of the philanthropic and fundraising sectors.

Sarah was a founding steering committee member, and continues to serve as faculty for, the Institute for Leaders in Development at University of Denver which works to grow and develop fundraising professionals in our community. Additionally, Sarah was on the Board of AFP Colorado from 2003-2007 and served as Board President in 2007. She also served on the board of the Advancement Network of the Council on Foundations from 2006-2014 and board president in 2013.

As a leader and a manager she has also mentored numerous fellow fundraisers in our community. The list of those of us contributing to this nomination represents just a few of our community's fundraising professionals who have grown and learned from Sarah's expertise and example.

**3. What leadership qualities does the nominee possess that promote philanthropy and/or volunteerism?** Sarah leads by example. Her good humor and good nature are always apparent to anyone who crosses her path. She is a great listener and often quotes one of her favorite fundraising gurus, Kay Sprinkle Grace, on the importance of active listening. Sarah not only listens, she hears and remembers what has been said, thus making her a very thoughtful and engaged friend, colleague and professional.

As mentioned above, Sarah deeply believes in the power of philanthropy, and in the importance of developing thoughtful, engaged, informed, and accountable leaders in our sector. She invested endless hours in training and orienting new staff, and in ensuring that those on her team remain abreast of the trends and changes in the sector. In her final chapter at The Denver Foundation, she focused on stewardship for her donors and sharing her knowledge with the new generation of professionals who joined the Foundation.

**4. How does the nominee adopt a spirit of inclusion? (i.e. inviting broad participation, mentoring young professionals, hiring diverse applicants, etc.)** Sarah Harrison has been a long-time champion of inclusion work. As a member of the Denver Foundation's core leadership group over the past decade, she has worked hand-in-hand with the Foundation's board, CEO, and staff to deepen and expand the organization's commitment to inclusion and equity: from its grantmaking, to its internal practices, to its fundraising. The EPIC program, mentioned above, is a shining example of her commitment and leadership. LaDawn Sullivan, Director of the Black Resilience in Colorado Fund, says of Sarah:

*True to her long-standing reputation of meeting donors where they are, Sarah proactively sought to understand the history and culture of giving in communities of color to ensure that she and the Foundation developed authentic relationships, practices, and services that honor the 5Ts (time, talent, treasure, testimony and social ties) that donors of color invest in their communities. Sarah has become a strong ally to her peer fundraisers of color and national networks focused on communities of color philanthropy. She co-fosters the development of giving circles of color, co-presents with colleagues about donor of color engagement strategies and embodies her role of as a philanthropic ambassador, sharing the importance of a community foundation's internal equity work impacting the diversity of its donor base, demonstration of fostering an inclusive community, and the integrity of a foundation's commitment to racial equity.*

# Kenneth D. Luff

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DENVER, COLORADO 80203  
3 0 3 - 8 6 1 - 2 4 6 8

July 16, 2021

National Philanthropy Day  
AFP – Colorado Chapter  
c/o DeAnn Acosta, Executive Director

Dear Selection Committee:

We are pleased to submit the following Letter of Support for Sarah Harrison for Outstanding Professional Fundraiser for the Colorado Chapter's 2021 National Philanthropy Day Award.

We first met Sarah twenty years ago, when we came to The Denver Foundation to establish a donor-advised fund to assist our family's philanthropy. At that time Sarah patiently explored our philanthropic interests and guided us through a period of exploration and education. We learned together the most effective ways to identify the causes we cared about and create our impact.

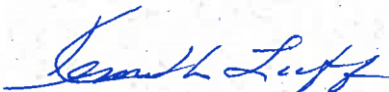
Several years later, Sarah guided us to expand our philanthropic activities to our four children and she has helped them independently identify their areas of philanthropic interest. Through careful listening, she has helped us create our family's philanthropic legacy in a way that is uniquely appropriate for our family. We know that she has been steadfast in protecting our desire for confidentiality, even to the extent of managing each of our family funds independently. We have developed a trustful bond of respect for each other that we deeply value

As the relationship matured, there was always present her modest, ethical, trustworthy, and professional leadership. Although we have made mistakes, Sarah has aided us in creating our philanthropic goals with patience. Her commitment to stewarding our values and intentions, combined with a unique respect for listening to and working with organizations that we funded, has made us better philanthropists.

In the last few years with this treasured relationship, we have better identified community needs, developed the most appropriate programs, facilities, and partnerships to accomplish our goals.

Always present are her modest, ethical, trustworthy, and professional leadership. We feel blessed to work with her.

Sincerely,



Joyce and Ken Luff

July 11, 2022

Dear Colorado Philanthropy Day Selection Committee:

It is my great honor to support the nomination of **Sarah Harrison** for this year's **Outstanding Professional Fundraiser**. Over the years, I have worked with literally hundreds of professional fundraisers. I can say without a doubt that Sarah Harrison is one of the very best.

I first met Sarah in 2002, when I hired her to be the Vice President of Advancement at The Denver Foundation. Previously she had worked as a fundraiser at Craig Hospital and the Morris Animal Foundation. I had the pleasure of working with Sarah very closely on a daily basis until I left The Denver Foundation in 2016.

Sarah is without question one of the most effective and successful fundraisers I have ever met. She has raised hundreds of millions of philanthropic dollars benefiting almost every imaginable charitable cause.

One of the keys to Sarah's success is her deep and unwavering commitment to donor service. She is extraordinarily responsive. When a donor calls or emails, Sarah will respond promptly 24/7/365. Her focus is exclusively on helping donors achieve their philanthropic goals. She never tells donors what to support; nor does she ever let her personal philanthropic priorities influence the advice she gives. The donors with whom she works appreciate her deeply and she maintains strong relationships to this day with donors she met decades ago.

Sarah has the highest possible professional standards. Her moral principles are above reproach. On several occasions, I saw Sarah "speak truth to power" when a donor sought to do something complex that wasn't clearly authorized by the tax code.

Sarah is deeply committed to the fundraising profession. She has mentored countless young development professionals and helped develop and grow the field. She is a great teacher and coach. Most of all, she leads by setting an example of dedication to donor and community interests.

I can't imagine anyone in Colorado more deserving of this year's Outstanding Professional Fundraising Award than Sarah Harrison. Thank you very much for considering her.

Sincerely,

*David Miller*

David Miller  
Executive Director  
Barton Institute for Community Action