



Melissa S. Brown, Instructor, The Fund Raising School

Melissa is a highly rated speaker and instructor for The Fund Raising School. Among her projects, Melissa manages the Nonprofit Research Collaborative, a twice-annual survey to assess what works in fundraising. She is a consultant to more than a dozen ongoing clients. As part of her practice, she analyzes data from the Philanthropy Panel Study, a segment of the University of Michigan's Panel Study of Income Dynamics, and surveys donors and non-donors about how they help others. Melissa volunteers on the AFP Research Council and currently chairs the Association of Philanthropic Counsel. Before founding Melissa S. Brown & Associates in 2011, she worked at the Indiana University Lilly Family School of Philanthropy, editing Giving USA (2001-2010) and researching charitable giving by individuals, corporations, and foundations. Melissa studied at Reed College (B.A. in political science) and the University of Pennsylvania (Master of Governmental Administration). Melissa enjoys gardening, bird watching, and travel.