



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, Capital/Endowment Campaigns, Development Planning, Major Gifts, Strategic Planning

Anne C. White Associates: Board Development, Development Planning, Grant Writing, Interim Management, Major Gifts, Planned Giving, 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

Powers Young & Company: Annual Giving, Board Development, Capital/Endowment Campaigns, Development Planning, Interim Management, Major Gifts, Nonprofit Executive Search, Planned Giving, Strategic Planning, Organizational Assessment

VisionConnect Consulting: Board Development, Capital/Endowment Campaigns, Development Planning, Interim Management, Major Gifts, Planned Giving, Strategic Planning, Retreat Facilitation



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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Web: www.alford.com

Mary Kaufman-Cranney, CFRE brings 30 years of chief development experience from small to large organizations including the YMCA, Seattle Opera and The Nature Conservancy. She has directed a dozen campaigns, securing more than \$250 million for program and capital work. Her expertise in engaging volunteer leaders and staff in developing strong donor relations, securing principal gifts, and building overall organizational capacity will add value for clients in the Greater Phoenix area. Kaufman-Cranney is also an adjunct co-professor at Seattle University, a trustee to Washington State University's Education Advisory Board, and is currently consulting and volunteering with the YMCA Valley of the Sun. Kaufman-Cranney received the Washington Association of Fundraising Professionals (AFP) Fundraiser of the Year award in 2015.

About The Alford Group

As a national full-service consulting firm to nonprofits since 1979, The Alford Group has empowered more than 3,000 mission-based organizations around the world to grow, improve, and fulfill their missions. Our mission is to strengthen the not-for-profit community. We offer customized solutions to nonprofit organizations, corporations, associations and foundations in fundraising, capital campaigns, organizational strategy and assessment of structure and impact, governance and professional development, all based on sound principles, guidance, tools and structures that help organizations realize their full potential and greatest community impact.



Anne C. White Associates

Annual Giving, Board Development, Development Planning, Grant Writing, Major Gifts, Planned Giving, Strategic Planning

Contact: Anne C. White, Ph.D., CFRE
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Anne C. White Associates provides a variety of services to non-profit organizations throughout the state. Our focus continues to be on the smaller and mid-size organizations whose need is great in an ever-changing environment. Our consultants have a wide-range of hands-on experience and knowledge of the non-profit community and focus on providing strategic direction and outcome-driven methodologies which can build and strengthen an infrastructure for sustainability.

A focused strategic plan is essential to the infrastructure and we will work with staff, volunteer leadership and community partners to develop your roadmap for the next 2-3 years with specific outcomes, roles and responsibilities, and data collection methodologies. We can help identify, recruit, train, develop, and evaluate key volunteer Boards, Advisory Committees and Standing Committee leadership who are essential to impacting your success.

Of course, all the above is essential to success, but we also work with you on developing innovative and accountable revenue generating best practices for your organization to ensure sustainability - whether it is individual giving in an annual fund, major and planned gifts, corporate and foundation requests, including research and grant writing, or a direct mail or membership campaign.

We have done it all and are here to help you!



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

Contact: Penelope Cagney, MA, CFRE
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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
Address: PO Box 7590, Goodyear, AZ 85338
Telephone: 480-768-7400
Email: drbeverlybrowning@gmail.com
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www.bevbrowning.com

The Grant Writing Training Foundation founded by Dr. Beverly A. Browning, a 44-year internationally-known grant writing consultant that has raised over \$430 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.



Powers Young & Company

Annual Giving, Board Development, Capital/Endowment Campaigns, Development Planning, Interim Management, Major Gifts, Nonprofit Executive Search, Planned Giving, Strategic Planning, Crisis Management, Organizational Assessment

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Powers Young & Company was formed in May 2000 with a dedication to the advancement of Arizona and its nonprofit organizations. Our outstanding team of professionals inspires confidence, helping you achieve your goals.

A respected leader with a solid reputation for successfully advancing major community projects, the Powers Young & Company team delivers exceptional results in the areas of capital development planning, management and consulting services; strategic and business planning; annual fund planning and execution; board development; marketing; and interim and crisis management.

We believe that ethical standards and principles are the foundation for maintaining public trust. We enthusiastically subscribe to the code of ethical principles and standards of professional practice adopted by the Association of Fundraising Professionals.

We live and work in this community. Every client we serve has a direct impact on our lives. Every one of our clients receives our best efforts and the cumulative knowledge gained from scores of successful capital, endowment and annual campaigns, organizational assessments, business and strategic plans. With our help Powers Young & Company clients in Arizona have raised over \$320 million to advance their missions and improve quality of life in their communities.



VisionConnect Consulting

Board Development, Capital/Endowment Campaigns, Development Planning, Interim Management, Major Gifts, Planned Giving, Strategic Planning, Retreat Facilitation

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We specialize in working hand in hand with nonprofit leaders to create strategies that bring growth, change and sustainability. Rich Frazier is the founder and president of VisionConnect Nonprofit Consulting based in Chandler, Arizona. He is a Certified Fundraising Executive, a BoardSource Certified Governance Trainer, a Faculty Associate with ASU Lodestar Center for Philanthropy and Nonprofit Innovation and a consultant with the Vitalyst Health Foundation in Phoenix, Arizona. He has worked in the nonprofit sector for 27 years and has served as a fundraiser and senior executive in some of the most influential organizations in the arts, higher education and healthcare. As a consultant, Rich has helped dozens of nonprofit organizations and boards locally and nationally advance their missions.
