
Consultant Directory



AFP Golden Gate promotes philanthropy and supports the effective and ethical work of the diverse community of Bay Area fundraising professionals.

Consultant information provided includes areas of expertise with contact information, description of services, and a sample client list.

The directory covers a large territory – Silicon Valley, San Francisco, Marin, Wine Country & the Sonoma/Napa Valley, and the East Bay. Consultants listed are members of AFP, ensuring that they hold the high standards and best practices represented by the Association of Fundraising Professionals.

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Consultant by Area of Expertise

<i>Annual Fund</i>	12, 19, 21, 30
<i>Capital Campaigns</i>	7, 10, 11, 14, 17, 21, 22, 23, 29
<i>Communications & Resource Development</i>	24, 29
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<i>Donor Research/Prospect ID</i>	6, 15
<i>Executive Search/Recruitment</i>	20, 25, 26
<i>Feasibility Studies</i>	7, 11, 17, 21, 23
<i>Foundations</i>	8, 13, 29
<i>Full Service</i>	8, 11, 14, 21
<i>Fund Development</i>	15
<i>Fundraising Counsel</i>	6, 8, 16, 21, 23
<i>Fundraising Strategy</i>	9, 13, 15, 18, 19, 21, 27
<i>Grant Writing</i>	6, 8, 9, 13, 14, 15, 23, 27, 28
<i>Individual Giving Programs</i>	13, 21
<i>Interim/Temporary Staffing</i>	14, 15, 19, 21, 22
<i>Leadership Coaching</i>	7, 14, 17, 18, 21, 24
<i>Major Gifts</i>	7, 10, 13, 16, 17, 21, 22
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<i>Strategic Communications</i>	24, 29
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Services

Marie specializes in grant proposal development for mission-driven community benefit organizations. She has a strong interest and proven success in public health, workforce development, homeless services, reentry, social enterprise, food access, and providing low-cost, intensive mentoring of new grantwriters as change agents.

Recent successes include CDC REACH, HHS, NEA, CAC, Robert Wood Johnson Foundation, The California Endowment, The California Wellness Foundation, and numerous Bay Area government agency awards.

Areas of Expertise

Development Coaching
Donor Research/Prospect ID
Fundraising Counsel
Grant Writing

Client List

AACCC, Bayview Opera House; Eden Youth & Family Center; SF Homeless Employment Collective, Mandela MarketPlace; SF Art Commission, Techbridge Girls, Tri-City Volunteers; Warriors at Ease; Urban Roots



**DEVELOPMENT
SERVICES**

www.granthelper.org



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Services

Bay Area based Brakeley Briscoe is an international full service fundraising consulting firm. We consult on capital campaign planning & management, major gift program development, development audits, board & staff coaching, executive search (Leadership Search Partners) & strategic planning. We serve clients in education, arts, health, environment, human services & religious sectors. We are known for innovative techniques in major gifts fundraising, encouraging clients to stretch goals & foster institutional leadership.

Areas of Expertise

- Capital Campaigns
- Feasibility Studies
- Leadership Coaching
- Major Gifts
- Strategic Planning/Management

Client List

American Red Cross Bay Area, Children's Health Council, Commonwealth Club of CA, Earthjustice, Envision Schools, Osher Marin JCC, PRC, San Francisco Art Insitute, UCSF, YMCA of the Mid-Peninsula





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Services

Kerry Beuthin Consulting is committed to providing our clients high quality development and management services that are tailored to fit their fundraising needs and budget, regardless of the organizations size or location.

We offer services guided by Experience - Over 20 years servicing Northern California nonprofit organizations; Quality and Integrity - Millions of dollars raised for a satisfied clientele; Competitive Pricing – Our sliding scale has a price that suits your budget.

Areas of Expertise

- Foundations
- Full Service
- Fundraising Counsel
- Grant Writing



Client List

Catholic Charities of Santa Clara County, Sutter Health, Marin General Hospital Foundation, Children's Hospital Oakland, Alameda County Health Care Foundation, Lindsay Wildlife Museum



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Services

Grantwriting; researching grant opportunities; strategic planning; meeting facilitation; board assessment, development, and training; leadership and communications training; program evaluation services; technical report writing; and fund development planning. Dr. Bischoff created AFP's Faculty Training Academy and has been conducting it annually since 2000 to prepare AFP's Master Trainers. Dr. Bischoff writes a monthly column, Nonprofit Matters, for the Sonoma Valley Sun: <http://sonomasun.com/category/nonprofit-matters/>

Areas of Expertise

- Fundraising Strategy
- Grant Writing
- Management Consulting
- Staff Training/Board Development & Training
- Strategic Planning/Management

Client List

Sonoma State Univ; Santa Rosa Schools; Boys & Girls Clubs of Sonoma Valley; Children's Museum of Sonoma County; Collabria Care; Transcendence Theatre; Sonoma Valley Mentoring Alliance; La Luz Center





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Services

Bay Area based Brakeley Briscoe is an international full service fundraising consulting firm. We consult on capital campaign planning & management, major gift program development, development audits, board & staff coaching, executive search (Leadership Search Partners) & strategic planning. We serve clients in education, arts, health, environment, human services & religious sectors. We are known for innovative techniques in major gifts fundraising, encouraging clients to stretch goals & foster institutional leadership.

Areas of Expertise

Capital Campaigns
Development Audits
Major Gifts
Staff Training/Board Development & Training

Client List

*American Red Cross,
Samaritan House, Holy
Names Univ., CSU Monterey
Bay, Bishop O'Dowd High
School, San Jose Museum of
Art, Hospice of the East Bay,
French American Int'l School,
San Francisco Opera.*

**BRAKELEY
BRISCOE**

FUNDRAISING & MANAGEMENT CONSULTANTS



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Services

Associates provide counsel in all areas of advancement, from conducting feasibility and campaign planning studies to designing individual campaigns.

Our core services encompass campaign and major gifts program management, institutional program assessments and volunteer leadership and staff training. We also provide on-going counsel, post-campaign follow-up assessments, retreat planning, one-on-one staff and leadership coaching and communications expertise.

Areas of Expertise

- Capital Campaigns
- Development Audits
- Feasibility Studies
- Full Service

Client List

*Children's Health Council,
Campaign for the Palace of
Fine Arts, Hiller Aviation
Museum, Museum of Craft
and Design, Foothill-DeAnza
Community College
Foundation, Santa Cruz
SPCA, Museums of Los
Gatos, San Ramon Historic*

carsen consulting

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Services

In-house gift entry and donation processing consulting and solutions to eliminate lockbox/caging costs and make staff more efficient. Aqubanc consulting optimizes how to best process offline (check) donations. Aqubanc systems work with DonorPerfect, Raiser's Edge, Neon, Virtuous, LGL, Bloomerang, Clearview, Salsa and others who receive 5,000 or more offline gifts annually. Deposits to your bank or via Check21 depositing. Full image archive. Steward Your Resources with Aqubanc.

Areas of Expertise

Annual Fund
Development Technology
Direct Mail
Management Consulting

Client List

Redwood Gospel Mission
Zionist Organization of
America Union Gospel
Mission

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Services

AM Crawford, Inc. is a consulting firm that helps small and mid-sized nonprofit organizations secure funding from individual donors; private foundations; and local, state and federal government agencies.

AM Crawford provides training that helps nonprofit board members best support their organization's fundraising efforts.

AM Crawford also works with clients to develop fundraising and strategic plans and market programs and initiatives.

Areas of Expertise

Foundations

Fundraising Strategy

Grant Writing

Individual Giving Programs

Major Gifts

Staff Training/Board Development & Training

Client List

*AIRnyc; Catholic Charities
Riverside/San Bernardino
Counties; Cardinal Hayes
High School; St. John's Bread
& Life; Empower Her
Network; California Clean
Energy Fund; Riverside
University Health System*

A.M.Crawford

Nonprofit Development. Planning. Communications



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Services

The specialists at MPT offer a wide range of services including fundraising consulting, short-term and project-based staffing solutions, and professional mentoring and leadership development. So when you need to launch a capital campaign, develop a winning grant proposal, build your major gifts program, or strengthen your annual fund—call My Philanthropy Team. We’ll roll up our sleeves and partner with you to get the work done and develop the resources you need to “be the change” the world is asking of us all right now.

Areas of Expertise

- Capital Campaigns
- Development Coaching
- Full Service
- Grant Writing
- Interim/Temporary Staffing
- Leadership Coaching

Client List

MPT partners with organizations serving the greater good, with an emphasis on social justice, reproductive rights, education, healthcare, and the environment. Visit www.myphilanthropyteam.com.



My Philanthropy Team
Fundraising for a Just World

www.myphilanthropyteam.com



Laura Jason, CFRE

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Services

For over 20 years, Laura Jason Consulting has delivered DEVELOPMENT WRITING SERVICES including creation of case statements, prospectuses, grant proposals, and targeted institutional fundraising solutions including strategy, prospect identification, and business partnership/sponsorship plans. Whether your current challenge is a capital campaign, discovery of new funding partners or the outsourcing of an entire institutional giving program, Laura provides the advice and services you need to reach your fiscal goals.

Areas of Expertise

- Corporate Sponsorship
- Donor Research/Prospect ID
- Fund Development
- Fundraising Strategy
- Grant Writing
- Interim/Temporary Staffing

Client List

Big Brothers Big Sisters of the Bay Area, California Museum, Compass High School, CuriOdyssey, Pathways Hospice Fdn., SF SPCA, Redwood City Library Fdn., Stanford Medical Center Development





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Services

Elevating Good is a full service consulting firm to nonprofits. I elevate what matters most to nonprofits through hands-on counsel, management and training. Sometimes staff or board members need a little inspiration to achieve their goals. I help them get there by offering strategic solutions and providing best practices. I believe that individuals can have FUN with FUNdraising. My specialties are capacity building, organizational effectiveness, executive coaching, development audits and board training/retreats.

Areas of Expertise

- Development Coaching
- Fundraising Counsel
- Major Gifts
- Planned Giving
- Staff Training/Board Development & Training
- Strategic Planning/Management

Client List

*Aspire Education Project, CA
Bach Society, Jewish Family
& Children's Services, MSI,
Music for Minors, Palo Alto
Art Center, Sacred Heart
Community Service, San
Jose Fire Museum, Zero1.*



Elliot Levin

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Services

Partnership Resources Group (PRG) is a consulting firm founded in 1990 specializing in capital, endowment and sustaining fundraising programs for larger nonprofit programs, foundations and government agencies. Our group includes fourteen professionals, each an experienced specialist.

PRG has developed and managed fundraising programs ranging from \$500,000 to \$120,000,000. PRG helps to change the way organizations and their leaders think and perform, successfully placing their institution in the path of new money.

Areas of Expertise

Capital Campaigns
Feasibility Studies
Leadership Coaching
Major Gifts

Client List

*Bay Institute CPMC Eden
Housing Gordon&Betty
Moore Foundation Guide
Dogs for the Blind Marin
Community Clinics Marin
Community Foundation
SF/Marin Food Bank UC
Davis UC San Francisco
YMCAs of the USA*



Partnership Resources Group

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Services

Lyons-Newman Consulting is a management consulting firm specializing in serving small and mid-size nonprofit organizations. Drawing on tools from both the nonprofit and private sectors, we provide strategic planning, fund development planning and strategic advising to support leaders of nonprofit organizations to deepen their impact and achieve their goals. Our client-centered approach honors each organization's mission and goals, and helps tailor individualized strategies to meet each organization's unique needs.

Areas of Expertise

Culture of Philanthropy
Fundraising Strategy
Leadership Coaching
Management Consulting
Philanthropic Advising
Staff Training/Board Development & Training
Strategic Planning/Management



LYONS-NEWMAN CONSULTING

Client List

*U.C. Berkeley Greater Good
Science Center Rising Sun
Energy Center Root &
Rebound SF Zen Center
Girls Leadership U.C.B.
Institute for Business and
Social Impact First 5 LA
Sustainable Napa County*

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Services

We specialize in interim staffing of development and executive directors, annual fund campaigns and overall fundraising strategy to help your organization reach its goals and make the world a better place. We take a collaborative approach to creating long-term value for your donors, volunteer leadership and staff.

Areas of Expertise

Annual Fund
Corporate Sponsorship
Direct Mail
Fundraising Strategy
Interim/Temporary Staffing
Strategic Planning/Management

Client List

*Catholic Charities of Santa
Clara County, Fremont Union
High Schools Foundation,
South Asian Heart Center*

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Services

Paschal Murray, Inc. is a national boutique executive search firm. We only entertain projects associated with the recruitment of talented individuals for positions in philanthropy. We work in every state in the U.S. and most major cities.

Our primary clients include colleges, universities, independent schools, health systems, hospitals, academic medical centers, specialty disease centers, associations and public sector organizations. We tailor each search to the interest and capability of our client. Our firm tracts professionals in all areas of institutional advancement and all positions typically associated with a development program.

Areas of Expertise

Executive Search/Recruitment

Client List

*Shriners Hospital for
Children-Northern California,
San José State University,
American University of
Armenia (UC Berkeley
Engineering), Children's
Hospital Oakland,
El Camino Hospital, Lucile
Packard Foundation*



Paschal • Murray
EXECUTIVE SEARCH



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Services

Graham-Pelton Consulting is a leading fundraising and nonprofit management firm with offices around the globe and is the trusted advisor and partner to leading impact-driven institutions across all sectors of the nonprofit world. Graham-Pelton's mission is clear: Elevate philanthropy so nonprofits flourish.

Areas of Expertise

- Annual Fund
- Capital Campaigns
- Feasibility Studies
- Full Service
- Fundraising Counsel
- Fundraising Strategy
- Individual Giving Programs
- Interim/Temporary Staffing
- Leadership Coaching
- Major Gifts

Client List

*Virginia Military Institute,
United States Military
Academy at West Point,
University of Oxford, Jewish
Theological Seminary,
UnidosUS, Eden Project, and
Guildhall School of Music &
Drama*





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Services

Theresa Nelson & Associates focuses on fund development, Boards & governance, and strategic planning for nonprofits.

We offer a customized and integrated approach to consulting, with senior associates offering deep experience in the Bay Area philanthropic community, responding to the unique profile of your organization and your priorities. We offer a range of services to fit those needs, ranging from interim development leadership to capital campaign feasibility studies to major gifts consulting and board development.

Areas of Expertise

- Capital Campaigns
- Development Coaching
- Interim/Temporary Staffing
- Major Gifts

Client List

*UC Berkeley Library,
California Academy of
Sciences, Homeless Prenatal
Program, Save the Bay,
Asian Art Museum, St. Pail's
Episcopal School, The Marine
Mammal Center, Pacific
School of Religion*

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Services

FireHorse Consulting is a team of experienced professionals who contribute their expertise to advance the missions of organizations that work for a healthy, just, and sustainable future for all. We help our clients secure the resources they need to mature by providing world-class, customized, and culturally-affirmative development tools and services.

Whether you need campaign counsel, efficient hands on deck, or more comprehensive services, we can help you raise the funds you need to harness the power of your vision.

Areas of Expertise

Capital Campaigns
Feasibility Studies
Fundraising Counsel
Grant Writing

Client List

*3rd St. Youth Center & Clinic,
CA Rural Legal Assistance,
Eviction Defense
Collaborative,
Lighthouse Schools,
Pie Ranch,
Prospect Sierra School,
Outward Bound CA,
Wah Mei School,
Women's Audio Mission*





Elizabeth Seja Min

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Developing People & Resources to Move Change

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Services

Elizabeth is a facilitative leader, strategic consultant and executive coach. She specializes in working with leaders to close the gap between resource development and strategic communications. How can all your communications reliably align to attract resources – funds, time, service, words, etc.? Elizabeth has taught her neuroscience-based framework to teams in over 14 countries and helped them apply her research-based and entrepreneurial tools to what they are working on right now. Unleashed giving is the goal!

Areas of Expertise

Communications & Resource Development
Culture of Philanthropy
Leadership Coaching
Strategic Communications

Client List

*New Day Films, Anita Borg
Institute for Women &
Technology, Evelyn & Walter
Haas, Jr. Fund, Azul, Kitka,
Akonadi Foundation,
Asian Pacific Fund,
Abriendo Puertas,
The Launch Pad Google
Challenge, WITNESS*

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Services

Cook Silverman is a retained search firm focused on senior management positions for nonprofit organizations including development, marketing/communications, and executive directors, predominantly in Northern California. Our client base represents a broad span of organizations, including independent schools, universities, and faith-based organizations, as well as those serving conservation, health care, social service, museums, science, and culture.

Areas of Expertise

Executive Search/Recruitment

Client List

Golden Gate University, Bay School San Francisco, Mercy High School, Project Open Hand, Edgewood, Outward Bound, California State Parks Foundation, GLIDE, Larkin Street Youth Services





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Services

Leadership Search Partners, a Brakeley Briscoe company, is an executive search firm focused exclusively on the nonprofit sector. We specialize in searches for CEO/Executive Directors, Development Directors and other senior managers reporting to the CEO. We work with local, regional and national nonprofits in a wide range of fields to help them hire exceptional senior-level leaders. We ensure that our clients find leaders that are a perfect fit for their mission, culture and values, and their specific challenges.

Areas of Expertise

Executive Search/Recruitment

Client List

*National Audubon Society,
Marine Mammal Center, San
Francisco Education Fund,
Immigrant Legal Resource
Center, Mindful Schools,
Community Housing
Partnership*





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Services

FUNDRAISING STRATEGY: Work with us to identify potential funders and create an actionable plan with the tools you need to implement it.

GRANT WRITING: We offer turnkey services, including project management, for grant proposals of all kinds. Complex multi-year proposals, including federal applications, are our specialty.

INTEGRATED PLANNING FOR FUNDRAISING, COMMUNICATIONS & STRATEGIC PARTNERSHIPS: Fully leverage these pillars by having them aligned to support resource development.

STRATEGIC & BUSINESS PLANNING

Areas of Expertise

- Corporate Sponsorship
- Fundraising Strategy
- Grant Writing
- Strategic Planning/Manage

Client List

SEIU, Contemporary Jewish Museum, Edgewood, Goodwill, SFMOMA, Bishop O'Dowd HS, Renaissance Entrepreneurship Center, Intertribal Friendship House, Community Housing Partnership, KUSC, Samasource

LUMENOS LLC



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Services

I tell stories that get results. My grant proposals and marketing materials engage, educate, and motivate potential donors. I come up to speed quickly on programs and services, then convey their key messages in compelling ways. I have a keen eye for details and can create succinct text for online and PDF applications.

I can help your organization with:

- Grant proposals (foundations, corporations, local governments)
- Web content
- Newsletters
- Stewardship reports
- Brochures and flyers
- Media releases and PSAs

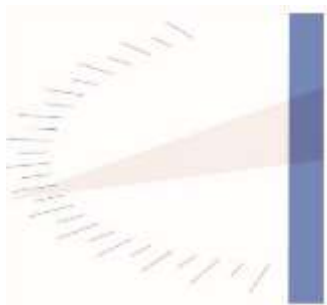
Areas of Expertise

Grant Writing

Marketing & Communications

Client List

*Community Services Agency
of Mountain View and Los
Altos, Foothill-De Anza
Foundation, Pacific
Horticulture Society, The
Health Trust*



Jennie Winton

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 www.mission-minded.com

Services

Mission Minded is a highly-regarded branding agency serving nonprofits in the Bay Area and beyond. We believe nonprofits, foundations, and independent schools only reach their highest potential if people understand the importance of their work—not just what they do, but why it matters. Every day, we help clients set the right brand strategy and activate it with powerful messages, taglines, campaign cases, logo & web design. As a result, our clients raise more money & attract the support they need to reach their goals.

Areas of Expertise

- Capital Campaigns
- Communications & Resource Development
- Digital Fundraising
- Foundations
- Marketing & Communications
- Strategic Communications

Client List

*Children’s Council of SF
Khan Academy Golden Gate
National Parks Conservancy
Blue Shield of CA Foundation
Kenneth Rainin Foundation
SFAIDS Foundation SF
Opera Stanford Humanities
Center Youth Outside*

 **Mission minded** amplify the good

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Creative Services for Nonprofits

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Services

People are barraged by marketing campaigns for worthy causes. How do you grab their attention, get your message across, and stir the emotions that motivate them to take action?

To stand out from the crowd, your campaign needs great writing and design, a smart strategy, and distinctive branding to hold it all together. I provide expert creative services that will help your organization connect with potential and current supporters. Each engagement is tailored to fit your needs and your budget — whether it's a few hours for a quick editing job or a long-term project to lead your team in producing a major campaign.

Areas of Expertise

Annual Fund

Direct Mail

Digital Strategy

Marketing & Communications

Client List

I've created successful fundraising, marketing and communications campaigns for Seva Foundation, SF-Marin Food Bank, Marin Agricultural Land Trust, California State Parks Foundation, and many other organizations.

Robin Woodland

Creative Services for Nonprofits

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The 2019-2020 Consultant Directory will be updated in June 2019. To be included in the next Directory, please email us and you will be notified.

Consultants pay a fee to be included in this directory.

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