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 are either members of AFP or have signed the AFP Code of Ethics, ensuring that they hold the high standards and best practices represented by the Association of Fundraising Professionals.
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SERVICES
We specialize in researching grant funding sources and writing grants for nonprofits, universities, and school districts. We conduct strategic planning for nonprofits and government agencies. We facilitate leadership development and board development workshops and consulting. We also evaluate programs, develop logic models, and conduct literature reviews to support evidence-informed programming. Since 2002, I have conducted AFP International's Faculty Training Academy, which has graduated over 300 Master Trainers.

AREAS OF EXPERTISE
Grant Writing
Management Consulting
Staff Training/Board Development & Training
Strategic Planning/Management
Leadership Coaching

CLIENT LIST
Sonoma State University; La Luz Center;
Boys & Girls Clubs of Sonoma Valley; Forget Me Not Children’s Services; Weingarten
Children’s Center; La Luz Center; Collabria Care; Transcendence Theatre
Brakeley Briscoe is one of the most experienced fundraising consulting firms serving the Americas, Europe, Asia and Africa. Our specialties include major giving, advancement abroad; capital campaign planning and management; annual and planned giving; board development; executive search; strategic planning; audits; benchmarking; and prospect research.

AREAS OF EXPERTISE
Capital Campaigns
Feasibility Studies
Full Service
Fundraising Strategy
Major Gifts
Staff Training/Board Development & Training

CLIENT LIST
Save the Redwoods League; Children’s Discovery Museum; San Francisco Opera; Girl Scouts of Northern California; CalArts; Bishop O’Dowd High School; UNICEF; Rochester Institute of Technology; Resurge
Brakeley Search, formerly Leadership Search Partners, 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**
Jewish Family & Community Services East Bay; Safe & Sound; Sierra Vista Child & Family Services; Hanover Theatre; CORA; Institute on Aging; Sustainable Conservation
SERVICES
With a focus on nonprofits, higher education, and healthcare, I can serve a broad array of organizations. Since every organization is unique, my development involvement across the country provides a rich cultural and economic understanding of donor environments. I provide services in all development areas focusing on adding value and transformative change. I provide specialization in comprehensive and capital campaigns.

AREAS OF EXPERTISE
Capital Campaigns
Full Service
Fundraising Strategy
Major Gifts
Staff Training/Board Development & Training
Leadership Coaching

CLIENT LIST
Call of the Sea; Stanford Medical Center; CSU; Monterey Bay; Dominican University of CA; Maine Women’s Fund; Orlando Children’s Theater; University of Central Florida; Northern Lights Foundation
SERVICES
Capacity Blueprint is dedicated to providing training and consulting to the charitable sector to build capacity and advance missions and impact. Our services are geared towards smaller nonprofits and we intentionally provide tools and advice that is feasible for a busy nonprofit with limited staff capacity. Services provided include: Communication Strategy; Fundraising Strategy; Board Governance; Operational Strategy.

AREAS OF EXPERTISE
Fundraising Strategy
Marketing & Communications
Staff Training/Board Development & Training
Communications & Resource Development
Strategic Communications

CLIENT LIST
Mindful Littles; Call BlackLine; Magic Tooth Bus; San Francisco Baykeeper; Junior Tennis Fund of Sacramento
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 ongoing counsel, post-campaign follow-up assessments, retreat planning and facilitation, one-on-one staff and leadership coaching and communications expertise.

AREAS OF EXPERTISE
Capital Campaigns
Development Audits
Development Coaching
Feasibility Studies
Fundraising Counsel
Staff Training/Board Development & Training

CLIENT LIST
Children’s Health Council; Campaign for Palace of Fine Arts; Foothill-DeAnza Community College Foundation; Santa Cruz SPCA; Arctic Ice Project; New Museum Los Gatos; Piedmont Unified School District
SERVICES
Cook Silverman Search is a retained search firm focused on senior executive positions for nonprofit organizations. Cook Silverman brings more than one hundred years of nonprofit experience, spanning all aspects of development, advancement, communications, and executive management. We are committed to providing ethical and exceptional service to every client we serve. With more than one hundred years of nonprofit experience, spanning all aspects of development, advancement, communications, and executive management.

AREAS OF EXPERTISE
Executive Search/Recruitment

CLIENT LIST
ScholarMatch; The Athenian School; Children’s Fairyland; Oakland Museum of CA; SF MOMA; The Climate Center; California Council on Science and Technology; Santa Rosa Junior College Foundation; SAVE
SERVICES
Donor Boom, a strategic fundraising consulting firm, partners with nonprofits under-resourced in development to create fundraising plans that deliver results. Using a data-driven analytical approach and strategic savvy, Donor Boom helps its clients lead with a plan that prioritizes and focuses resources. The end result? Donor Boom ignites donor generosity to drive sustainable, long-term growth. With an enterprising spirit, Founder Sari McConnell brings 25+ years of nonprofit & for-profit experience to every project.

AREAS OF EXPERTISE
Development Audits
Fundraising Strategy
Major Gifts
Strategic Communications
Individual Giving Programs

CLIENT LIST
Leadership Council of San Mateo County;
Burlingame Community for Education
Foundation Endowment Fund; Plant a Row
for the Hungry Annual Fund
SERVICES
Essex & Drake is a women-led consultancy offering a range of services specializing in philanthropic development. Our services include capital campaign counsel, feasibility studies, board & staff coaching, individual & institutional giving programs, wealth screening & research, philanthropic development assessments, and advancement planning. We understand the importance of developing a strong culture of philanthropy, which inherently emphasizes the value and role of board members, staff, and volunteers in fundraising.

AREAS OF EXPERTISE
Annual Fund
Capital Campaigns
Feasibility Studies
Foundations
Fund Development
Philanthropic Advising
Planned Giving
Staff Training/Board Development & Training
Culture of Philanthropy

CLIENT LIST
African-American Shakespeare Co; Clinic By the Bay; Japanese American Museum; Los Altos Library Endowment; Man2Man Urban Youth Advocate; San Jose Evergreen Community College FDN; Senior Services of NorCal
Rhonda Poppen
GRANTdog
1819 Polk Street, Number 254 | San Francisco, CA 94109

SERVICES
Rhonda specializes in all aspects of best grants strategy, to include extensive research, application process management, organizational readiness, case articulation and grant writing for organizations producing lasting, positive outcomes in under-served communities. Team asset and listener, she presents compelling thoughts via solid data and passionate appeals. Although located in San Francisco, she pulls from broad experience serving clients nationally, across focus areas from agriculture to healthcare to education.

AREAS OF EXPERTISE
Fundraising Strategy
Grant Writing
Strategic Communications
Prospect Research

CLIENT LIST
Rose Bowl Legacy Foundation; YMCA’s in NC and TN; National Coalition of Black Women SF; Fisherman’s Wharf CBD; San Bruno Park School District Health Center; Alegrian
SERVICES
Michael Stein is a veteran digital strategist and online fundraiser who helps nonprofits, foundations and other civic organizations create greater impact with multi-channel communications and fundraising strategies. His areas of expertise include digital engagement, online fundraising, social media presence, email messaging and website usability. Michael is the author of three books and numerous articles on digital strategy. He is formerly a Senior Account Executive at the Mal Warwick Donordigital fundraising agency.

AREAS OF EXPERTISE
Development Technology
Fundraising Strategy
Marketing & Communications
Digital Fundraising
Individual Giving Programs

CLIENT LIST
Community Action Marin; Consumer Reports; Habitat for Humanity Intl; William J. Clinton Foundation; Berkeley Humane; Northern California Grantmakers; Othering & Belonging Institute at UC Berkeley
Laura Jason
Laura Jason Consulting
Post Office Box 1365 | Menlo Park, CA 94026

SERVICES
Laura Jason, CFRE works with you to maximize funding from institutional sources. For over 25 years, Laura has created case statements, prospectuses, grant proposals, and targeted 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
Annual Fund
Capital Campaigns
Corporate Sponsorship
Fundraising Strategy
Grant Writing
Prospect Research

CLIENT LIST
Big Brothers Big Sisters of the Bay Area;
Center for Human Services; Contemporary Jewish Museum; Pathways Hospice Fdn.;
Redwood City Library Foundation; SF SPCA;
Stanford Medical Center
SERVICES
We provide strategic planning, facilitation, and organizational development services to advance social, racial, environmental, and economic justice. Our strategic planning increases organizational impact and sustainability through processes that are data-driven, skillfully facilitated to build alignment with staff, board, and other stakeholders, and that build a roadmap to guide priorities and decision-making. We are an anti-racist organization committed to furthering diversity, equity, and inclusion.

AREAS OF EXPERTISE
Fundraising Strategy
Management Consulting
Philanthropic Advising
Staff Training/Board Development & Training
Strategic Planning/Management

CLIENT LIST
U.C. Berkeley Greater Good Science Center; Asian Americans for Community Involvement (AACI); Audubon Canyon Ranch; Bay Area Urban Debate League; Root & Rebound; Kaiser Permanente San Francisco
SERVICES
Strengthen your fundraising program with the experienced professionals at My Philanthropy Team. Let us help you achieve your stretch goals, meet critical deadlines, and implement new, revenue-generating strategies. We serve as your satellite fundraising office and provide a wide range of services including: interim and project-based staffing solutions; fundraising consulting and campaign management, and; professional mentoring and leadership development. Strategic. Experienced. Insightful. Collaborative. That’s MPT.

AREAS OF EXPERTISE
Annual Fund
Capital Campaigns
Development Coaching
Feasibility Studies
Fundraising Strategy
Grant Writing
Interim/Temporary Staffing
Major Gifts
Strategic Communications
Leadership Coaching

CLIENT LIST
Community Action Marin; Hope Solutions;
Fund for Global Human Rights; Summerbridge
SF; Presidio Graduate School; Land Trust for
Santa Barbara Co.; Washington Office on Latin
America; West Marin Fund
SERVICES
I tell stories that get results. My grant proposals and collateral materials engage, educate, and motivate funders. 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
Sunnyvale Community Services; Community Services Agency; StarVista; Filoli; Pacific Horticulture Society
Partnership Resources Group (PRG) is a consulting firm founded in 1990 specializing in capital, endowment and sustaining fund development programs for nonprofits, foundations and government agencies. Our team members includes fourteen professionals, each experienced specialists. PRG has developed and managed fundraising programs ranging from $500,000 to $120,000,000. PRG helps change the way organizations and their leaders think and perform, successfully placing their institutions in the path of new money.

AREAS OF EXPERTISE
Capital Campaigns
Development Audits
Feasibility Studies
Fundraising Strategy
Major Gifts
Planned Giving

CLIENT LIST
Housing Trust Silicon Valley; UCSF Global Health; SF/Marin Food Bank; Guide Dogs for the Blind; Becoming Independent; Catholic Charities; California Film Institute; Pacific Vision Foundation; Habitat for Humanity
Phyllis Cook
PLC Philanthropic Services
1485 Sansome Street | San Francisco, CA 94111

SERVICES
• Assisting new foundations develop best practices to achieve maximum impact.
• Assisting individuals and families to identify the grantees that will meet their goals.
• Connecting funders with other funders who have similar objectives.
• Managing complex large grants.
• Assisting donors to meet key experts to learn more about their areas of interest.
• Assisting non-profits develop effective endowment programs.

AREAS OF EXPERTISE
Endowment Development
Foundations
Philanthropic Advising

CLIENT LIST
SF Jewish Community Federation; Helen Diller Foundations; Bay Area consultant for American Jewish Joint Distribution Comm.; Feldman Family CA Found.; John Pritzker Family Fund; Stephen & Nancy Grand

plcps.com
phyllisc@plcps.com
415-999-3852
Randall Search is a San Francisco-based search firm that specializes in identifying and recruiting nonprofit leaders and their teams. We work with organizations nationally and offer strong expertise in development/advancement, marketing and communications, and alumni relations recruitments. Our diverse clients include those in the education, healthcare, human services, environmental, and advocacy sectors. We recruit leadership-level positions as well as heads of key functional areas within the advancement program.

AREAS OF EXPERTISE
Executive Search/Recruitment

CLIENT LIST
YMCA of the East Bay; Horizons Foundation; SF Goodwill; San Jose State Univ.; Children’s Hospital, Orange County; Make-A-Wish Greater Bay Area; Jewish Family & Children’s Services; St. Francis High School
Rehana Abbas
RKA Advisors
675 Congo Street | San Francisco, CA 94131

SERVICES
Rehana Abbas has over 15 years of experience in the nonprofit sector. In 2021, she founded RKA Advisors, an independent consulting and management firm providing services to help nonprofits reach their full potential through development strategy, capital campaigns, board governance, and diversity & equity work. Additionally, she can provide interim staffing support. Rehana has extensive experience with campaigns, major gifts, membership and individual giving programs, and corporate and foundation funding.

AREAS OF EXPERTISE
Capital Campaigns
Fundraising Counsel
Fundraising Strategy
Major Gifts
Staff Training/Board Development & Training
Individual Giving Programs

CLIENT LIST
The Charlie Cart Project; San Jose Museum of Art; Bayview Hunters Point Foundation

linkedin.com/in/rehana-abbas-3955713
rehana@rkaadvisors.com
617-653-1865
SERVICES
I provide customized fundraising services tailored to fit your organization's needs and goals. Including: Assessing systems, staffing & readiness. Communicating the need through compelling grant proposals, customized appeals & marketing materials. Researching individuals, corporations & foundations for mission match prospects. Coaching and training ED, Board members & staff. Planning and implementing comprehensive campaign plans.

AREAS OF EXPERTISE
Annual Fund
Board Recruitment
Capital Campaign
Culture of Philanthropy
Development Coaching
Donor Research/Prospect ID
Fundraising Strategy
Individual Giving Programs

CLIENT LIST
Barrel Bag; BAVC; EDMO; Millennium School;
Oaklantis Swimming; Optio, Reel Stories; Kids
In Tech; IN COLLABORATION WITH Minni Pattig
Consulting: Rubicon Programs; Khan Academy;
Millennium.org
SERVICES
SKS Consulting guides organizations through growth and change while helping them stay connected to the heart of their missions. We serve nonprofits in multiple fields and in all stages of development. Services include board development and training, planning and evaluation, volunteer engagement and fundraising/development support. Principal Consultant Stacey Smith blends 20+ years of experience with innovative best practices to deliver customized and achievable solutions that meet your needs. How can we help you?

AREAS OF EXPERTISE
Annual Fund
Fundraising Strategy
Management Consulting
Staff Training/Board Development & Training
Strategic Planning/Management
Culture of Philanthropy

CLIENT LIST
Alameda County Health Care Services Agency; Berkeley Unified School District; Golden Gate Park Band; San Francisco Classical Voice; St. Vincent de Paul High School; STEAM Stars Scholarships

AFP GOLDEN GATE MEMBER
SERVICES
Stirling Associates helps aspiring nonprofits markedly increase their philanthropic resources so they can advance society. We have decades of successful campaign experience in creating, customizing and guiding successful major campaigns. Our services include campaign evaluation, strategy, planning and management; feasibility and planning studies; development assessments; campaign implementation and management; interim executive staffing; leadership coaching; and workshops and retreats for Board and staff.

AREAS OF EXPERTISE
Capital Campaigns
Development Audits
Endowment Development
Feasibility Studies
Fundraising Strategy
Major Gifts
Management Consulting
Leadership Coaching

CLIENT LIST
CuriOdyssey; Save the Bay; Katherine Burke’s School; De La Salle High School; California State Universities (various); College of Marin; Sempervirens Fund; Buck Institute;
Walt Disney Family Museum; UC Press; PRC; Australia National University
Theresa Nelson
Theresa Nelson & Associates
446 Hudson Street | Oakland, CA 94618

SERVICES
We specialize in fund development, Board governance and strategic planning for nonprofits, and our customized approach responds to the unique needs of your organization and priorities. Besides the areas of expertise noted, our services include development assessments, major gifts strategy, coaching Boards in philanthropy, and providing interim staffing leadership during transition. Our collaborative approach creates long-term value for your donors, volunteer leadership and staff. Clients are local, regional, national.

AREAS OF EXPERTISE
Capital Campaigns
Feasibility Studies
Full Service
Interim/Temporary Staffing
Major Gifts
Staff Training/Board Development & Training

CLIENT LIST
University of California, Berkeley; California Academy of Sciences; St. Paul’s Episcopal School; Homeless Prenatal Program; Center for Elders Independence; Marine Mammal Center; Asian Art Museum; NatureBridge
SERVICES
Top Cloud Consulting is a boutique technology consulting firm in San Francisco Bay Area. We specialize in working with nonprofit and educational organizations (including K-12 and HED) to help assess their technology gaps, and select, set up and integrate their cloud-based CRM & database systems to improve efficiency, insights and ensure seamless data and process flow. We also offer services in custom solution development using prominent CRM, Content and Cloud platforms. Please contact us or visit our website.

AREAS OF EXPERTISE
Development Technology
SERVICES
Wanda Scott & Associates believes in the joy and transforming power of fundraising and philanthropy. We deliver fund development services, strengthen fundraisers’ skills, provide guidance and support to philanthropists, and build the capacity of nonprofit leaders and staff to build successful development programs. We bring over 20 years of nonprofit experience, practical advice, fundraising expertise, and wisdom to clients located across the country.

AREAS OF EXPERTISE
Fund Development
Fundraising Counsel
Fundraising Strategy
Major Gifts
Philanthropic Advising
Staff Training/Board Development & Training

CLIENT LIST
AdvantageCLE; Aspire Education,
Association of Theological Schools (ATS);
Camp Phoenix; CoBiz Richmond; Dress for Success Cleveland; EveryOne Home