

Robin Bauer

Robin is a life-long Clevelander. First working in the For Profit sector, Robin ran a manufacturing company and was a realtor. For the past seventeen years, Robin has worked in the Non Profit sector, focusing in the areas of membership, annual fund, capital campaigns and board development. His career path has covered social service agencies such as the Cleveland Sight Center (Manager, Annual Fund and Development Database, the Arts at Brecksville Center for the Arts (Executive Director), and Cleveland Signstage Theatre (Development Director), museums at the Cleveland Zoological Society (Manager, Major Gifts) and public broadcasting at ideastream (Membership Director).

Robin has been an Association member for many years; originally was a member of OCFRE and for many years AFP Cleveland. Currently Robin is a board member of AFP and chairs the Scholarship Committee. Robin frequently attends seminars and conferences from AFP, Northern Ohio Planned Giving Council and the Indiana School of Fundraising.

Robin served on the board of numerous nonprofits in addition in AFP Cleveland and currently is elected to Cathedral Council at Trinity Cathedral. He holds a Bachelor of Science degree from Baldwin Wallace College and a Master's in Nonprofit Management from the Mandel Center at CWRU.

Judy Comeau-Hart, MNO

Judy Comeau-Hart is a veteran fundraising executive with 26 years of development experience. The past two years, Judy has served as a Senior Fundraising Consultant in the Greater Cleveland area, working with a number of non-profit organizations including: St. Colman Catholic Church, Ohio City Near West Development Corporation, St. Malachi Center and the Association of Fundraising Professionals, Greater Cleveland Chapter. Other Cleveland organizations benefiting from Judy's leadership include The Cleveland Play House, the YMCA of Greater Cleveland and Applewood Centers, Inc. Prior to moving to Cleveland in 1992 to attend graduate school, Judy led The Business Art Fund and The Houston International Festival in their advancement endeavors. Judy's volunteer experience includes serving as a trustee for El Barrio, and working with the Cleveland International Program, Child Abuse Prevention Network, End Hunger Network and the Missionary Sisters of Charity in Calcutta, India. Judy is currently a Board Member of the Association of Fundraising Professionals, Greater Cleveland Chapter and was recognized as their Outstanding Fundraising Executive of 2000.

A list of recent projects that Judy has worked on include:

- St. Colman Catholic Church - Cleveland, OH
- The Alley Theatre – Houston, TX
- The Cleveland Play House – Cleveland, OH
- St. Joseph Mercy of Macomb Foundation, Shelby Township, MI
- Angelicum- Order of Preachers, Rome, Italy
- International Dominican Foundation, “Campaign for Global Priorities”, *New Orleans, LA* *
- Vista Maria, *Dearborn Heights, MI*

She received her undergraduate degree from the University of Kansas where she was on the Dean's Honor Roll and a nominee for Mortar Board and Woman of the Year. She has a Masters of Nonprofit Organizations from Case Western Reserve University, where she was nominated for “Outstanding Student of the Year.” Judy and her husband David reside in Cleveland.

Patricia Egan, MBA CFRE

Pat has been a leader in the fundraising community for more than 25 years. Serving large and small non-profits, Pat has successfully led fundraising teams, developed strategic and integrated development plans, implemented campaigns, created infrastructure and policies, as well as facilitated training for board members. She was recently recognized as the Outstanding Fundraising Executive of 2011.

As a teacher of fundraising principles, she has touched students at the Levin College of Urban Affairs, Mandel School of Applied Social Science, and Tri-C Corporate College, as well as the Essentials course modules offered by the Greater Cleveland Association of Fundraising Professionals (AFP).

Pat was awarded her MBA in Marketing from Cleveland State University, and earned her CFRE 1996. Her past employment includes the CSA Healthcare System, Cystic Fibrosis Foundation, Recovery Resources, EMH Regional Healthcare System, and Case Western Reserve University School of Medicine. She currently is principal of her own consulting business, Beyond Fundraising, which serves non-profit organizations in Northeast Ohio.

Pat is a past president of the Greater Cleveland Association of Fundraising Professionals, past chair of Leadership Lorain County, and continues to serve on non-profit boards. She is a committee member of AFP International on the Research Council, and Professional Development Divisions, as well as on the Board of the Greater Cleveland AFP.

A long-time resident of Bay Village, Pat resides with her Katrina rescue dog, Molly, and is the proud mother of two adult children, and 4 grandchildren.

Elizabeth Ganocy

Liz is a Lead Consultant for Kimball Consulting LLC, providing fundraising guidance and assistance to nonprofit organizations.

She has more than 25 years of experience in the nonprofit, financial, and banking sectors, working with donors and volunteers to advance the financial goals of each organization.

She has served as Senior Manager of Planned and Corporate Gifts for the American Red Cross of Greater Cleveland, Director of Planned Giving for the Cleveland Museum of Natural History and Associate Director of Development for the Natural Areas Division, Planned Giving and Major Donor Specialist for Sisters of Charity of St. Augustine Health System, and Director of Planned Giving for the Cleveland Orchestra. In addition, she served as a fundraising consultant for the Girls Scouts of America.

Prior to her work in the nonprofit world, she worked for many years as a trust officer at three major banks in the Cleveland area helping high net worth individuals plan for the future. Prior to that, she worked for ten years as a financial consultant at Merrill Lynch.

Liz has a BS Ed from Kent State University and did her graduate work in Urban Studies at the University of Akron.

She is a member and past President of the Northern Ohio Planned Giving Council and is currently a Board member and a past National Philanthropy Day Chair for the Association of Fundraising Professionals, Greater Cleveland Chapter. She is also a member of the Estate Planning Council of Cleveland and serves on the distinguished estate planner committee.

Elizabeth Horrigan

Development emerged as a career opportunity for Liz while attending George Williams College where she was fortunate to be invited by the President and the Development staff to serve as a student representative and spokesperson at prospect and donor cultivation and stewardship events. Exposure to most aspects of annual and alumni events such as telethons, mailings, prospect management and research coupled with the ongoing process of relationship building enabled Liz to have a clear understanding of the scope of the development arena and inspired her to seek out coursework that would support an academic program of non-profit management with a concentration in development.

Elizabeth's forte soon became her ability to successfully establish development programs in organizations that did not have professional fundraising departments. At each institution the program grew to be a crucial element to the financial health of the organization. Liz has worked in the non-profit sector for over 25 years primarily in the development arena with increasing responsibilities within each organization. Her ability to not only see the big picture but drill down to the details has been recognized by organization's leadership and enabled her to serve in a trusted advisor capacity in areas outside her official scope of responsibilities.

In addition to building her knowledge of development, Liz's past positions have given her extensive experience in the areas of strategic planning, strengthening the governance of organizations, supervising large staffs, managing human resources issues, and administering complex budgets. Building strong teams within the department and collaborating with all other areas of the organization has become the hallmark of Liz's managerial style. This approach enhances strong communication, clear priority setting, thoughtful strategic approaches and the successful completion of projects.

Many of the institutions where she has worked can be characterized as a federation of many similar organizations all operated as one institution. At the Western Reserve Historical Society Liz participated in, and as CEO of the Beck Center for the Arts she led, the consolidation and centralization of the various programs and properties. Being sensitive to the history of each program and the personalities and interests of the Board and Staff while gently pushing the organization to operate within one unified model, is one of the most important aspects to successfully achieving the "merger." Liz has become skilled at prioritizing and balancing issues to achieve success for the various programs and projects of a complex organization.

As a development professional she has focused on increasing contributions by establishing and enhancing development programs and creating strategies to increase earned income. Over a ten year period, she was responsible for increasing the dollars raised for the Western Reserve Historical Society from \$600,000 to over \$8 million annually. During her first year at the Beck Center for the Arts contributions increased over 400%. Liz is highly skilled and experienced in directing and leading large and complex advancement and marketing programs including relationship building, major gifts solicitations and stewardship.

Elizabeth has been responsible for three capital campaigns at two organizations while concurrently establishing annual giving programs to support operating and special program needs. In order to successfully juggle the complex contributed revenue needs of the organizations, she had to carefully manage the prospect and donor pool, judiciously coordinate solicitations, and communicate in a timely and effective fashion with various members of the staff and volunteer team.

Tim McCormick

Tim McCormick, President of McCormick Consulting, has more than 30 years nonprofit management and fundraising experience. Throughout his extensive YMCA career, Tim focused on bringing together volunteers and staff members to realize a shared vision. He has led numerous YMCA Capital and Major Gift solicitations in Ohio, Michigan and Louisiana. Beyond the YMCA, Tim has provided leadership to fundraising efforts for arts organizations like the Cleveland Orchestra,

the Columbus Symphony and the National Symphony in Washington, D.C. In his role as a consultant he has provided leadership to several capital campaigns in Ohio, New York and Minnesota. Tim has provided organizational development and capacity building consultation to several non-profit groups in Northeast Ohio. He holds a teaching degree from Miami University (Bachelor's) and did Master's work at Central Michigan University where he was a faculty member. His teaching background enables him to provide excellent training programs for fundraising volunteers. Tim is a Board member and the President elect for the AFP Greater Cleveland Chapter. He has also served as the Vice President for Resource Development and the Secretary/ Treasurer for the Chapter. Tim believes that true power of nonprofit organizations is realized when committed volunteers work together with professional leadership to enhance the impact their organization has on a community.

Tim and his wife Joni live in Lorain, Ohio. They have four children, ages 32, 30, 23 and 17. He enjoys traveling, water sports and riding motorcycles.

Heather McGinness

Heather R. McGinness, CNM, CFRE, is a nonprofit executive and AFP Master Trainer, experienced in several areas of the nonprofit sector, including higher education, social services, associations, and faith-based organizations. Over the course of her seventeen years in nonprofit management, she has developed an extensive background in organizational & departmental management, fundraising, grantwriting, public relations, marketing and communications, event planning, strategic planning, capital campaigns, and infrastructure analysis. Her past positions have included Executive Director and Vice President of Development and Communications positions with social service agencies, Director of Advancement for an international order of Catholic women, Director of Alumni and Student Relations for the oldest independent alumni association in the United States, and Manager of Operations and Special Programs at a major university. Currently, she is a Philanthropic Advisor for Lutheran World Relief, an international aid organization.

Heather earned a BA in psychology from Case Western Reserve University and a CNM from the Weatherhead School of Management and Mandel Center for Nonprofit Organizations at Case Western Reserve University. She also maintains the Certified Fundraising Executive (CFRE) accreditation and serves on the CFRE International Advisory Council as a representative from the Association of Lutheran Development Executives (ALDE). Heather is an active member of [ALDE](#), serving as chair of its Certification Task Force and as an instructor for ALDE's "CFRE Study Days" review course. She is also a member of the Association of Fundraising Professionals (AFP), the Northern Ohio Planned Giving Council, the Council for Advancement and Support of Education (CASE), and [two](#) NGOs at the United Nations. In addition, she completed the UN Orientation program at UN Headquarters, was a participant in UN Commission on Sustainable Development (05/12-15/09), was a campaign speaker for the United Way of Ashtabula County, and received an Excellence in Leadership certificate (emphasis on Appreciative Inquiry) from Case Western Reserve University, where she was also a diversity trainer. Heather also appeared on the television news program "20/20" during her time as a student researcher. She has shared her expertise through presentations at both regional and national conferences.

In her leisure time, Heather is very actively involved in her church as a singer, musician, reader, and member of the Altar Guild, as well as a past board member and chair of stewardship. She is an avid runner, practices yoga, and also loves to read. Most of all, she enjoys spending time with her family, which includes her husband, Tom, her eleven-year-old son Robert, and her ten-year-old daughter, Alana. They happily reside in Wickliffe, Ohio

Paul Pawlaczyk, CFRE

Paul M. Pawlaczyk, CFRE is Assistant Vice President for Advancement with Berea Children's Home and Family Services. Paul's primary role is raising funds for the agency's new charter school, Stepstone Academy, which will open in August 2012 in Cleveland's Central Neighborhood.

Paul has more than sixteen years in non-profit management experience, including nine in major gifts fundraising. He is a former Director of Development with Cleveland Clinic Taussig Cancer Institute and Major Gifts Officer with Bowling Green State University. He holds a Master's in Public Administration and a Bachelor's of Science in Education from Bowling Green State University.

Diane Strachan, CFRE

Diane Strachan, a native Clevelander, has been working in the non-profit sector for nineteen years, seventeen of those years in development positions. Her experiences include social service, where she served as the Director of Annual Giving at Judson Retirement Community; museum service, where she served as the Director of Development and advanced to the position of Director of Gift Planning; higher education where she served as the Director of Annual Giving and Alumni Relations at Lake Erie College and at Case Western Reserve University School of Medicine as Senior Director of Development for Major Gifts, and most recently as Director of Principal Giving at the Summa Foundation. Currently she serves as the Director of Development at the Cleveland Museum of Art. Through her development experiences, Diane has been responsible for: annual giving programs; planned giving programs; special events planning and implementation; major gift and principal giving infrastructure and implementation; and volunteer management.

Diane is a past president of the Association of Fundraising Professionals Greater Cleveland Chapter, past president Northern Ohio Planned Giving Council, past president and a founding board member of the Western Reserve Planned Giving Council, and a past member of the steering committee of Leave a Legacy®, Summit-Portage-Medina. Current local volunteer positions include the Northern Ohio Planned Giving Council where she serves as Chair, Planned Giving Day Program Committee and with the Ronald McDonald House of Cleveland as a member of the Fund Development Committee.

Diane is a local speaker on such topics as annual giving, special events, and starting a planned giving program. She holds a Bachelor of Science in Education degree from Cleveland State University. Diane completed the Certified Fund Raising Executive credential in 2003.