

SPEAKER BIOGRAPHIES

(In order of appearance)

WELCOME AND INTRODUCTIONS



Henry "Hank" Raattama, Shareholder, Akerman LLP

Henry "Hank" Raattama is a shareholder in the Akerman LLP Miami office, where he focuses his practices in the areas of nonprofit organizations, estate planning and taxation of business entities. He received his B.A. and J.D. degrees from the University of Florida and his LL.M. (in Taxation) from New York University. Hank is a frequent lecturer and author on tax matters. He is a member of the American College of Tax Counsel and The Florida Bar (past chair, Tax Section and Tax Certification Committee). Hank has been recognized by Chambers USA as a leading Florida tax attorney, by Florida Trend as a legal elite tax attorney, The Best lawyers in America, and other



Dr. Michael Rosenberg

Dr. Rosenberg has served as Chairman of the Board of Switchboard of Miami, Chairman of the Board of Directors of the Voices for Children Foundation, and Chairman of the Board of HistoryMiami. He currently serves as Chairman of the Miami-Dade County Environmentally Endangered Lands Committee, and Chairman of the Board of Governors of the Kampong. In addition, he currently serves on the City of Miami Parks and Recreation Advisory Board, the Dean's Advisory Board of the College of Arts, Sciences and Education of Florida International University, the Board of Trustees of the Miami Foundation, the Board of Directors of Zoo Miami Foundation and the Board of Trustees of the National Tropical Botanical Garden.

OPENING SESSION: RESILIENT CITIES

Philanthropy's Merging Role: Collaborating, Innovating and Building a Resilience Strategy for Greater Miami and the Beaches



Jane Gilbert, Chief Resilience Officer, City of Miami

Ms. Gilbert leads the resilience strategy development for City of Miami, and for Greater Miami and the Beaches in partnership with Miami-Dade County and City of Miami Beach. For over 20 years, Jane Gilbert has created and led initiatives focused on strengthening our community through public - private partnerships. Most recently, as a consultant to The Miami Foundation, Ms. Gilbert was the primary convener and writer of the successful, unified application by Greater Miami and the Beaches to the Rockefeller Foundation's 100 Resilient Cities. She also managed The Miami Foundation's civic leadership agenda on sea level rise.



Peter Madonia, Chief of Operations, Rockefeller Foundation

Peter J. Madonia joined The Rockefeller Foundation in 2006. As Chief Operating Officer, he provides leadership and strategic direction for financial and operational functions. Mr. Madonia oversees several areas, including human and financial resources, information technology, facilities and office services, records management and library services. He also oversees the Foundation's regional office operations in Nairobi, Bangkok, and the Rockefeller Foundation Bellagio Center in Bellagio, Italy. Prior to the Rockefeller

Foundation, Mr. Madonia served as chief of staff to New York City Mayor Michael R. Bloomberg, after serving as senior advisor to the Bloomberg for Mayor campaign. Mr. Madonia previously served as first deputy commissioner of the Fire Department, deputy commissioner for budget and operations at the Department of Buildings, and chief of staff to the deputy mayor for operations, all in New York City.



James F. Murley, Chief Resilience Officer, Miami-Dade County

James F. Murley was recently appointed Chief Resilience Officer for Miami Dade County by Mayor Carlos Gimenez. Miami-Dade County, in partnership with the Cities of Miami Beach and Miami, is now participating in the Rockefeller 100 Resilient Cities Program. Jim served as Secretary of the Department of Community Affairs under Governor Lawton Chiles and was appointed by Governor Charlie Crist to serve as Chair of the Florida Energy and Climate Commission. Previously he served as Executive Director of 1000 Friends of Florida, spent over 10 years with Florida Atlantic University overseeing research on urban and environmental issues and served as the Executive Director of the South Florida Regional Planning Council. He is former Vice-Chair of the Miami-Dade County Sea Level Rise Task Force and was recently appointed to the City of Miami Sea Level Rise Committee. He is a founding Board member of the American Society for Adaptation Professionals and a Fellow of the National Academy of Public Administration.



Javier Alberto Soto, President & CEO, The Miami Foundation

Javier Alberto Soto is President and CEO of The Miami Foundation, a community foundation using civic leadership, community investment and philanthropy to improve quality of life in Greater Miami. Prior to joining the Foundation, Javier served as Senior Vice President and General Counsel at Grayling, a multi-disciplinary public affairs firm. He spent much of his career in the public sector as a litigator in the Miami-Dade County Attorney's Office; the County's Director of Intergovernmental Affairs; and as Chief of Staff to County Mayor Alex Penelas. Javier graduated cum laude in History and Political Science from Florida State University and earned his J.D. from Georgetown University Law Center.



Susanne Torriente, Chief Resilience Officer, City of Miami Beach

Susanne joined the City of Miami Beach in September 2015 as Assistant City Manager (ACM) and Chief Resiliency Officer (CRO). Her sustainability and resiliency portfolio includes Planning, Building, Code Compliance, and Environment & Sustainability. The City of Miami Beach is a leader and pioneer in adaptation efforts in South Florida. As a CRO she builds on that foundation to develop an action-oriented citywide resiliency strategy and a broader Greater Miami & the Beaches 100 Resilient Cities Strategy supported by the Rockefeller Foundation. She is also on the board of the Association of Climate Change Officers (ACCO). As assistant city manager for operations in Fort Lauderdale she successfully focused on streamlining city services, initiating strategic management practices & performance measurement systems and integrating sustainability into city operations.

She was the lead staff to the city's visioning process producing Fast Forward Fort Lauderdale: Our City, Our Vision, 2035. In 2009, Susanne was appointed Miami-Dade County's first Sustainability Director and became a founding member of the Southeast Florida Regional Climate Compact staff steering committee. This regional collaboration has afforded her the opportunity to share the South Florida story around the world.

CONCURRENT SESSIONS – MORNING

HOUSING A CHANGING GREATER MIAMI AND THE BEACHES

Jane Gilbert, Chief Resilience Officer, City of Miami

(See full bio in Opening Session: Resilient Cities)



Robin F. Bachin, Assistant Provost, Civic & Community Engagement, Associate Professor of History, University of Miami

Robin F. Bachin is the Assistant Provost for Civic and Community Engagement and Associate Professor of History at the University of Miami. She has published books and articles, and delivered public and scholarly presentations, on topics including universities and community engagement, and the history of urban planning and design. She is the author of *Building the South Side: Urban Space and Civic Culture in Chicago, 1890-1919* and is Past President of the Society for American City and Regional Planning History. She has received numerous awards and grants, including fellowships from the NEH, the Mellon Foundation, the Graham Foundation, JPMorgan, Citi and



Shekeria Brown, Miami/Ft. Lauderdale Area, Executive Director, South Florida Community Development Coalition

Shekeria Brown is executive director of South Florida Community Development Coalition (SFCDC), a nonprofit membership organization focused on capacity building, advocacy and facilitating partnerships to expand affordable housing and economic opportunity for Miami-Dade County's low-to-moderate income individuals, families and neighborhoods. Shekeria has spent most of her 16-year career in South Florida as an urban planner, practitioner and consultant focused on affordable housing, community and economic development. She has administered over \$100 million in state and federal grant funding allocated to local government and has led the development of numerous strategic plans for community development investment. Shekeria holds a Master of Urban and Regional Planning from Florida Atlantic University, with a concentration in community and economic development.



Commissioner Barbara J. Jordan, Miami-Dade County, District 1

Barbara J. Jordan was born in New York but grew up in South Miami-Dade. She received a BA from Morris Brown College in Atlanta and an MS degree from Nova Southeastern University. Over the next 34 years, Jordan would enjoy an illustrious career with Miami-Dade County. In 1997, Jordan was appointed Assistant County Manager. In 2004, Jordan won a seat on the Board of County Commissioners. As Commissioner for District 1, she represents the Cities of Opa-locka and Miami Gardens, as well as unincorporated communities that include California Club, Ives Estates and Country Club Lakes. Commissioner Jordan was elected unopposed for a fourth term in 2016.



Alberto Milo, Jr., Principal/Senior Vice President, Related Urban Development Group

Born and raised in Miami, Alberto Milo, Jr. is a Principal and Senior Vice President of Related Urban Development Group, (RUDG), LLC; an entity formed in 2009 to develop and acquire affordable and workforce housing developments. Related Urban has successfully completed the development of over 1,300 units of affordable and public housing. Mr. Milo brings diverse experience having owned and operated his own real estate development. He has been developing affordable and workforce housing since 1999. In 2002, he formed The Urban Development Group and has developed over 400 units. Mr. Milo has served on the Miami-Dade County Industrial Development Authority since 2005 and previously was a member of the Greater Miami Chamber of Commerce's Workforce Housing Committee. He served as the 2011 President of the Builders Association of South Florida. He is a past recipient of the organization's President's Award and Builder of the Year Award in 2009.

BUILDING A CONNECTED, MOBILE GREATER MIAMI AND THE BEACHES

James F. Murley, Chief Resilience Officer, Miami-Dade County (See full bio in Opening Session: Resilient Cities)



Alice N. Bravo, Director, Transportation & Public Works Dept., Miami-Dade County

Alice Bravo was appointed Director of the Department of Transportation and Public Works (DTPW) in February 2016. DTPW includes all functions of the previous Miami-Dade Transit Department, which she was appointed Director of in July of 2015. Miami-Dade County has the 15th largest public transit system in the United States, and the largest in Florida. Throughout her career, Ms. Bravo has been responsible for managing a number of diversified public-private partnership projects including the PortMiami tunnel; the innovative I-95 Express Project; and S.R. 826-S.R. 836 interchange reconstruction project. These projects have helped improve commuter mobility throughout Miami-Dade County. Ms. Bravo also oversaw a \$573 million capital improvement program at the City of Miami, and was responsible for implementing the city's trolley circulator system. Ms. Bravo is a licensed Civil Engineer with a bachelor's degree from the University of Miami and a Master's in Business Administration from Florida International University.



Mohammed Hadi, Ph.D., Professor, Florida International University

Dr. Mohammed Hadi, P.E. is a professor at Florida International University. He has 30-year experience in a wide variety of transportation engineering areas with emphasis on Intelligent Transportation Systems (ITS), connected and automated vehicles, transportation system management and operations (TSM&O), data analytics and decision support, simulation and dynamic assignment modeling, signal control, performance measurements, traffic operations, and planning for operations. He produced several decision support tools and methods that have been used by transportation operation and planning agencies in Florida. He served as a member of the TRB Traffic Flow Theory and Characteristics Committee, the TRB Intelligent Transportation Systems (ITS) Committee, and the TRB Highway Capacity and Quality of Service committee. He is also a member of the TRB Transportation System Manual Task Force and the chair of the joint TRB Simulation Sub-Committee (SimSub). He is the chair of ITS America Research Committee and a current member of ITS Florida Board of Directors, responsible for the continuing education committee.



Kasra Moshkani, General Manager, Uber South Florida

Kasra is the General Manager of Uber in South Florida, leading the daily operations and strategy of one of Uber's fastest-growing markets. Before joining Uber, Kasra founded a technology platform called HireBrite, which connects students to jobs and internships. He also worked at a number of other startups, and cut his teeth in investment banking and private equity. Kasra earned his BA from Harvard University and his MBA from the University of Chicago Booth School of Business.



Marta Viciado, Co-Founder and Strategy Director, Urban Impact Lab

Marta Viciado is the Founding Partner at Urban Impact Lab, a civic innovation firm working at the intersection of community engagement, creative placemaking, and policy development. Ms. Viciado is also the co-Founder and President of TransitAlliance Miami, a 501c3 focused on accelerating transportation improvements in Miami-Dade County. Ms. Viciado currently serves on the boards of the Miami Downtown Development Authority and Miami Dade College's Earth Ethics Institute. Through her various roles, Marta is committed to Miami's future as a great city.

CLIMATE READY GREATER MIAMI AND THE BEACHES

Susanne Torriente, Chief Resilience Officer, City of Miami Beach (See full bio in Opening Session: Resilient Cities)



Caroline Lewis, Founder/Executive Director, The CLEO Institute

Caroline Lewis is the founder and executive director of The CLEO Institute, a non-profit organization that drives climate action through community education. Lewis develops creative, collaborative programs to significantly increase outreach to diverse audiences through multiple access points. She is currently implementing and expanding CLEO to bridge the divide between science and society on the urgency of Climate Change. Lewis serves or has served on the following: National Environmental Education Advisory Council, American Public Garden Association, Miami-Dade Executive Board for Science Curriculum and Instruction, the White House Summit on Women & the Environment, and many more. In 2013, Lewis was one of 12 individuals nationally recognized as White House Climate Resilience Champions of Change for her work; nominated by the Union of Concerned Scientists. Born and raised in Port-of-Spain, Trinidad, Caroline Lewis earned a B.S. in biology, a B.Ed. in secondary science and environmental science education, and an M.S. in educational leadership. She lives in Miami, Florida with her husband, John.



David Martin, President/Co-Founder, Terra

David Martin is the President of Terra, the award-winning Miami based real estate development firm which is well known for creating visionary projects that bring dynamic energy to their environments. Terra's most recent emphasis has been on neighborhoods like Coconut Grove, Miami Beach, Doral and Weston. Terra's newest project will be a 70-unit beachfront condo designed by Renzo Piano. Since co-founding Terra, he has led the company's operations, sales, and marketing initiatives, as well as overseeing all investment and development projects. David graduated from the University of Florida with a Masters in Business Administration and Law degree with a concentration in land use planning. David's strong commitment to South Florida is underscored by the company's active role in charitable, civic, arts and cultural organizations. With a unique interest in education, the arts and health foundations, David is actively involved in

South Florida's civic and business communities. He and his wife support several organizations such as the Perez Art Museum Miami, Miami Children's Health Foundation, the American Cancer Society, Vizcaya Museums and Gardens, and the WolfsonianFIU with philanthropic contributions.



Jimmy Morales. City Manager, City of Miami Beach

Jimmy L. Morales has nearly 20 years of experience in government serving as a local attorney, administrator and public servant. His significant roles in government administration and elected office have earned him a reputation as an advocate for citizens and ethics. Morales was born and raised in Miami Beach, he graduated magna cum laude from Harvard University and was inducted as a member of Phi Beta Kappa. He graduated magna cum laude from Harvard Law School.

Morales served on the Miami-Dade Board of County Commissioners for eight years. His proven leadership skills and commitment to the community resulted in appointments to lead county planning and advisory committees on government efficiency, budget and finance matters.

Morales has dedicated his spare time to helping others by sitting on the boards of Autism Speaks, Dade Community Foundation, American Red Cross, South Florida National Parks Trust, the Silver Knight Alumni Legacy Network and the Miami Beach Chamber of Commerce. His service has earned him prestigious accolades including the Greater Miami Chamber of Commerce Bill Colson Leadership Award for Outstanding Leadership and Superior Ability, Public Servant of the Year recognition by the Colombian American Service Association, and SAVE Dade Champion of Equality. Morales was inducted into the Miami Beach High School Hall of Fame.

Morales striving for balance in work and family life, always making time for his family. Morales currently resides in Coral Gables.



Tiffany G. Troxler, Ph.D., Director, Sea Level Solutions Center, FIU

Dr. Tiffany Troxler directs the Sea Level Solutions Center at Florida International University, a state university center that focuses on advancing knowledge, decision making and actions toward mitigating the causes and adapting to the effects of sea-level rise. She is a research scientist with expertise in coastal and wetland ecosystem science. Some of her projects include collaborative research that examines the effects of saltwater inundation on Everglades coastal wetlands, monitoring management actions associated with Everglades restoration and advancing interdisciplinary urban solutions to sea-level rise. Troxler is author of over 30 peer-reviewed articles and book chapters and was co-editor and contributing author on two IPCC methodological reports published in 2014 that guide greenhouse gas emissions estimation associated with land use and land-use change in wetlands.

FUNDRAISING BASICS: Create Fundraising Plan, Delight Your Donors and Dramatically Increase Revenue



Rachel Ramjattan, CFRE, Founder & Principal, Nonprofit Plus, LLC

Rachel is the energetic founder of Nonprofit Plus, LLC. Her friendly personality, “Can Do” philosophy, and vast experience with fundraising, nonprofit technology, and training, make her one of the most sought-after nonprofit consultants, coaches, and public speakers in the country. An avid learner, she earned a Bachelor of Business Administration in Management Information Systems & Management from Florida International University and is a Certified Fund Raising Executive (CFRE). As the co-founder and board chair of a non-profit, Rachel understands the challenges of developing sustainable revenue on a shoestring budget.



Brian Lauterbach, CFRE, Vice President, Impact & Capacity Building, Network for Good

Brian Lauterbach, CFRE has served as a professional fundraiser and consultant for more than 100 nonprofit organizations in the United States. In this capacity, he leads the process and strategy redesign of traditional giving that lead to more than 4 million donors giving \$300 million to causes most important to them. Brian founded Donor-Path.org, which has recently merged with Network for Good where Brian now serves as Vice President of Impact & Capacity Building.



Nate Nasralla, Director of Fundraising Solutions & Capacity Building, Network for Good

Nate has helped more than 500 small, emerging nonprofits address their most pressing fundraising challenges, including strategies for donor acquisition, retention, major gifts, board engagement, and grant writing. In this capacity, Nate is chiefly responsible for ensuring these nonprofits can successfully create and leverage their first, right-sized fundraising plan and teams - so each can raise money, not expenses. Nate was the co-founder of DonorPath.org, which recently merged with Network for Good, where he now serves as Director of Fundraising Solutions & Capacity Building.



Mary Wong, President, Office Depot Foundation

Mary Wong serves on the boards of the United Nations Women’s Committee and the U.S. Chamber of Commerce Foundation Corporate Citizenship Center. She is a former board member of the Epilepsy Foundation of America and Feed the Children. Her numerous awards include: Emerald Award for Global Citizenship from the Girl Scouts of Southeast Florida Champion for Epilepsy by the Epilepsy Foundation of Florida Top 20 Women in Philanthropy, Social Innovation & Civic Engagement The Office Depot Foundation provides children with educational tools; builds the capacity of nonprofits, and helps communities with disaster preparation, recovery and rebuilding.

LUNCH SESSION: KEYNOTE SPEAKER



Paul Shoemaker, Founding President, Social Venture Partners

Paul Shoemaker is the Founding President of Social Venture Partners International—a global network of thousands of social innovators, entrepreneurs, philanthropists, and business and community leaders that fund and support social change agents in nearly 40 cities and 8 countries. With insights from 17 years of this unique vantage point, he is the Northwest's leading expert on activating social change agents and a global thought leader on how individuals can be the most effective philanthropists.

In 2011 and 2012, Shoemaker was named one of the "Top 50 Most Influential People in the Nonprofit Sector" by The NonProfit Times, and in 2013, was named "Philanthropist of the Year" by Future in Review. In 2015, he received the 2015 Microsoft Alumni Integral Fellow Award. Shoemaker has spoken at TEDx and United Nations events and has written for the Stanford Social Innovation Review, Fortune, and The Huffington Post.

CONCURRENT SESSIONS: AFTERNOON FUNDING TO DRIVE SUSTAINABILITY & IMPACT



David Halpern, Exceptional Organizations

David Halpern is a non-profit specialist who has been working with senior staff, directors, and accountants for almost forty years. He received an M.S.W. in 1976 and began working with delinquent teenagers on the streets of New York City. In 1983 he continued his formal education at the University of Miami. Mr. Halpern served as chief financial officer for a number of local nonprofits until he formed Exceptional Organizations more than twenty years ago. His consulting practice focuses on small to mid-size organizations, for whom he provides a variety of services including serving as an interim CEO or CFO. He enjoys working with Boards of Directors senior staff to help them achieve their mission effectively and efficiently.



Gretchen Beesing, LCSW, CEO, Catalyst Miami

Gretchen joined Catalyst Miami in 2007, directing civic leadership and advocacy programs. In 2013, she became CEO. Gretchen integrated Catalyst's services into a solid program suite based on an effective and empowering financial coaching platform. She effectively transitioned Catalyst from a financial literacy provider to a financial capability thought leader. She conceived and piloted their Miami Thrives executive leadership program, the first in South Florida, in partnership with the University of Miami and the South Florida Community Development Coalition (SFCDC). Under Gretchen's leadership, Catalyst hosted Miami's first Anti-Poverty Summit. Gretchen serves on the Board of Directors for the SFCDC and was a founding board member of the Community Reinvestment Alliance of South Florida. She participates on the National Human Services Assembly's Advisory Council on Financial Stability, JPMorgan Chase's Community Advisory Board (Florida), Florida Policy Institute's Community Advisory Board, the Early Learning Coalition of Miami-Dade's Community Advisory Council, and UM's Office of Civic and Community Engagement Task Force. Gretchen is a licensed clinical social worker and has several years of experience as a psychotherapist. She received her MSW from New York University and her BA from Kalamazoo College.



Lauren M. Harper, Esq., Founding Director, Social Venture Partners Miami

A “recovered” attorney with a business background, Lauren Harper left the law 5 years ago to focus on cultivating the ecosystem for Miami’s social innovators – and the funders that support them. After serving as a consultant to nonprofits and social enterprises, Lauren became part of the founding team at the Center for Social Change, a hub for changemakers in South Florida, offering co-working space, events and programs for its 45+ members and the greater community. Currently, Lauren is the Founding Director of Social Venture Partners Miami (SVP Miami), part of a global network of 3,500+ venture philanthropists in 40+ cities, who have collectively contributed more than \$56 million to 770+ social ventures since 1997. SVP Partners leverage their funds, expertise and connections to strengthen social ventures and solve the biggest challenges facing their local communities. Lauren is also a member of the PhilanthropyMiami Steering Committee, sits on the Education Impact Council and Public Policy Committee at United Way of Miami-Dade, and is a specialty mentor at Florida Atlantic University’s Tech Runway business accelerator program.



Julie Simpson, Director, Nonprofit Strategy & Capacity Building, TCC Group

Julie Simpson brings more than 25 years of experience to the nonprofit and philanthropic sectors. With field-tested expertise in such areas as network and coalition strengthening, community partnership-building, education policy and curriculum development, gender rights, youth development, elementary and higher education, arts and culture, and advocacy, Simpson has helped numerous organizations develop and implement strategic and business plans, design new business models, and evaluate programs. Simpson has worked with nonprofit boards and Executive Directors on issues including mission, governance, change management, and strategy. Recent clients have included Charity Navigator, Philadelphia Education Fund, Nonprofit Centers Network, Schools, Health and Libraries Broadband Coalition (SHLB), Federation for Protestant Welfare Agencies, Wiregrass Foundation, International Planned Parenthood Federation and more. Simpson also has published several articles in scholarly journals and has presented at many national and international conferences. She received her Master’s in Educational Policy and Curriculum Development from New York University, a Bachelor’s degree from Oberlin College. She also holds Executive Business Education Certification from Harvard, Stanford, and Northwestern Universities.



Stephanie Sylvestre, Chief Programs Officer/Chief Information Officer, The Children’s Trust

Stephanie is the Chief Programs Officer and CIO for The Children’s Trust. Since joining The Children’s Trust, Stephanie has co-launched 3 non-traditional initiatives: 1 Capacity building 2 Funder Collaboration 3 Innovation. In 2016, she received Legacy South Florida 50 Most Powerful and Influential Black Leaders Award. For 3 1/2 years, Stephanie led teams of women volunteers who built 7 Habitat homes in Liberty City. She was the Honorary Consul of Belize for 9 years.

Stephanie has a B.A. in International Relations from University of Southern California and a M.A. in International Economics & Development from the University of Miami.



Daniel T. Wall, Assistant Director, Miami-Dade County, Office of Management and Budget

Dan has played an integral role in leading and supporting Miami-Dade County's efforts to seek revenue maximizing and funding opportunities from Federal, State, and local sources; helping to ensure the best use of County funding distributed to a vast network of community-based organizations (CBOs) by standardizing the practices and procedures involved in contracting, providing technical assistance and evaluating CBO performance; and providing direction for the local Ryan White Part A Program grantee.

He helped to secure nearly \$200 million in federal funds for a grant program that became a nationally recognized model for administration and fiscal management. That program, the Ryan White Program, continues to successfully draw down millions in federal funds from the Department of Health and Human Services for health care and social service needs of people living with HIV and their families in Miami-Dade County. Mr. Wall authored the ordinance that officially established the Miami-Dade HIV/AIDS Partnership.

He helped spearhead an effort to secure a 3-year, \$1 million award from the U.S. Department of Justice Byrne Criminal Justice Innovation grant program to research and implement creative strategies to combat crime and violence in the northern part of the county; one of only six awards nationally. He is guiding efforts to implement a county-wide sponsorship and marketing partnership program and develop a capacity-building program for local non-profits.

Mr. Wall is a graduate of the University of Miami with a Bachelor's degree in Politics and Public Affairs and a Masters in Public Administration.



Rahel Weldeyesus, Director of Community Engagement, Office of Commissioner Daniella Levine Cava, District 8, Miami-Dade County

Rahel is currently the Director of Community Engagement for Miami-Dade County Commissioner Daniella Levine Cava, District 8. Rahel serves as the nonprofit liaison, designing capacity building initiatives to strengthen the service provider network. She manages the Nonprofit Academy and Accelerate South Dade: District 8 Small Business and Nonprofit Incubator. The Academy and the incubator provide vital training and resources to nonprofits that engage in a combination of service, civic engagement and advocacy. Both offer nonprofits the tools needed to increase organizational capacity, meet performance standards, and build resilience. Rahel was the Director of Buffalo SNUG Violence Prevention Initiative, a neighborhood-based violence reduction and prevention project. She was also the Community Relations Director for New York State Assemblyman Sam Hoyt. Rahel has served as the Development Coordinator for Prisoners' Legal Services of New York (PLSNY). Rahel graduated from the University of Chicago with a B.A. in International Studies and Human Rights. She obtained her Master of Public Administration from Florida International University.

WHAT'S NOW? WHAT'S COMING? TOP 10 TRENDS IN PHILANTHROPY



Abbey Chase, President & CEO, Chase Marketing Group

For the past 22 years, Abbey Chase has been the President and CEO of Chase Marketing Group. Her team at CMG has built a reputation for managing associations, multi-faceted events, projects, and programs. They work closely as partners with organizations to enhance their marketing, development and event planning success. Today, CMG's local and national client list focuses on enhancing women's leadership, board development, philanthropic capacity building and citizenship processing. Abbey's community service includes the New World School of the Arts Foundation and The Wolfsonian-FIU Boards. She has been recognized with many awards for her work in the cultural, philanthropic and business community.



Glenn Kaufhold, Principal, GKollaborative and Fundraisingwonks.com

Glenn is the founder and principal of GKollaborative, which offers strategic advising and partnership to a host of nonprofit organizations. He's also the founder of the FundraisingWonks.com blog. Both of these build on his 30 years' record of successful nonprofit leadership in development, communications, marketing, administration, and organizational governance. Before GKollaborative, Glenn was Executive and CEO of the Miami Dade College Foundation, and Assistant VP for Corporate and Foundation Relations at FIU. Recently, Glenn served as Senior Associate Dean and COO of the City University of New York School of Law. Glenn has also been involved in the start-up of for a number of new initiatives. These include the Sorensen Center for International Peace and Justice (CUNY School of Law); the Court Square Law Project, a partnership between the CUNY School of Law and the New York City Bar Association, and the Miami Culinary Institute at Miami Dade College.

FLORIDA'S NONPROFIT SECTOR: AN ECONOMIC ENGINE

Geula Ferguson, Florida Philanthropic Network, South Florida



Sabeen Perwaiz, Executive Director, Florida Nonprofit Alliance

Sabeen Perwaiz is Executive Director of Florida Nonprofit Alliance, where she advocates on behalf of Florida's nonprofit sector. Her career has centered on empowering individuals through education at Jacksonville Chamber of Commerce, Vital Voices and Pace Center for Girls. She is Executive Producer and founding member of TEDxJacksonville. She is on the board of directors of Jacksonville Arts and Music School (JAMS), University of North Florida's Engineering School and Atlantic Institute of Jacksonville. She serves on Leadership Jacksonville's Leadership Development Team, a member of Jacksonville Women's Network, Women's Giving Alliance and a mentor with City Year. Sabeen is a 2015 Aspen Ideas Fellow, a 2016 Jacksonville Business Journal's Women of Influence and a 2017 One Jax Humanitarian award recipient. Sabeen holds a degree in psychology from City College of NY and a master's degree in international development from the University of Birmingham in England. Sabeen was born in Karachi, Pakistan and raised in New York City.

FUNDRAISING BASICS: Building Relationships: Cultivation to First Gift to Annual Gift to Major Gifts to Planned Gifts



Steven L. Schwartz, Philanthropic Visions, & FIU

Steven is an experienced educator, mediator, lawyer and development professional having worked in academic, administrative, business, government and community settings. His work as a development professional includes leadership roles in public and private nonprofit and foundation fund-raising with university appointments at the University of Florida and Florida International University, where he served as the former Executive Director of Estate and Planned Giving and currently a Principal Advisor for Philanthropic Visions, a planned giving strategy and development consultancy. Schwartz's law practice experience spans more than thirty-five years of domestic and international commercial transactions, estate planning, and trial and appellate litigation at the state and federal level. He is a Founding Fellow and Past President of the International Academy of Mediators. He has authored more than 30 articles on a variety of law and law related subjects. Schwartz's organizational board memberships include PhilanthropyMiami, Association of Fund Raising Professionals and Estate Planning Council of Greater Miami; and is an active member of the Financial Planning Association of south Florida and the Partnership for Philanthropic Giving.



Deborah Korge, Executive Director, The Women's Fund Miami- Dade

Deborah Korge (Debbie) has been an active member of the Miami- Dade non-profit community since moving here in 1988, serving in numerous leadership positions as a volunteer, as a board member and as an employee. While she sees and has been offered many opportunities to get involved, she has chosen to focus on issues that affect women and children to maximize the skillsets she provides to the organization and community. She is currently the Executive Director of The Women's Fund Miami-Dade and has served as the Executive Director of Casa Valentina and the Vice President of Operations and of Development at Informed Families.



Katsiaryna Matusevich, Ph.D., Assistant Professor, Organizational Learning & Leadership, School of Education, Barry University

My expertise and passion are in facilitating growth in individuals and organizations to bring about positive changes in the areas of communication, leadership development, and performance improvement. I coach people to become more effective communicators, presenters, and public speakers, and transform their messages into memorable and impactful presentations. I have been trained as a Brain-Based Coach and a Results System Coach through the NeuroLeadership Institute. I draw upon the latest neuroscience research to drive meaningful and long lasting results for my clients. I am an Assistant Professor in the Organizational Learning and Leadership graduate program at Barry University and the founder of GrowthWired LLC. My clients are national industry leading companies in homebuilding, healthcare, and financial services, including Lennar Corporation, Ladenburg Thalmann Financial Services Inc., and Sylvester Comprehensive Cancer Center. Active membership includes the NeuroLeadership Institute, International Coach Federation, Academy of Human Resource Development, and Association for Talent Development.



Bentonne S. Snay, MPA, GPC, President & CEO, The Snay Group, Inc.

Bentonne Snay is experienced in all types of fundraising and excels in award-winning grant proposal development. She has presented workshops in South Florida and beyond and currently serves as grants coach for several small community-based organizations. After serving as Dean of Students at the Academy for Community Education, she became founding executive director of both Communities in Schools of Miami and the Burger King/McLamore Foundation; she served briefly as Humane Society of Greater Miami CEO. Writing grants since 1991, Bentonne met the rigorous requirements to become one of only 400 Grant Professionals Certified (GPC) nationwide; writing 500+ proposals yielding more than \$34.4 million. Bentonne is past president of the board of directors and current member of the Association of Fundraising Professionals Miami Chapter and the Grant Professionals Association Miami. Bentonne resumed grant writing in 2003. She has a BS and MPA from Florida International University.

OUTCOMES FROM 2016 SHARK TANK WINNER



Elissa Vanaver, CEO, Breakthrough Miami

The founding board chair of Breakthrough Miami, Elissa joined the staff in 2011. Before that, she was Vice President of HR/Assistant to the Publisher at the Miami Herald/El Nuevo Herald, where she directed the Silver Knight Awards and the Herald Charities' Wish Book. Prior to 2002, Elissa was Managing Editor, and a member of the Herald's 2001 Pulitzer Prize team. Elissa is a member of Phi Beta Kappa and holds a Bachelor's degree from the University of Virginia, a Master's from Northwestern University's Medill School of Journalism, and a certificate from the Kellogg Graduate School of Management's Advanced Executive Program.

2017 SHARK TANK: VENTURE PHILANTHROPISTS VET NEW IDEAS FOR CREATING GREATER IMPACT

Steven L. Schwartz, Philanthropic Visions, & FIU

(See full bio in Fundraising Basics: Building Relationships: Cultivation to First Gift to Annual Gift to Major Gifts to Planned Gifts.)

SHARKS



Gil Bonwitt, Co-Founder, Gazelles Social Initiatives

Gil is the co-founder and CEO of Gazelles Social Initiatives, whose purpose is to increase the performance of social sector organizations. He also owns and operates two educational companies that have won several local and national awards for best place to work, fast growth and quality of service. After graduating college, he worked as an executive director of a non-profit and an attorney at White & Case. He has served as an officer and board member of several local and national organizations, including Chair of the Scheck Hillel Day School, Chair of Young Presidents Organization Miami and Entrepreneurs Organization South Florida.

Currently, he serves on the boards of Jewish Community Services of South Florida, Philanthropy Miami and Shalom Learning. He graduated from the University of Pennsylvania - Wharton School and Georgetown University Law Center.



**Teresa Valdes-Fauli Weintraub, Managing Director,
Wealth Management Financial Advisor, Merrill Lynch,
Pierce, Fenner & Smith Inc.**

Teresa Valdes-Fauli Weintraub joined Merrill Lynch, Pierce, Fenner & Smith, Inc. as Managing Director - Wealth Management, Financial Advisor, in January 2016 where she advises high net worth families on their wealth management planning and estate planning needs. For the prior 18 years, she was President, CEO and Board member of Fiduciary Trust International of the South. Teresa formerly was a VP and Trust Officer of Northern Trust Bank of Florida and was employed by the University of Miami including her last position as Executive Director of Development. She has served in leadership positions on numerous nonprofit boards including United Way, Carrollton School, PhilanthropyMiami (formerly LEAVE A LEGACY), Miami Foundation, Miami Children's Health Systems, Miami Jewish Health Systems and many others. She is currently the President of the Global Board of the International Women's Forum, a network of over 7,000 women worldwide. Born in Havana, Cuba, Teresa has a B.A. and J.D. from Boston College.



**Seth Werner, Chairman/CEO,
Harbour Real Estate Investments**

Seth Werner is Chairman/CEO Harbour Real Estate Corporation based in Miami which company invests in commercial income producing properties in Florida. During his career he founded and served as Chairman/CEO or General Partner in First Capital Financial Corporation, Bayshore Partners Ltd., Mortgage.com (the 1st on-line residential mortgage originator), and Cypress Creek Capital. As a real estate investor he has been a principle in the ownership of approximately \$4 billion of real estate assets. Since 1971 he has served on numerous private and public company boards. Mr. Werner was a finalist for the Ernst & Young Entrepreneur of the Year award in 2000. He is married to Annette Franqui. They reside in Miami.

Mary Wong, President, Office Depot Foundation

(See full bio in Fundraising Basics: Create Fundraising Plan, Delight Your Donors and Dramatically Increase Revenue)

MENTORS



**Jodi Engelberg, Facilitator, Process Designer,
The Value Web**

Jodi Engelberg uses models and methods to spur innovation and systems change with groups from every sector and on most continents. She designs and facilitates conversations that enable collaboration, deep relationships, and execution. Through the Value Web, an international solution design association she co-founded, Jodi has worked to address some of the world's thorniest issues. She has worked with UNICEF, IADB, the World Economic Forum, Gates Foundation, IBO, and others to build transformational approaches for a more sustainable, equitable world. Through Matter, a boutique firm, Jodi applies these methods to complex business issues. Jodi began her professional career in healthcare. She served as a healthcare executive in Milwaukee, WI and at the University of Wisconsin, Madison, Hospitals and Clinics. She pivoted to the non-profit sector and served as the CEO at a contemporary art museum and an urban development/training organization. Jodi has lived in Tokyo, Israel, Switzerland and all over the US. She now lives in Miami, Florida with her family.



Anne Freedman, Executive Speaking Coach & CEO, Speak Out, Inc.

Anne B. Freedman is founder and president of Speakout, Inc. She works with business and community leaders to develop and deliver non-boring, powerful messages that propel those listening to action, while reducing the frustration and anxiety of public speaking. Author of *Public Speaking for the Genius*, the book and E-course, *Unforgettable Speeches and Sales Presentations*, and a collection of other E-books and courses, Anne is past president of the Miami Chapter, National Association of Women Business Owners, serves on the President's Assembly Steering Committee nationally, the Board of Directors of the Greater Miami Chamber of Commerce, and South Florida Progress Foundation.



Debi Hoffman, Community Activist, 2016 PhilanthropyMiami Community Champion

Currently: pro bono consultant to nonprofits. Former professional roles: Clerk, Third DCA; Attorney, Private law firm; State Comptroller's office; Director, Children's Education, Museum of Science; PR Director, Biscayne College; Seminar Coordinator, FIU; Communications, UM Business School.

Present community activities: Funding Arts Network (FAN) Founding President; PAMM trustee; New World School of the Arts Foundation Board; Visiting Committee, UM College of Arts and Sciences; ReServe South Florida Advisory Council Co-Chair; President, Partners for Artisans; Member of Women's Fund; National Councils, Music Associates of Aspen and Anderson Ranch Arts Center; Board of Advisors, MiamiLL, M-D College. Recipient of numerous honors related to community service and philanthropy.



Bruce Turkel, CEO/Executive Creative Director, Turkel Brands

Useful. Valuable. Enjoyable... Three words sum up Bruce Turkel's communication philosophy. Driven to see clients enjoy greater revenue by changing consumers' perceptions of their products and services, Bruce employs a unique combination of creativity and marketing to help make their brands more valuable. Turkel Brands continues to break new ground with innovative work using simple yet powerful brand building techniques. The firm has created remarkably effective campaigns for American Express, Miami tourism, Discovery Networks, Puerto Rico, Bacardi, and more. Bruce is a weekly contributor on the Fox Business Channel and has appeared as a branding and advertising expert on CNN, ABC, CBS and NPR. He's been featured in *Fast Company*, *The New York Times*, *Communication Arts*, *Fortune*, and *AdWeek*. He's authored three books on advertising (his latest: *Building Brand Value*) and is currently finishing his next two.

WRAP UP

David Halpern, Exceptional Organizations

(See full bio in Funding to Drive Sustainability & Impact)