TIFF Webinar: Fundraising and Development in the Current Environment

TIFF hosted a webinar titled **Fundraising and Development in the Current Environment** on July 14th. Jessica Portis was joined by fundraising and nonprofit experts Ted Grossnickle, Senior Consultant and Founder of Johnson, Grossnickle and Associates, and Robert T. Grimm, Jr., Professor and Levenson Family Chair in Philanthropy and Nonprofit Leadership and Director of the University of Maryland's School of Public Policy 'Do Good Institute.' Mr. Grossnickle discussed his firm's findings on the charitable landscape and fundraising best practices in the current environment. Mr. Grimm introduced the Do Good Institute and TIFF's new Fundraising Fellowship Program which will be made available to TIFF members in late 2021. Please contact memberservices@tiff.org for more information about applying to the TIFF Fundraising Fellowship Program through the University of Maryland's School of Public Policy and the Do Good Institute.

You can view the 40-minute webinar through the link below.

Webinar: Fundraising and Development in the Current Environment

Please note that this webinar has been edited from its original recording to shorten its length. This webinar is for general informational purposes only and does not constitute an offer to sell nor a solicitation of an offer to buy securities. The asset classes discussed may not be suitable for all investors. All expressions of opinion are subject to change. Past performance does not guarantee future results. All investments are subject to risk, including the possible loss of principal.

PANELISTS

TED R. GROSSNICKLE, CFRE
Senior Consultant and Founder, Johnson, Grossnickle and Associates
Chair of the Giving Institute board of directors and on the board of Garrett Theological Seminary

Ted Grossnickle brings decades of experience in advancement to help clients to think strategically about their fundraising efforts. A leader to the JGA team and to the broader nonprofit community, he is known for his authentic voice and commitment to guiding

organizations to achieve their best.

After graduation from Wabash College, he worked at Procter and Gamble Company, his alma mater, and then at Northern Illinois University where he served in several roles including advancement and corporate relations. From 1983 until 1993, he served as vice president of development and public affairs for Franklin College and then as acting president in 1993. He co-founded JGA with Don Johnson in 1994.

Ted serves as chair of the JGA board of directors, as managing counsel to several clients, and as a mentor to staff. He is deeply engaged in the nonprofit sector as an author, speaker, teacher, and board member and has received numerous honors and awards for his achievements, including the Henry A. Rosso Medal for Lifetime Achievement in Ethical Fundraising. He currently serves as a member and Chair of the Giving Institute board of directors and on the board of Garrett Theological Seminary. He is chair of the Working Committee for The Generosity Commission: A National Conversation on Giving and Voluntary Action. He is a former member and chair of the board of visitors of the Indiana University Lilly Family School of Philanthropy and was a member of the board of trustees at Wabash College for ten years during which he served as co-chairman of The Challenge of Excellence Campaign.ed Grossnickle is the Chair of The Giving Institute, which releases the annual Giving USA report. Ted is also the Chair of the Generosity Commission, which earlier this year awarded one of its first three grants to the Do Good Institute to research Americans' motivations for generosity across demography and geography.

ROBERT T. GRIMM, Jr.
Professor of the Practice; Levenson Family Chair in Philanthropy and Nonprofit Leadership; DGI Director
University of Maryland's School of Public Policy

Robert Grimm is the Levenson Family Chair in Philanthropy and Nonprofit Leadership and director of the Do Good Institute. Grimm's research on philanthropy, volunteering, nonprofits, civic engagement and social capital has been featured in prominent outlets, such as The Washington Post and New York Times, including a recent MSNBC interview and Fast Company article on the decline of American charitable behaviors.

Grimm testified at the first public hearing (covered by C-SPAN) of the bi-partisan National Commission on Military, National and Public Service created by Congress; his written testimony outlines the Do Good Campus model and DGI research report findings (Good Intentions, Gap in Action and Where Are America's Volunteers). Grimm is an author of a widely-cited article on "The New Volunteer Workforce" in the Stanford Social Innovation Review; articles in journals such as Nonprofit & Voluntary Sector Quarterly and the Journal of

Policy Analysis & Management; a book on American philanthropists.

Grimm served as senior counselor to the CEO (2006-2010) and the director of research and policy development (2004-2010) at the Corporation for National and Community Service (CNCS), which directs AmeriCorps and annually invests approximately one billion dollars in grants to innovative nonprofits. Grimm received senior appointments from both President Bush and President Obama's administrations, co-lead the creation of the Social Innovation Fund, and previously taught and directed research at what is now the Lilly Family School of Philanthropy at Indiana University. As the director of research and policy development, Grimm expanded CNCS's annual research funds from $2 million to $10.5 million. Overall, he directed over $30 million in program evaluations and research studies. Grimm led the creation of the U.S. government's first, regular data collection on social capital with the Bureau of Labor Statistics and Census Bureau through volunteer and civic engagement supplements to the Current Population Survey (CPS). Bowling Alone author Robert Putnam characterized his research efforts as a "landmark in civic renewal."

Grimm received his PhD from Indiana University and the 2010 Young Alumnus Award from Monmouth College. He served on the board of directors or advisors for the Food Recovery Network (Founding Board Chair), Washington Area Women's Foundation, Center on Philanthropy at Indiana University, Harry and Jeanette Weinberg Foundation, and National Conference on Citizenship. An Iowa native, he and his wife Laura have a daughter named Astrid.

MODERATOR

JESSICA PORTIS, CFA
Head of Member Portfolio Management and Services, TIFF Investment Management

Jessica Portis joined TIFF in 2020 and serves as Head of Member Portfolio Management and Services, with responsibility for managing TIFF's new Member relationships, the customization of Member portfolios and the delivery of all Member services. Prior to joining TIFF, Ms. Portis was a Partner and the Not-for-Profit Consulting Services Leader at Pavilion, A Mercer practice where she was responsible for overseeing the delivery of investment related services. Previously, she led Mercer's Not-for-Profit advisory and OCIO practice for three years. Additionally, Ms. Portis spent 15 years at Summit Strategies Group, where she held various roles including Director of Consulting, lead consultant to a variety of institutional client types, and a member of the manager research team. She holds a BS degree in accounting from the University of Missouri – St. Louis. Ms. Portis has obtained the right to use the chartered financial analyst designation.

TIFF Investment Management



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