

Resource Center Consultant Partners

Dennis Boylin



Dennis Boylin, President of Boylin Management Institute, is a unique and straightforward trainer, speaker and coach whose goal is to provide cost-effective practical skills with immediate on-the-job impact. His book, “Six Keys to Stress-Free Management” is the basis for his highly rated Key Supervisory Skills course that has been offered at several colleges and presented internally for numerous organizations. Dennis has served as a consultant to manufacturing, government, healthcare, transportation, hospitality and retail organizations. His operations experience includes independent and corporate positions at supervisory, management and executive levels. He has personally coached many executives and department managers, and can provide individual and group coaching to help you successfully focus and achieve your business goals.

Key Subject Areas:

- Key Supervisory Skills
- Leadership Skills
- Hiring and Keeping Top Performers

Melissa Diels

Melissa is the owner of Written for You, which provides grant writing and research services to nonprofit organizations. Melissa received her degree at California State University Fullerton in Communications and has over ten years of writing and editing experience. Her background has been a combination of public service and private sector employment making her a perfect fit to serve as a consultant to nonprofit organizations. She assists nonprofit organizations with meeting their fundraising and operational goals by raising project, capital and strategic planning funds through grant writing and applications. She is experienced in researching and identifying potential funders for organizations and preparing the applications or proposals. Melissa serves as a consultant to many non-profit organizations by acting as an extension of their staff providing grant writing and research services. Melissa has worked with several different types of non-profit organizations whose services include: international feeding programs, domestic violence and prevention services, autism and health services, youth music and symphony programs, housing and homeownership services and churches.

Key Subject Areas:

- Grant Writing
- How to Find Funding
- Grant Proposal Readiness

Michelle Burden French

Michelle owns and operates FUNDamental Concepts, a small, sole proprietor business. FUNDamental Concepts is a consulting firm that specializes in quality grant research and proposal development services for non-profit, public and private agencies, primarily in the Inland Empire of southern California. The company was founded in 1993, and has operated consistently, generating a total of over \$150 million in grants from government and private sources. To date, the firm has produced over 4,000 proposals (average 235 per year). The company is operated from a home office in Running Springs, CA, equipped with the latest technology and works remotely with agencies in CA and throughout the US.

Key Subject Areas:

- Grant Writing
- How to Find Funding & Funding Research
- Grant Proposal Readiness

Rudy Gonzalez



Rudy has 15 years of experience providing facilitating and consulting services to groups and individuals starting businesses and nonprofits. He has helped nonprofit leaders develop strategic plans and results based management frameworks. He facilitates organizational and community events and helps organizations develop their strategic plans and review progress through quarterly evaluations. He has also helped groups develop community improvement initiatives such as safety, afterschool programs, microenterprise, and civic engagement. In the last five years he has helped local leaders develop regional intermediary collaborative to leverage positive change in urban neighborhoods. Rudy has a Masters of Divinity from Azusa Pacific University Azusa, California and a Bachelor of Science from Southern Illinois University. He is an ordained pastor with the California South Classis of the Christian Reformed Church. Rudy is a certified ICA methods trainer in Technology of Participation.

Key Subject Areas:

- Strategic Planning
- Collaborative Action Planning
- Community Input & Mobilization

Pam M. Grogan

Pam is the President & CEO of The Funding Consortium, LLC, a fundraising and management consulting company that she started in 2001 to provide fund development and strategic planning services to nonprofit and government agencies. Pam has raised over \$1.3 million for various agencies throughout the Southern California region. She is professionally trained in the areas of grant writing, philanthropic grant making, fundraising, strategic planning and special event planning. She has volunteered with several United Way Agencies in both Riverside and San Bernardino Counties to assist with the review of grant applications and making funding recommendations. She holds a bachelors degree in Public Administration from San Diego State University. In March 2008, Pam served as a Panelist Speaker at the Association of Fundraising Professionals (AFP) Conference in San Diego, California. She has also been a member of AFP since 2004; an association which is a national leader in providing education and training to fundraising professionals.

Key Subject Areas:

- Fund Development
- Grant Writing
- Strategic Planning

Linda Hamilton



Linda Hamilton provides facilitation and training for private and public nonprofit organizations. Through her company, Participation Works, founded in 1998, she has facilitated events for numerous organizations, including a variety of social service agencies, cities, schools, coalitions and religious institutions. The majority of her work is in strategic planning. In all of her work, she utilizes the Technology of Participation (ToP™), developed by the Institute of Cultural Affairs (ICA), which emphasizes participation, creativity, teamwork, and action. Linda brings to her work more than 30 years of experience in facilitation and nonprofit management, including ten years on the staff of ICA and 15 years as co-founder and director of a nonprofit organization FOOD FOR ALL, which she and her husband grew from a “mom and pop” to a nation-wide program that raises and allocates millions of dollars worldwide to fight hunger. She is also a mentor trainer for ToP facilitation courses through which she has trained many nonprofit leaders in the Inland Empire and beyond.

Key Subject Areas:

- Strategic Planning
- Collaborative Action Planning
- Meeting & Event Facilitation

Margaret M. Hernandez



Margaret is passionate about helping others achieve their goals and to help businesses succeed and surpass their own expectations, and to motivate individuals to excel in their places of employment. ANROMA is committed to making it happen. Margaret founded **The ANROMA Group** with Excellence in mind. Throughout her 10 year coast to coast career, Margaret has had a passion and expertise in utilizing Customer Relationship Excellence and Maximizing Employee Potential to achieve success. She combines *Professionalism, Organization, Communication, Critical Thinking, and Leadership skills* to create the unique professional development curriculum **The ANROMA Way** ©.

Key Subject Areas:

- Customer Service & Relations
- Time Management
- Internal Employee Relations

Pamela K. Hogan

Pamela Hogan has a varied professional background in industry, nonprofits and government. Most of her career has been centered on positions that involve writing, but she also has a background in project management, customer service and training. Currently she assists community-based organizations in building their capacity to be thriving and sustainable. Pamela holds her B.A. from Hartwick College and an M.A. from University of Redlands, where she is a member of the Whitehead Leadership Society.

Key Subject Areas:

- Customer Service
- Grant Writing
- Capacity Building

Kori Kanayama



Kori is an independent consultant based in Redlands, CA. She assists mission-focused organizations in achieving their goals and strives to affect tangible outcomes in the communities they serve. She is experienced in providing thorough analysis of markets and program feasibility using data, surveys and personal interviews to aid in sound decision making. She also uses outcome based planning to connect planning efforts with measurable outcomes in the communities that clients serve. She holds a Bachelor of

Arts from Macalester College and a Master of Arts in Urban Planning from the University of California, Los Angeles.

Key Subject Areas:

- Market Analysis
- Outcome-Based Planning
- Strategic Planning & Capacity Building

Jill Walker Kowalski

Jill's company, JWK Funding Solutions, combines her writing background as a newspaper reporter with a 16-year career working in social services (both in the public and private sectors). JWK Funding Solutions specializes in quality grant research and proposal development services and grant management and other capacity building services for non-profit, public and private agencies in Southern California. Her current list of clients includes nonprofit organizations with budgets ranging from \$300,000 to \$18 million that serve diverse populations with multi-faceted programs and services, including: developmentally disabled children and adults, domestic violence victims, child abuse victims, senior citizens, low-income and underserved communities, burn victims in the United States and abroad and public safety. She has also provided services to the City of Hemet Fire Department to help develop a proposal to obtain American Recovery Act funding.

Key Subject Areas:

- Grant Proposal Readiness and Research
- Grant Writing
- How to Find Funding & Working with Funders

Wes Kriesel

Wes Kriesel is the CEO and President of Trusted Coaching and serves as an executive life, educational and social media coach. Wes' professional development expertise includes educational equity, culturally responsive instruction, differentiation, language acquisition, direct instruction, public speaking/classroom presentation, student engagement and classroom management. Wes owns and operates a social network for teachers and is collaborating with other stakeholders to provide meaningful online learning platforms for improved professional development opportunities for adults and revolutionary learning for children. As a coach, Wes works with a variety of clients to harness social media to find the right audience for their product or service and to connect with target markets. Wes holds a California single subject teaching credential for English Language Arts, a Master's Degree in English Literature, and a professional coaching certification.

Key Subject Areas:

- Social Media
- Culturally Responsive Instruction
- Public Speaking & Instruction

Dr. Theresa Lu

Dr. Lu has over 18 years of experience working in nonprofit organizations, ranging from grass-root agencies to universities. Her firm Lu & Associates provides capacity-focused services to nonprofits in program development, organization development, resource development, and program evaluation including strategic planning services, grant writing, and seminars. Dr. Lu's team has a strong track record of obtaining results with each of the over 60 client organizations in Los Angeles, Orange, Riverside, and San Bernardino Counties. She also worked in management positions at Women's Transitional Center in Orange County and the University of San Diego Counseling Center. She earned her Ph.D. in Counseling Psychology at Southern Illinois University at Carbondale. Dr. Lu is an adjunct professor at USC and Alliant University.

Key Subject Areas:

- Grant Writing
- Fund Development
- Fundraising

Ed Nicholls



Ed has had a leadership career spanning more than thirty years that has been dedicated to developing, implementing, and leading a broad array of projects, programs, and organizations. Mr. Nicholls completed his Bachelor of Science Degree in Business Management and his Master of Science Degree in Education and his experiences have led him to be involved in the development and enhancement of people skills. He is focused on developing and enhancing individual and cultural leadership skills by creating a better understanding of leadership philosophies, methods, and strategies. The Right Way, Personal and Professional Development Company is an out-growth of Mr. Nicholls' passion for inspiring the human spirit through the training and development of leadership skills within people, teams, and organizations.

Key Subject Areas:

- Leadership Concepts
- Servant Leadership
- Board Engagement

Carolyn Ortman



Carolyn is a professional trainer and marketing expert. With over 17 years of experience in corporate, nonprofit and government arenas, she has led marketing efforts for organizations such as the University of California, Riverside and the Orange County Transportation Authority. As a professional speaker and consultant, she has developed and facilitated hundreds of effective trainings, workshops, and presentations to audiences in a variety of industries throughout the United States and internationally. Locally, Carolyn has facilitated change at such companies as Lockheed Martin, Oakley, City of Riverside, Edwards Air Force Base, Baxter Healthcare, and the IRS. Carolyn's passion and vision is leading nonprofit and private organizations through the challenges of communication, marketing, and the multi-generational issues that inhibit business growth and profits. Currently, she is the president of CKO Marketing & Training Group.

Key Subject Areas:

- Marketing & Marketing Planning
- Customer Service
- Human Resources

Joe Parker



Joe Parker has served in the nonprofit world for more than forty years. After several years in program positions, Parker ventured into full-time fundraising. His experience includes community organizations, medium-sized and large nonprofits, as well as international projects. He has mostly worked in the greater Los Angeles area, but has traveled extensively--domestically and overseas. He has helped raised millions of dollars, but can assist also in projects with five figure goals. He is honest, focusing on real needs. He can do the work, but prefers to teach and coach others to learn how to successfully raise funds.

Key Subject Areas:

- Financial Sustainability
- Donor Development and Relations
- Receipting and Thank You Letter Programs

Dr. Gregory Robinson



Dr. Gregory Robinson is an independent research consultant, retired from the California State University system where he directed a Research Center for 10 years. His expertise includes applied research and evaluation design, survey research methods, and qualitative approaches to data collection and analysis. Dr. Robinson has successfully conducted over 125 survey, applied research and evaluation projects for nonprofit organizations and for municipal, county, state and federal agencies. He is an experienced trainer and technical assistance provider. He has extensive experience conducting applied research and evaluation projects focusing upon municipal issues, education, workforce development, health promotion, health care, homelessness, social welfare and criminal justice. Prior to directing a research center in the CSU system, Dr. Robinson was a Research Associate at the Public Policy Research Institute at UC Irvine. Greg holds a Ph.D. in social ecology from the University of California at Irvine and an undergraduate degree in psychology from the University of California at Berkeley.

Key Subject Areas:

- Research Methods
- Logic Model
- Project Evaluation

Elaine Rosen

Elaine Rosen is the former board president of the Resource Center for Nonprofit Management and sits on several other nonprofit boards including Inland Counties Legal Services (ICLS), Legal Aid Society of San Bernardino, and Sexual Assault Services of San Bernardino. She is also on the Advisory committee for the college of extended learning at Cal State San Bernardino. Formerly she was the director of Department of Law and Public Policy at UC Riverside Extension. Before that, Elaine had been an attorney for more than 20 years and her practice areas included family and juvenile law covering child abuse and neglect, guardianships, and adoptions. She has been a judge pro tem in Riverside Superior Court since 1998.

Key Subject Areas:

- To Be or Not To Be a 501 C 3 Organization
- Starting a Nonprofit Organization
- Nonprofit Law

Tim Sunderland



Tim Sunderland is the president of Gonzo Marketers, a strategic advertising and communications firm based in Rancho Cucamonga, CA. He worked in advertising and marketing for more than 15 years at two different agencies prior to founding Gonzo Marketers. Previous to that, Tim spent ten years as a freelance journalist for business and marketing-oriented publications. Areas of reporting included economic development and general business topics, as well as sports, outdoor and culture-related topics. Tim's byline has appeared in *Bicycling Magazine*, *Outside*, *Motor Trend*, *Automotive News*, *The Los Angeles Times* and other publications. Tim also spent four years as editor of publications for a large trade association in the automotive aftermarket. In his spare time Tim is writing a novel that involves a fictional advertising agency.

Key Subject Areas:

- Marketing & Marketing Planning
- Advertising & Public Relations
- Business Communications

Jennifer Vaughn-Blakely

Jennifer Vaughn-Blakely, Managing Partner of The Sundance Company, is an experienced former public administrator. She completed a successful career working for several local governments for 23 years prior to forming her own management consulting firm in 1997. She has nearly 10 years experience in nonprofit management as a professional and a volunteer. These experiences and opportunities have provided a keen understanding of how to assess and analyze organizational needs. A graduate of California State University, San Bernardino, Vaughn-Blakely holds a BA in Sociology and a MA in Education.

Key Subject Areas:

- Grant Writing
- Capacity Building
- Organizational Change

Florence White



Florence White is the President of Non-Profit Development Services (NpDS), a consulting and grant writing firm specializing in nonprofit management whose mission is to raise the standard of today's nonprofit organization. Established in 2004, NpDS has served the high desert community in providing business management assistance to the nonprofit organization that desires to advance to the next level. Ushering religious-based organizations, churches, private foundations, grass-root organizations and educational institutions, NpDS has successfully obtained millions of dollars in sustainable resources for its clients. Florence leads NpDS with her many years of nonprofit experience in facilitating strategic planning sessions and implementing programs that build the infrastructure of nonprofits today.

Key Subject Areas:

- Strategic Planning
- Nonprofit Management
- Capacity Building

Debra J. Williams



Debra J. Williams is the President of Higher Ground International (HGI), a unique Management Consulting firm that is passionate about partnering with their clients. She has over 25 years experience in the field of Human Resources, and training and development. Over the past nine years she has consulted with large and small, for profit and nonprofit, public and private organizations providing training, coaching, team building, strategic planning, and Human Resources products and services. Some of her clients include the Los Angeles County Office of Affirmative Action Compliance, YMCA of Riverside, The Volunteer Center of Riverside, City of Fontana, Real Property Mortgage and Investments, Inc., Azteca Landscaping Company, Inland Counties Legal Services, Los Serranos Golf and Country Club, Heritage Bag Company, and The Carolyn E. Wylie Center for Children, Youth & Families. She has also been a guest instructor for Long Beach State's Human Resources Certification Program.

Key Subject Areas:

- Strategic Planning
- Board Training & Development
- Human Resources

Gitta Williams



As CEO of Williams Diversified Services, Gitta and her associates provide professional, efficient consulting and document preparation services that are tailored to meet the needs of individuals and organizations in the nonprofit and for profit arenas. Professional training and expertise allow Gitta to provide a variety of quality services. Therefore, Williams Diversified Services is designed to guide and assist customers to the most appropriate paths to achieve excellence. Gitta has a B.A. Degree in Journalism, a M.A. in Educational Administration, and has achieved certifications in Grant Development and Management, Conflict Resolution, Toastmasters Competent Communicator, Competent Leader and Cognitive Coaching. She has served over 23 years in the education field and has received numerous awards for her outstanding service to children, families and communities.

Key Subject Areas:

- To Be or Not To Be a 501 c 3 Organization
- Grant Development & Management
- Conflict Resolution