

Engaging New Donors: Real Results, Real Ideas

Rev. Glenn Miller

Rev. Glenn Miller is the Vice President for External Affairs and President of the Foundation of SpiriTrust Lutheran, where he oversees all aspects of fundraising for a multi-service agency covering 18 counties in Pennsylvania and Maryland. He is also responsible for overseeing corporate communications and marketing. Ordained in 1986, Rev. Miller spent 16 years in parish ministry, followed by 14 years of institutional calls, first to Philadelphia Seminary as Vice President for Development and then to Carthage College as Vice President for College Relations.

K. Marianne Berner

K. Marianne Berner is the Vice President of Development for World Food Program USA, an organization which proudly supports the mission of the United Nations World Food Programme, the leading agency fighting hunger worldwide. Berner has a 25-year career in nonprofit development and campaign management and has held a variety of roles including Vice President of Institutional Advancement at The National World War II Museum in New Orleans, where she led a national a \$300 million capital expansion project.

Jill B. Hammer

Jill B. Hammer is the Foundation Executive for California Lutheran Homes *and Community Services*, the social ministry partner of Front Porch, where she leads fundraising and donor constituent efforts. Hammer is a fund development professional with more than 20 years' experience in strategic planning, resource development and volunteer management. Previously, Hammer was director of development for the be.group in California, development officer for the Presbyterian Church (U.S.A.) Foundation and executive consultant for Resource Services, Inc. Hammer earned a M.A. in Intercultural Studies from Fuller Theological Seminary and a B.A. from Baylor University.

Paul C. Miles

Paul C. Miles became President and CEO of Wheat Ridge Ministries in August 2015 after nearly four years as Vice President for Development at Make-A-Wish® America. Previously, Miles spent 22 years with CCS Fund Raising, an international consulting firm where he served as campaign director helping his clients raise over \$1 billion, culminating in a \$593 million campaign for Habitat for Humanity International. Other organizations he worked with at CCS included the Lutheran Church-Missouri Synod, Concordia Theological Seminary and Baylor Healthcare System.

Anna Rathmann

Anna Rathmann is the Director of the Great Plains Foundation, an organization focused on world-class conservation in southern Africa. Rathmann is also Founder of Rathmann Development Group LLC, where she advises charitable organizations on industry best-practices, developing individual giving programs and identifying new sources of philanthropic revenue. Previously, Rathmann spent a decade at the National Geographic Society, where she established a nationwide individual giving program. Anna is a graduate of Valparaiso University.

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