

## Bios for Presenters

### ANN Nonprofit Capacity Building Roundtable

August 12, 2011 - Reno

#### *Session 1*

### 2011 Statewide Sustainability Survey Results & Sustainability White Paper

Kelly Marschall, Principal, and  
Sarah Yeats Patrick, Client Services Associate, Social Entrepreneurs Inc (SEI)



**Kelly Marschall** came to SEI in 1998 and has over 23 years of professional experience, 13 of which involve providing direct consulting services to public and private organizations.

She has exemplary strategic planning and facilitation skills and has facilitated a convening of international oral health professionals, several statewide university and association planning efforts and over 50 local strategic plans in a variety of environments and topic areas including aging services, health, housing, technology, universal preschool, hunger, legal needs, and community wide planning for a variety of First 5 Commissions. She is highly skilled in identifying system improvement opportunities and working with those involved to implement changes.

She has served as the project leader since 2006 for organizational assessments, capacity building, and sustainability planning for Family Resource Centers in Kings County. Clients have included the American Association of Public Health Dentistry, California Dental Association, California Association of Nonprofits, and Preschool for All (Power of Preschool) countywide planning for Napa, Solano and Butte Counties.

Prior to joining SEI, Kelly served as the lead accreditor for the Nevada State Bureau of Alcohol and Drug Abuse, conducting program evaluations and providing technical assistance for dozens of substance abuse treatment programs throughout the State of Nevada, and was the executive director of a nonprofit behavioral health agency.

Kelly earned a Masters of Social Work, with High Honors, from the University of Nevada, Reno and received a Bachelor of Arts in Psychology from Pennsylvania State University.

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**Sarah Yeats Patrick** joined the SEI team in 2007.

While at SEI, she provides client and research services to numerous organizations and agencies throughout Nevada and California. Sarah leads key stakeholder interviews, assists in writing project evaluation reports, and conducts research on behalf the First 5 Association of California's Northwest Region and the Child Care Planning Council of Yuba and Sutter Counties.

She was also project lead for the Washoe County SOAR Program and the Nevada Rock Art Foundation, where she assisted with strategic planning, meeting facilitation and project support. Additionally, Sarah planned and coordinated the Nevada State Oral Health Program's 2008 Summit and provides project support and meeting facilitation for the Nevada Public Education Foundation's "Ready for Life" initiative. She has also provided evaluation support for First 5 Glenn and First 5 Lassen counties.



Sarah earned a Masters of Arts in Anthropology from the University of Nevada, Reno and received a Bachelor of Arts in Anthropology also from University of Nevada, Reno.

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## ***Session 2***

### **The Truth and The Consequences of Working with Volunteers**

Janet Wright, Volunteer Development Manager, Nevada Volunteers



**Janet Wright** came to her present position with Nevada Volunteers after serving on the Nevada Volunteers Commission for eleven years. Her "real jobs" were in the field of education, as a school counselor, consultant for the Nevada Department of Education, and project manager for various grant-funded projects. She has always had a keen interest in helping people find ways to connect their passion with meaningful careers so it is a natural leap to do the same for volunteer engagement. In her current position she focuses on building the capacity of nonprofits to utilize volunteers and on increasing the number of volunteer opportunities available throughout Nevada. She has been a volunteer and worked with volunteers in various capacities, including managing AmeriCorps VISTA members.

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### ***Session 3***

## **Top Methods in Locating Funding Sources**

Phil Johncock, Interim Executive Director, Alliance for Nevada Nonprofits & Grant Professor

**Phil Johncock** is Interim Executive Director of the Alliance for Nevada Nonprofits (ANN). Phil has been an author and educator for 30 years. He has a 93% grant success rate. He created the first online course for Nevada colleges in 1997. He designed a 10-credit college grant writing certification program at Truckee Meadows Community College in 2001. Phil has authored over 80 e-zine (online) articles for grant or nonprofit professionals with tens of thousands of yearly readers. He is a Grant Professor for the College of Southern Nevada and [www.4Grants.Net](http://www.4Grants.Net). He is editor of the Grant Writing Newsletter ([www.GrantWritingNewsletter.com](http://www.GrantWritingNewsletter.com)). He is founder and administrator for the Grant Professional Certified (GPC) Exam Prep Course Online ([www.GrantCertification.com](http://www.GrantCertification.com)) and co-founder of the Webinar Facilitator Certification ([www.WebinarFacilitatorCertification.com](http://www.WebinarFacilitatorCertification.com)). He has authored 12 books, many with best-selling authors like Jack Canfield and Dr. Gay Hendricks.



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