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**2012 Spring Conference**  
**The Westin Columbus**  
**May 3 & 4, 2012**

presents

***From the Basement to the Boardroom & Beyond:***  
**Navigating the Art & Science of Change**



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**W**elcome to the 25th Anniversary Conference for the Ohio Prospect Research Network! I am very excited you can join us for this special event and am honored you have chosen to invest your time and resources in this great educational opportunity.

According to Wikipedia, "Prospect Research, also known as development research or fundraising research, is a process in fundraising wherein a researcher identifies and provides relevant information about potential donors to an organization." Yes, I guess you could say, in general terms, that's what we do. However, I believe the scope of our field is so much broader than that. Painting our profession in such simplistic strokes does not do it justice. In 25 years we have made incredible strides in both the field of research and fundraising as a whole. While our job's primary responsibility is to identify and research opportunities for philanthropic investment back to our institutions, we contribute in so many other ways as well. We work collaboratively with our front line fundraisers to target and segment their portfolios. We mine our databases and provide predictive models to effectively uncover the best prospects. We research market trends and predict the state of philanthropy today and going forward. We manage research shops ranging anywhere from one person to more than 10. Most importantly, we mentor and train the next generation of fundraising professionals that will take prospect research to another level.

I think if you would have asked the founders of OPRN 25 years ago where they thought our profession would be a quarter century later, I do not believe they could have truly imagined how the field would look today. I am truly honored to be your president for this incredible anniversary and hope you enjoy the conference!

Cheers!

Kelli L. Clawson

President, Ohio Prospect Research Network

**Happy 25th!**

**I**want to wish OPRN a very Happy 25th Anniversary. Or maybe I should say Happy 25th Birthday! After all, twenty five years ago the birth of an organization happened that has grown into a fine young adult. OPRN is a chapter who has already made great strides and marks on the world and is eager to continue the journey to grow and learn.

One can not help but look back and think about all the memories that have transpired over the years. It is also time to acknowledge those who helped nurture and support OPRN during the last twenty five years. During times such as these, we always reach out to the former board members and rightly so, considering their extraordinary commitment to the organization. However, if you spoke at a conference, assisted in planning a conference, wrote an article for the newsletter, participated in a regional event, mentored someone new to the profession or simply attended a conference I think you all deserve a round of applause. It is not about the size of the impact but the fact that you made an impact. The strength of a chapter comes from all of its members, not just a select few.

I believe it is important to take stock in what all has transpired but also what changes will happen in the next twenty five years. This is a time for setting goals, for charting new directions, and for being bold. Likewise, when we were all twenty five years old we made bold choices in our lives and set out with confidence, excitement and, yes, a little fear. I am always thinking - What will the upcoming years bring to the profession? We have gone through remarkable and extraordinary changes even in the last 10 years. I believe that no other area in fundraising has seen such growth and change. We have to be willing to not only accept that change but take it and run with it and make it flourish.

So in closing, I want to say congratulations to OPRN for 25 years of passion, thoughtfulness, and care in helping build the careers of so many fine women and men who have been touched by you. I am honored to be one of those people!

Michael Quevli

President

Association of Professional Researchers for Advancement

[www.aprahome.org](http://www.aprahome.org)



## THURSDAY MAY 3

- 12:30 Registration (Westin Lobby, 1st Floor)
- 1:00-2:30 Concurrent Workshops (Choose one)
- "The Entrepreneur Economy—The Phoenix Rising Out of the Ashes of the Great Recession"**  
**David Lawson | WorkingPhilanthropy.com** (Park Parlor, 1st Floor)  
While most people have been anxiously awaiting the old economy to come back to life, entrepreneurs have been busy creating the future economy. Just like we saw in the 70's with Bill Gates and Steve Jobs, a down economy is the perfect time to reimagine what is possible. This workshop will focus on the men and women who realize that these are the best of times for those willing to combine passion, hard work, and turn risk into opportunity. We are also going to explore the world of the investors who are funding these dreamers and visionaries. If you want to take a break from the usual suspects, this workshop is for you.
- "Using Prospect Research to Boost Giving"** (Neil House Parlor, 1st Floor)  
**Jen Filla | Aspire Research Group**  
Do you need to identify more prospects? Are your frontline fundraisers getting the information they need to cultivate and solicit donor prospects effectively? In this workshop you will learn: (1) where prospect research fits into the gift cycle, (2) how to use simple data mining techniques to identify prospects and inform strategy, and (3) how to build better profiles and communicate effectively with frontline fundraisers.
- 2:30-2:45 Break (Ante Room, 1st Floor)
- 2:45-4:00 Concurrent Workshops continue
- 4:00-4:30 Target Analytics / Blackbaud Vendor Demo (Neil House Parlor, 1st Floor)
- 4:30-5:00 Roundtable Discussions (High Street Grill, 1st Floor)
- "Chat it up! ANYTHING You Want To Know & Were Afraid To Ask About Research"**  
**Bobbi O'Malley | Baldwin-Wallace College**
- "Focusing on Corporate and Foundation Information"**  
**Matthew Roberts | OhioHealth**
- "How to Do More, Get More and Be More in your Prospect Research Role"**  
**Tricia Ambler | WealthEngine**
- "Major Gift Capacity Formulas"**  
**Michael Quevli | Target Analytics, a Blackbaud Company**
- "Proactive Research and Prospect Management"**  
**Craig Kahn | University of Cincinnati Foundation**
- "Prospect Research - Pieces of the Puzzle"**  
**Alex Quinn | iWave**
- "Using Banner Advancement for Prospect Management."**  
**Brett Scott | Ohio Northern University**
- 5:00-7:00 Anniversary Happy Hour at The Thurber Bar (The Thurber Bar, 1st Floor)



Please help us improve the annual spring conference by completing our online evaluation survey.

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<https://www.surveymonkey.com/s/TDS6KPL>



## FRIDAY MAY 4

- 8:00-8:30 Registration (Westin Lobby) & Breakfast (Seneca Room, 1st Floor)
- 8:30-8:45 Welcome & Announcements (Seneca Room, 1st Floor)
- 8:45-11:15 **"Taking Charge of Change at Work and in Life"** (Seneca Room, 1st Floor)  
**Keynote by Kathy Cleveland Bull | N~Compass Consulting**
- 11:30-12:45 25th Anniversary Awards Luncheon (Thurber's Conference Suite, 2nd Floor)  
Featuring Michael Quevli, APRA President
- 12:45-1:15 iWave Vendor Demo (Neil House Parlor, 1st Floor)
- 1:30-2:30 Educational Session One (60 min, concurrent, choose one)  
**"Gleaning the Meaning of Screening"** (Park Parlor, 1st Floor)  
**Michael Quevli | Target Analytics/Blackbaud**  
We have all either gone through some form of prospect screening or it is being planned in the not so distant future. This interactive session will cover all stages of going through a screening. Be prepared to ask questions and to participate in this session. We will build out the presentation based on interactive dialogue with the group. The final PowerPoint presentation will be distributed to the attendees following the conference.
- "Building Effective Partnerships with Community Foundations"** (Neil House Parlor, 1st Floor)  
**Dr. Lisa Courtice | The Columbus Foundation**  
This conference presentation will discuss how can we learn more about the common structure of large community foundations. Information will include information about what information is researchable on community foundations (beyond the typical 990); what information on donor advised funds/community foundation giving is available; and what information do community foundations usually not disclose to the public. Additional information related to the accessibility of website information and how community foundations handle information requests will also be discussed.
- 2:45-3:45 Educational Session Two (60 min, concurrent, choose one)  
**"Prospect Management: Before, During and After Your Campaign"** (Neil House Parlor, 1st Fl)  
**Tricia Ambler | WealthEngine**  
Today's researcher is asked to measure not only their own successes and research related metrics but also to track gift officer metrics and also campaign related metrics. Proposals and metrics and numbers of visits and progress towards goal! We will cover some of the steps and key metrics that can be captured within your prospect management system to enable your organization to better manage processes, reporting and communication between all departments within the fundraising team. Tricia will teach the key steps to make your system more donor-focused and transparent, to better capture metrics and align goals across the development and research offices and develop buy-in across all roles.
- "Getting Strategic with Prospect Research"** (Park Parlor, 1st Floor)  
**Jen Filla | Aspire Research Group**  
Have you ever felt that as a prospect researcher you could add so much to your organization's development planning, but weren't asked? Join us for a discussion on tactics any researcher can use to become one of the people asking the important questions at your organization - the questions that prospect research can answer so well. Half the session is content and half is a facilitated discussion of your successes and challenges related to getting strategic with prospect research.
- 3:45 Adjourn



## MEET THE SPEAKERS



**Kathy Cleveland Bull** is a highly regarded professional speaker, trainer, and consultant. Her company, N-Compass Consulting, helps clients “Navigate the Art and Science of Change.” In September of 2008 Kathy keynoted an international medical conference in Rotterdam, The Netherlands inspiring professionals, caregivers and family members to successfully adapt to the diagnosis of dementia in a loved one. Previously, Kathy had the opportunity to present a 2 day seminar on Change for African business leaders in Nairobi, Kenya, and has appeared with “Dr. Phil” and Deepak Chopra at The Power Within Live Event touring cities across North America.

Kathy conducts personal and professional development seminars for Fortune 500 companies, educational institutions, government agencies, and not-for-profit organizations. She consults on successful change strategies, human performance, and strategic planning. Her recent clients include such diverse organizations as Pfizer, Novartis, Weyerhaeuser, Dow

Chemical, Honeywell, Max & Erma’s Restaurants, Nationwide Financial, Marzetti’s, and more than 45 colleges and universities in the US and Canada.

Kathy was one of three professional speakers recommended by Dr. Spencer Johnson to provide training built upon his book *Who Moved My Cheese?* She has trained more than 100,000 people to successfully manage change in their work and life using the “cheese” metaphor.

Prior to forming her own firm in 2001, Kathy was the Director of Training and Organizational Development at The Ohio State University. Over a 17 year career in higher education, Kathy held various leadership positions in student affairs administration, admissions, leadership development, event planning, and residence life at Bowling Green State University, North Carolina State University, and Ohio State.

A Phi Beta Kappa psychology graduate of Bowling Green State University, Kathy has two BGSU Master’s degrees, in College Student Development and Guidance and Counseling. She has served her alma mater as a member of the university’s Alumni Board of Trustees and chaired the Arts and Sciences Board of Advocates. She received the Outstanding Recent Graduate Award from the BGSU Alumni Association and was honored to deliver the May 2006 Commencement Address at BGSU.

**David Lawson** is the Co-Founder of WorkingPhilanthropy.com, a partner with TrueGivers, and a director of Affinaquest. He began his career as the editor of The Foundation 500. He founded The Information Prospector, a firm that profiled philanthropists, and introduced Securities Prospector, the first asset-based wealth screening service. In the early 1990s he was a Senior Consultant with Thomson Wealth ID, where he created the first software program to manage screening results. In 1997 Lawson founded Prospect Information Network (PIN) which became the largest wealth screening service before being purchased by Kintera in 2004. David is the recipient of the APRA Distinguished Service Award and CASE Crystal Apple Teaching Award.



**Jen Filla** founded Aspire Research Group so that every development office could have the benefits of professional prospect research. She analyzes donor databases to help fundraisers understand their donors better, creates systems to help them reach major gift and campaign goals, and provides comprehensive profiles to empower fundraisers to qualify and ask donors for the “right” gift. Jen doesn’t just do data. Known for her creativity and clear communications, she uses her direct fundraising experience to craft research solutions that answer the questions that lead to more and higher gifts, guiding

fundraisers comfortably every step of the way. Aspire Research Group is deeply committed to advancing the fundraising profession and offers trainings, categorized link lists, articles, presentations, videos, newsletters and a blog to keep you current. Jen is a member and former board member of the Association of Fundraising Professionals Suncoast Chapter and past president of the APRA-Florida chapter. She received a B.S. from Neumann University.



## MEET THE SPEAKERS

**M**ichael Quevli began his career in prospect research in 1996 at AIDS Project Los Angeles. He was at the Keck School of Medicine of the University of Southern California for seven years and was responsible for overseeing the Development Research team, prior to joining Target Analytics in 2005. Michael was the membership chair for two terms with the California Advancement Researchers Association (CARA), where during his tenure membership went from 165 to 300. He is currently serving his third term on the board for APRA in the position of President. Michael served three terms on the Stephens College Alumnae Board. He has been a speaker for APRA, CASE, AHP and taught at the College of Extended Learning at Cal State Northridge in prospect research and prospect management. Michael is a recipient of the 2004 CARA Service Award and the 2007 Stephens College Alumnae Service Award.



**T**ricia Ambler joined the client service and training team with WealthEngine in October, 2007. In her position she oversees implementation and training for large national nonprofits. Before joining the WealthEngine, she spent almost fifteen years working in different fundraising positions with several different organizations including working as Director of Prospect Research and Tracking at Virginia Commonwealth University where she helped design and implement a University-wide prospect tracking system and helped to identify and research prospects to fund projects affiliated with a \$330.5 million campaign and Lewis Ginter Botanical Garden in Richmond, VA, working in membership and annual giving.

She has also been very involved in APRA (Association of Professional Researchers for Advancement) at both the chapter and International level. She has served as a member of the APRA-VA board from 2002-2008, holding the positions of President, Vice President and Program Chair. She has contributed articles to Connections on Peer Screenings, the \$41 Trillion Wealth Transfer Study and Finding Private Company Wealth. In addition she been involved with the Mid-Atlantic Research conference (MARC), serving as Conference Chair and as Program Chair.

She has presented on a variety of topics at MARC (2005,2007), AFP – Virginia Conference (2005), the CASE District III conference (2008), Fundraising Day New York (2008, 2009), AFP International (2009), APRA International (2008, 2009), CASE District V (2009), and the American Library Association Development Conference (2009).

**D**r. Lisa Courtice was appointed vice president for community research and grants management at the Columbus Foundation in August 2003. Her responsibilities are to oversee the development and implementation of grant policies, program priorities, and areas of strategic grantmaking. Under her leadership, the community research and grants management team plays a unique role in convening community discussions around areas of need, and participates in community initiatives and partnerships to address these needs.

The Columbus Foundation is the primary community foundation in central Ohio managing more than \$1 Billion in assets. The Columbus Foundations administers more than 1500 donor funds, and supports almost 30 other foundations in the central Ohio region and surrounding counties.





## ABOUT OPRN

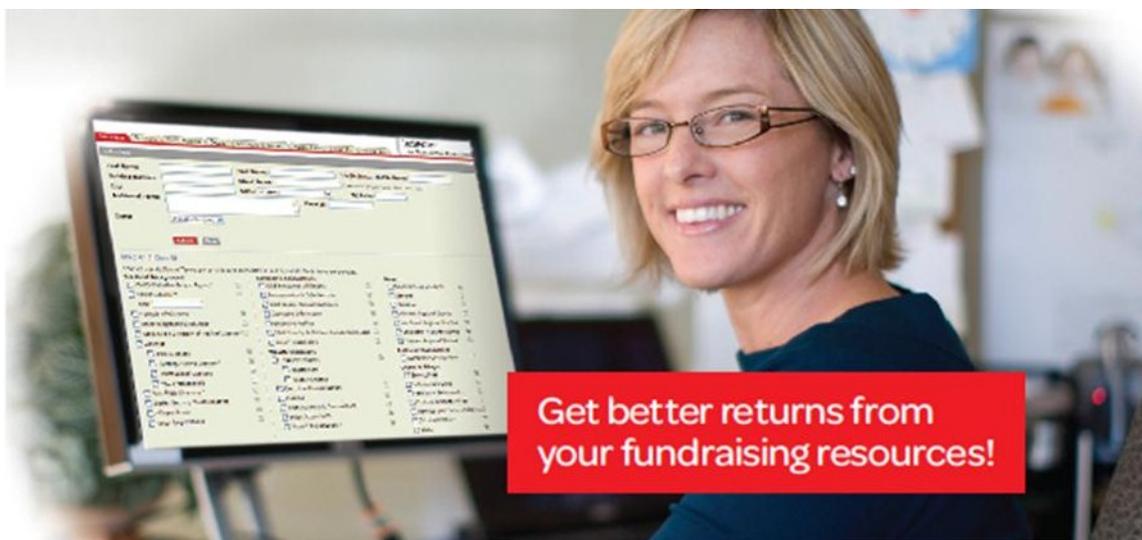
The Ohio Prospect Research Network (OPRN) is a resource for individuals working in non-profit fundraising, development and advancement. OPRN is committed to furthering the profession of research in the field of Advancement. Our pledge is to serve those individuals who desire to seek and share information about prospect research by providing a forum and the organizational means to bring members together in a spirit of dialogue and partnership.

OPRN is a training and networking organization serving prospect researchers and other fundraising professionals in non-profit organizations throughout Ohio. OPRN is the Ohio chapter of the international organization Association of Professional Researchers for Advancement (APRA).

OPRN was founded in 1987 to:

- Facilitate education in the field of advancement research,
- Act as a central source of information about advancement research,
- Encourage professional development among its members,
- Promote networking and advancement of cooperative relationships,
- Establish common benchmarking statistics,
- Advance the profession of advancement research within the field of fundraising.

[www.oprn.org](http://www.oprn.org)



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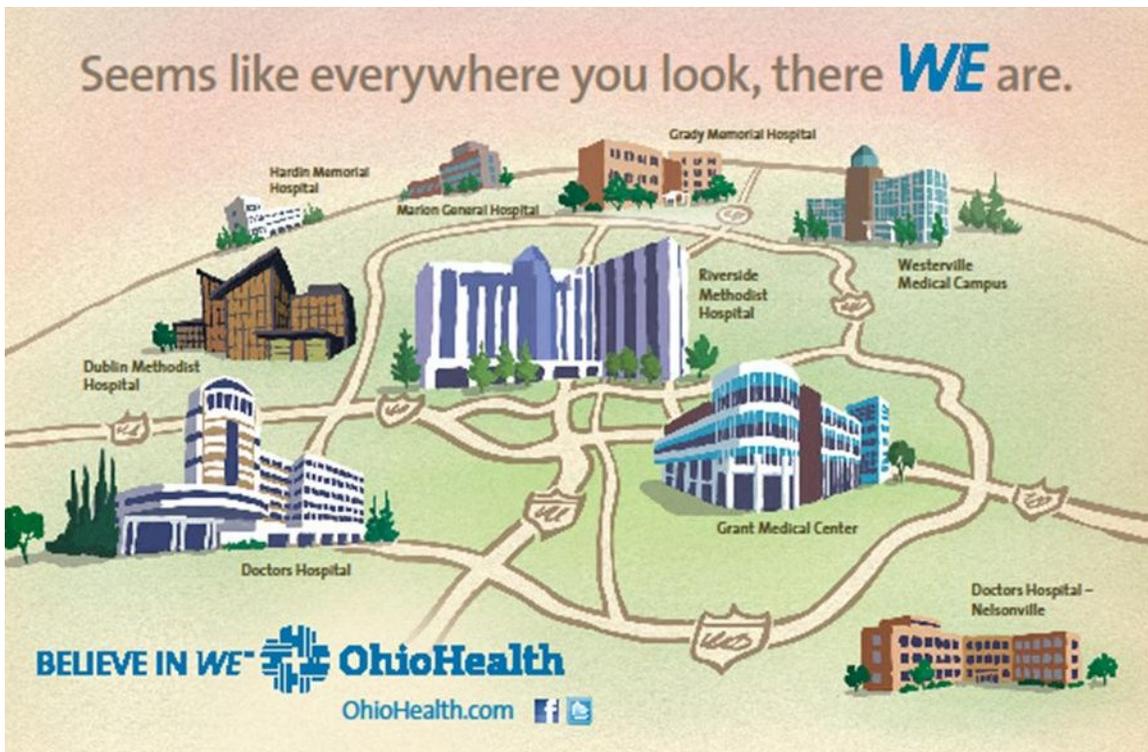
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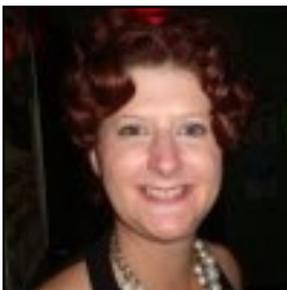
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Celebrating 25 Years!



## MEET YOUR OPRN BOARD OF TRUSTEES



### **Kelli Lynn Clawson - OPRN President**

Kelli recently accepted the role of Fundraising Analyst for The Wexner Medical Center at The Ohio State University in Columbus, OH. Kelli leads the data analysis, prospect identification, and research for the Medical Center's Grateful Patient Program. Prior to joining her team at OSU, Ms. Clawson was a research analyst at Ohio University in Athens, OH where she collaborated with various Development Officers, identifying and researching prospects while also strategizing the best possible cultivation plan. Before Ohio University, she spent five years with the OhioHealth Foundation in Columbus, OH, gaining experience in various positions—primarily as the Gift Planning and Research Coordinator. Ms. Clawson joined the board of OPRN in the fall of 2007 and has served in multiple roles, accepting the responsibility as acting OPRN President in January 2012. Ms. Clawson has a bachelor's degree in Theater Arts from the University of Pittsburgh at Johnstown, PA. She resides in Gahanna, OH with her husband, Craig, and two boys, Aidan and Liam.

### **Bobbi O'Malley - OPRN Past President**

Bobbi, immediate past president of OPRN, served as president for three terms. Prior to becoming president, Bobbi was the conference chairperson for several years and has been a member of OPRN since 2000 when she became the Director of Prospect Research at Baldwin-Wallace College. Bobbi has been with B-W since 1982 and has worked in the Graduate Alumni Office, Annual Fund-by-Phone program and in the Development Office as the researcher and the Moves Management facilitator.



### **Regina K. Johnson - OPRN Vice President, Conference Planning**

Regina is a Prospect Research Analyst for The Ohio State University Colleges of Nursing, Pharmacy, Optometry, Public Health, Dentistry and Veterinary Medicine. She has nearly 15 years of experience in institutional advancement working at The Ohio State University, Ohio Historical Society, National Urban League (Columbus OH affiliate) and as an independent campaign consultant. Regina has a passion for service leadership and co-founded The CHANGE Agency and also currently serves as Trustee for Columbus Metropolitan Library Friends of the Library, Urban Cultural Arts Foundation, International Artists & Merchants and OSU Ray Miller Institute for Change & Leadership Alumni Association. Regina holds a BA in History from The Ohio State University and resides with her family and their beloved rescue beagle in Columbus.

### **Stephanie Jewell - OPRN Vice President, Board Development**

Since 2009, Stephanie has served as the Fundraising Analyst at The Ohio State University, providing analytics, data mining, screening support, and random data, database, and Microsoft Office insight in support of fundraising and advancement efforts. She previously served as Development Research Analyst and Annual Giving Assistant at Ohio Wesleyan University. Stephanie earned a Bachelor of Science in Speech in Marketing Communications from Emerson College.





## MEET YOUR OPRN BOARD OF TRUSTEES



### **Donna Wolf - OPRN Secretary**

Donna is currently the Associate Director of Prospect Research & Reporting at The Ohio State University. Previously she held the position of Prospect Research Analyst at Ohio State from 1998-2009. Donna earned a Bachelor of Arts degree in History at Lynchburg College and received a Master of Arts from The Ohio State University in 1997. She joined the board of OPRN in 2007 and has served as Secretary since 2009.

### **Jodi Pinney - OPRN Treasurer**

Jodi is a Prospect Research Analyst for the Wexner Medical Center at The Ohio State University. She has worked in the field of Advancement at Ohio State since 1998. Previous roles have included prospect management and briefing coordination for the Foundation. Jodi holds a BA in Psychology from The Ohio State University.



### **Rob Boley – OPRN Conference Sponsorship Coordinator**

Rob is the Associate Director of Advancement Research & Prospect Management at Wright State University, providing research, reports, intelligence and pretty data to aid the University's fundraising efforts. He previously served as Associate Director for Advancement at the University's Boonshoft School of Medicine, where he worked in annual giving, event planning, and alumni relations. He has also worked as a freelance journalist for Wild Earth magazine and Dayton, Ohio's The City Paper. He serves on the board of the Ohio Prospect Research Network, and has previously served on the boards of Beaver Creek Wetlands Association and Highlands Nature Sanctuary. He also teaches karate at Wright State, and writes fiction and poetry. His short fiction has been published in A cappella Zoo, Pseudopod, and Necrotic Tissue, and is forthcoming in Clackamas Literary Review.

### **Brett Scott – OPRN NW Ohio Regional Conference Coordinator**

Brett is the Director of Research and Prospect Management at Ohio Northern University. Previously, Brett has served as a Data Analyst and Regional Coordinator at the Ohio Board of Regents, Residence Hall Director at Xavier University, and Academic Advisor and Assistive Technology Coordinator at the University of Denver. He serves on The OPRN Board of Trustees and is the Northwest Ohio Regional Coordinator, a member of the Council of Advancement and Support of Education, the Association of Professional Researchers for Advancement, and the Independent College Advancement Associates. Brett holds a Bachelor of Arts in Psychology from the Ohio State University, a Master of Arts in University Administration and Student Development from the University of Denver, and is currently pursuing a Doctorate in Higher Education Administration at Bowling Green State University. He volunteers as a Chapter Advisor, Alumni Board Member, and Housing Corporation Member for the Sigma Alpha Epsilon fraternity. Brett resides in Ada, OH with his wife and daughter.





## MEET YOUR OPRN BOARD OF TRUSTEES



### **Randy Burkett – OPRN Marketing and Recruitment Coordinator**

Randy has served as the Director of Research and Prospect Management for the Children’s Medical Center since 2007. In this role, he oversees all aspects of prospect research, moves management, benchmarking, performance tracking, data analytics and the Raiser’s Edge donor database. He also has played instrumental roles in campaign management as well as systems integration and fundraising operations.

He serves on The OPRN Board of Trustees as the Marketing and Recruitment coordinator, and is a member of the Association of Professional Researchers for Advancement. Randy has worked in a number of research and intelligence positions for over 20 years and enjoys utilizing his research and organizational skills for philanthropic efforts. Randy has a Bachelors from the

University of Dayton and a Masters from Miami University – Oxford.

### **Rob Birk**

Since 2007, Rob Birk has been the Associate Director of Prospect Research and Management at Nationwide Children’s Hospital. Prior to that, Rob worked in various capacities at several public libraries in Central and Eastern Ohio.

Rob holds a Bachelor of Arts in History from Capital University, a Master of Arts in History from Youngstown State University and a Master of Library and Information Science from Kent State University. He lives in Blacklick, OH with his wife and two canine “Daughters.”



### **Patty Keller**

Patty is Director of Prospect Research at the University of Toledo. She began her development career at the University of Toledo while completing her master’s thesis on donor stewardship and recognition practices for UT. Following completion of her master’s degree, Patty served as Prospect Research Analyst for Georgia Gwinnett College, where she was also responsible for departmental assessment. She accepted her position at UT in 2010.

Patty is married to Tim, who also has his Master’s in Education from UT. The couple has four “children”: two lovely daughters who currently attend college and two cats that are totally spoiled. Patty’s personal interests include reading, needlework, music appreciation, and travel.

### **Matthew Roberts**

Matt Roberts has been an OPRN Board Member since 2010. Matt has spent the last 16 years in non-profit fundraising, administration and project management. Mr. Roberts holds a Master of Arts Degree in Public Administration from Ohio University, and has held senior staff, leadership, and development positions with several non-profit social service agencies in the central Ohio area. Since 2006, Matt has been the Project Manager for Organizational Giving at the OhioHealth Foundation. He resides in Lancaster, Ohio.



*Not pictured:*

**Anne Soulé — OPRN Membership Coordinator**

**Craig Kahn — OPRN Newsletter Editor**



## **OPRN AWARD & SCHOLARSHIP**

### **ANNE E. MAYER DISTINGUISHED SERVICE AWARD**

OPRN is pleased to present the *OPRN Anne E. Mayer Distinguished Service Award* annually at our Spring Conference. This award acknowledges the work of those individuals who have provided exemplary service to the chapter and/or the field of prospect research.

In 2007, the award was named after OPRN co-founder and long-time board member Anne Mayer

Past Recipients:

2006 – Bev Robertson

2007 – Anne Mayer

2008 – Eileen Fitzgerald

2009 – Amy Dragga, Summa Health Foundation

2010 – David Smittle, Ohio Northern University

2011 – Tasha Thomas, Philanthropic Research Resources LLC



Left to right: Anne Mayer with 2011 Service Award Recipient Tasha Thomas.

### **EILEEN FITZGERALD OPRN CONFERENCE SCHOLARSHIP**

OPRN will award up to two scholarships each year, each for up to \$200, reimbursing, in this order, membership/conference registration, transportation, and lodging expenses.

- New Researcher Scholarship (*less than 5 years research experience*)
- Veteran Researcher Scholarship (*current OPRN members only with 5+ years research experience*)

#### **About the Conference Scholarship**

In 2008, the OPRN Conference Scholarship was named in honor of Eileen Fitzgerald, a long-time board member of OPRN who served as the organization's president, conference chair, and membership chair, as well as many other roles. Eileen is an exemplary member of our profession.

By providing this scholarship to the OPRN annual conference, or towards the attendance of an APRA conference, we hope to:

- Encourage participation by organizations and individuals whose resources for staff development are limited.
- Promote a baseline skill set in prospect research skills within the Ohio region nonprofit community regardless of the size or affluence of a participant's organization.
- Promote networking opportunities for new development professionals.
- Increase awareness of OPRN and build a more diverse membership base.

### **CONGRATULATIONS TO OUR 2012 RECIPIENT: JOE HECHT | CASE WESTERN RESERVE UNIVERSITY**

#### **Past Recipients**

- 2008 – Randy Burkett, The Children's Medical Center of Dayton; Patricia Keller, University of Toledo
- 2009 – Dayna Garret, Samaritan Health Foundation; Sarah Metzger, Owens Community College Foundation; Deborah Phillips, The City Mission
- 2010 – Margaret Donohue, Miami University; Jessica Hagerty, Playhouse Square; Matt Morneault, Miami University
- 2011 – John Hagerty, The Free Clinic of Greater Cleveland; Lisa Medeiros, Miami Valley Hospital Foundation

# The Ohio State University Foundation Congratulates OPRN on 25 Years



The Ohio State University Foundation  
1480 West Lane Avenue  
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Peter Wylie

## **SPECIAL THANKS TO OUR CONFERENCE PLANNING TEAM**

Regina K. Johnson, OPRN Vice President for Conference Planning

Rob Boley, OPRN Conference Sponsorship Coordinator

Kelli Clawson, OPRN President

Jodi Pinney, OPRN Treasurer

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