

Development Consultant Associates

“Helping Non-Profit Organizations Ensure Their Futures
... With Effective Fundraising Programs”™

Henry D. (Hank) Lewis, MA, CFRM President

Mr. Lewis is a Board and Leadership Development, Capital Campaign, Bequest Program and Major Gifts specialist, with expertise in analysis and structuring of development programs, who has designed and counseled programs for educational, health care, cultural, advocacy and religion-based organizations.

Prior to creating DCA, in 1983, he directed capital campaigns for a California based counseling firm, and served as Senior Vice President for a full-service firm in New Jersey.

A selection of those institutions/organizations to which he has provided counsel is: Fordham University, The Florida Orchestra, Cheshire Home -- for disabled young Adults, the New Jersey Symphony Orchestra, University of St. Thomas, Virginia Military Institute, St. Louis University, Texas A & M University, the Episcopal Diocese of New York, Essex County (NJ) Court Appointed Special Advocates, Adelphi University, the National Jewish Democratic Council, Americans for Democratic Action, Alliance for Justice and the Jewish Primary Day School of the Nation's Capital.

Mr. Lewis has served on the national Curriculum and Diversity Committees of the Association of Fundraising Professionals; he has Chaired the AFP-DC Chapter's Certification Committee, and served on the Board of that Chapter. He was a Board Member of the AFP-NJ Chapter, chaired their Certification Program, and was Program Chair for the 1998 New Jersey Conference on Philanthropy. He also coordinated the Chapter's Mentor Program and sat on its Ethics Committee.

He has taught Fund Raising Ethics, Donor Motivation, Major Gift Fund Raising and Capital Campaigns at Kean University in New Jersey; Major Gift Fund Raising, and Motivating the Individual and Corporate Donor at the Support Center of Washington; classes in Major Gift Fundraising and Preparing for Capital Campaigns at the Center For Nonprofit Advancement (formerly the Washington Council of Agencies); classes for the Maryland Association of Nonprofit Organizations (MANO) in Major Gifts Fundraising, Cultivating the Major Donor and Capital Campaign Preparation; and, sessions on major gifts fundraising for the Community Foundation of the Eastern Shore (Maryland).

He is Past President of the Washington, DC Consultants Consortium; created and edited the weekly newsletter, the “Major Gifts Review” on Charity Channel; served on the Charity Channel Advisory Board; and, has been a Trustee for the Alumni Association of the Bronx High School of Science.

Mr. Lewis has a masters degree and a 1977 Certificate from the Adelphi University Fund Raising Management Program, and held the designation of Certified Fund Raising Executive (CFRE) for twenty years.