



Development Consultant Associates

Fundraising Consulting & Coaching

"Helping Non-Profit Organizations Answer Their Fundraising Questions"™

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

Hank has been a fundraising/development consultant for over 35 years, and has designed, counselled and mentored programs for educational, health care, cultural, advocacy and religion-based organizations.

A selection of those institutions/organizations to which he has provided counsel is: Dorchester General Hospital, 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, Americans for Democratic Action, the Jewish Primary Day School of the Nation's Capital and the Alliance for Justice.

Hank has served on the national Curriculum and Diversity Committees of the Association of Fundraising Professionals (AFP); he has Chaired the AFP-DC Chapter's Certification Committee, and served on that chapter's board. 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; the Support Center of Washington; University of the District of Columbia; and, the Maryland Association of Nonprofit Organizations (MANO).

He created and edited the weekly newsletter, the "Major Gifts Review" on Charity Channel; served on the Charity Channel Advisory Board; and, was a Trustee for the Alumni Association of the Bronx High School of Science.

Hank 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.