

**Margins to Mainstream**  
**Community Foundations Advancing Family Economic Success**  
*A Peer Exchange Workshop*  
**October 24-25, 2003**

**Presenter Profiles**

**Cindy Sesler Ballard**

Cindy Sesler Ballard is the first executive director of the Coalition of Community Foundations for Youth, and has served in that capacity since May 1993. The Coalition exists to build the leadership capacity of community foundations to improve conditions for children, youth, and families at the local level.

She graduated from the University of Missouri-Kansas City Law School where she was Editor in Chief of the Law Review, and practiced law for seven years prior to assuming her position with the Coalition. Between graduate school and law school, she worked for the Texas Office of State-Federal Relations in Washington, D.C., and served as executive director of Adolescent Resources Corporation in Kansas City. In addition to her law degree, she holds a master's degree in public policy from the LBJ School of Public Affairs at the University of Texas, where she was the recipient of a Lyndon Baines Johnson Fellowship.

**Paul Bradley**

Paul Bradley is Vice President for the New Hampshire Community Loan Fund. Mr. Bradley has been providing training, technical assistance and financing for tenant acquisitions of manufactured housing parks in New Hampshire for twelve years. The Loan Fund is responsible for a system that has produced 59 resident-owned communities that are home to nearly 2,900 families and individuals. Mr. Bradley manages the Loan Fund's Manufactured Housing Park Program (MHPP) and its three service areas: the Cooperative Assistance Team, the Cooperative Home Loan Program and New Production. He is responsible for a \$11MM loan portfolio, precedent-setting manufactured housing developments, and a staff of twelve trainers, loan counselors, and project managers. He is a frequent speaker and author on market-based strategies aimed at improving dysfunctional manufactured housing markets. He holds degrees in Business and Economics from the University of New Hampshire.

**Robert L. Chambers**

After attending Auburn University to study electrical engineering, Robert Chambers worked as an engineering sales person in the newly evolving computer timesharing industry in 1970. Being an entrepreneurial sort, he opened a computer services business in Montreal, Canada, putting the very first interactive computer line across the U.S./Canadian Border. He worked with Dartmouth College and the Tuck School of Business to promote educational computer exchanges with professors from several universities in Montreal.

Robert was hired by Dartmouth College in 1972 to become the vice president of marketing and sales for a newly formed computer subsidiary, DTSS. He successfully developed a client base among several fortune 500 companies and helped sell \$50 million in computer hardware in the

process. In 1977, Robert formed his own computer software and services company in New York City. The client base was large banks and financial institutions, including Chase Manhattan Bank, Citibank, Bankers Trust, Prudential Insurance, and Chemical Bank, to name a few.

Robert sold this business and moved to Hanover, N.H. in 1987. As development officer for Dartmouth-Hitchcock Medical Center, he successfully raised over \$5 million for the hospital's capital campaign and raised additional endowment funds for the Center for Aging at Dartmouth.

He founded Elazer Inc., a small business investment corporation, in 1994 and gained approval for \$20 million in matching investment funds. Edward Fox, then dean of the Tuck School of Business at Dartmouth, provided some input on this project. Fox's experience as the founder of SALLIE MAE, a guaranteed student loan provider, gave Robert the information and inspiration for a future endeavor.

He was instrumental in developing an additional nonprofit organization, the Economic Development Corporation of the Upper Valley, before making what seemed like a career change. In 1997, Robert went to work in the automobile industry as the manager of e-commerce and sales and leasing consultant. Watching low-income individuals pay higher prices and higher interest for inferior cars just didn't sit well with Robert, and this experience was instrumental in the founding of FANNIE CLAC in 2000.

FANNIE CLAC is a nonprofit organization created to make the ownership of cars more available and more affordable for people of low to moderate income in the United States. As president of FANNIE CLAC, Robert got to work developing concepts and contacts. While working for a year with no compensation, Robert raised the initial money to begin the process and obtained a fiscal sponsor to be able to accept tax-deductible funds.

In December 2001, Robert consulted with FANNIE CLAC's first client to help them buy a car. He continued to build the organization, adding much-needed Financial Literacy classes and developing the first agreement between a nonprofit organization and the indirect lending department of a major regional bank. Today, Robert has helped more than 135 low-income individuals solve their credit and transportation needs. A proud father of two daughters, Robert's work helping underserved families gives him great pleasure every day.

## **Bob Giloth**

Bob Giloth is the Director of the Family Economic Success area of the Annie E. Casey Foundation, a private philanthropy dedicated to helping build better futures for disadvantaged children in the United States. Bob is responsible for work on the Jobs Initiative family economic supports, such as EITC, and other economic opportunity investments. Under the Foundation's *Making Connections* Initiative, Bob has primary responsibility for managing the community building work in Seattle and Milwaukee.

Prior to joining the Foundation in December 1994, Bob managed community development corporations in Baltimore and Chicago and was Deputy Commissioner of Economic Development under Mayor Harold Washington.

Bob has a Ph.D. in City and Regional Planning from Cornell University. He edited *Jobs and Economic Development: Strategies and Practice*, published 1998 by Sage Publications.

## **Jean Hunt**

Jean Hunt, R.N., is the Executive Director of the Campaign for Working Families, an initiative designed to increase resources available to low-wage working families in the Philadelphia region. The Campaign is an initiative connected to the Greater Philadelphia Urban Affairs Coalition.

Ms. Hunt's experience includes community organizing in Philadelphia for both issue and neighborhood based work during the 1960's and early 70's. She worked as an RN throughout the 1980's in a variety of clinical settings including the emergency room, outpatient clinics and home nursing. She served as the Executive Director of the Elizabeth Blackwell Health Center for Women during the late 1980's and early 1990's. She joined the administration of Mayor Ed Rendell as an Assistant Managing Director in the Philadelphia Department of Recreation, providing program and funding development expertise to the Department and to community based recreation programs. In 1999, she was appointed Executive Director of the Mayor's Children and Families Cabinet. Before joining the Campaign for Working Families, her most recent experience was as the Program Director for Children, Youth and Families programs at the William Penn Foundation.

Ms. Hunt is married to Mas Nakawatase and they have two grown children, Michiko and Kenzo.

## **Douglas M. Jansson**

Doug has been President of the Greater Milwaukee Foundation since 1993. Before joining the Foundation, he served as Executive Director of the Rhode Island Foundation for 14 years and worked for the Chicago Community Trust prior to that. Doug graduated from Oberlin College in 1966 and received his Master's Degree from Maxwell Graduate School of Citizenship and Public Affairs at Syracuse University in 1967. He is Board Director of the Donors Forum of Wisconsin and Co-Chair of the Coalition of Community Foundations for Youth and the Best Practices Committee of the Leadership Team for Community Foundations.

## **Dana M. Jones**

Mr. Jones is President/CEO of the Southern Maryland Tri County Community Action Committee Inc. His agency is a large regional private non-profit community based organization. He is a Board of Directors member of Calvert Bank, Calvert County Family Network, and the Governor's Workforce Investment Board. Noted for his agency's effort to increase the supply of affordable housing in their region, they are the recipients of numerous awards including the Governor's Smart Growth Award, DHCD Local Agency of the Year Award, the Maryland Affordable Housing Trust Fund Award and the Skip Jason Award, a nationally recognized award for achievements in rural housing. He has held numerous appointments by Maryland Governors including the Welfare Reform Commission and the School Finance Reform Commission and chaired the Commission to Study Poverty. Gov. Ehrlich recently appointed him to Maryland's Affordable Housing Commission.

## **Cathie Mahon**

Cathie Mahon is a community development consultant working on issues of access to credit and financial services. She is currently the Treasurer of the Lower East Side People's Federal Credit Union, a \$10 million community development credit union dedicated to providing financial services to low-income residents of Lower Manhattan. She was formerly the Director of Policy and Program Development at the National Federation of Community Development Credit Unions (NFCDCU). Ms. Mahon received a Master of City Planning from the Massachusetts Institute of Technology. Prior to this she worked for several years at the Central American Refugee Center providing direct services for Central American immigrants in Los Angeles.

## **John Molinaro**

John Molinaro is Vice President, Program, for West Central Initiative (WCI), a hybrid organization that merges the functions of a community foundation and a community development corporation to serve nine rural counties in Minnesota. John joined WCI in 1986, as its first program officer. At WCI, John is responsible for grant programs impacting families, communities, businesses, and workers. In addition, John coordinates WCI's regional planning efforts, provides management and technical assistance to nonprofits, and is responsible for program evaluation, strategic planning, and WCI's computer systems.

Prior to joining West Central Initiative, John spent five years serving as Executive Director of a non-profit family counseling and child abuse prevention center in Moorhead. He has also served in various other nonprofit and governmental positions. John holds a Masters in Community Planning from North Dakota State University and a BA in Writing from University of Pittsburgh. John holds certifications as an Economic Development Finance Professional and a Housing Development Finance Professional through the National Development Council. In 2000, John served as a Policy Fellow with the Humphrey Institute Policy Forum at the University of Minnesota.

John currently serves as member of Minnesota's Governor's Workforce Development Council and serves in a variety of voluntary capacities with nonprofit organizations.

## **Alec Ross**

Alec Ross is Vice President for Corporate and Business Development and a co-founder of One Economy Corporation. In this capacity, he has helped establish programs and corporate partnerships with dozens of top-of-market private sector, governmental and nonprofit organizations across sectors including the telecommunications, financial services and education fields to help achieve One Economy's mission of maximizing the potential of technology to help low-income people raise their standard of living and join the economic mainstream. He also stewards One Economy's public policy initiatives, which include federal and local leadership in lawmaking and regulatory issues regarding technology in low-income communities.

Prior to the founding of One Economy in July of 2000, Alec served as Special Assistant to the President of The Enterprise Foundation. In this capacity, he led and assisted in the implementation of special projects and with the development of strategies related to new

business development, fundraising, technology, and program development. A 1994 graduate of Northwestern University, Alec taught for two years in inner city Baltimore through Teach For America. During this time, he established widely replicated drug prevention and peer mediation programs and was featured in a 3 part series in the Baltimore Sun.

## **Jackie Savage**

Jackie Savage is responsible for the establishment, coordination, collaboration and commitment to the mission as President of Connectinc. She is the founder and creator of the Work Central Career Advancement Center, a program of Connectinc, a state-of-the-art telecommunication center that assists families in career advancement, job retention and asset accumulation. Work Central has been named a “best practice” by the National Governors Association and the U.S. Department of Health and Human Services.

Jackie has worked in a variety of capacities with families and education for over 30 years. She has been a social studies teacher, the principal of alternative middle and high schools and the Assistant Director at the Florida Center for Public Management at Florida State University. Since 1998, Jackie has made her home in Raleigh, North Carolina. As the Director of Training and Partnership Development with the Public School Forum of North Carolina, Jackie initiated the statewide school-business partnership network, implemented “Managing For Results” for top-level staff in eight school districts and designed and managed “Project Wildfire,” a school district restructuring initiative.

As Co-Director of the Governor’s Work First Business Council, Jackie created *March To Work* and assisted businesses in understanding Work First participants, leading to 14,000 new hires in two years. Jackie’s deep understanding of how people teach, learn and relate to others is evident in each of her programs and initiatives. She is the author and creator of *PETALS: People Exploring Teaching and Learning Styles*, a tool for teachers and learners of all ages in all settings.

Jackie is married to Jim Savage, a master trainer and avid golfer. She has four children and three grandchildren, the “lights of her life.” A firm believer in learning for a lifetime, she is a novice piano student and accomplished gardener and interior decorator.

## **Miriam Shark**

Miriam Shark is a Senior Associate in Planning, Research and Development at the Annie E. Casey Foundation, a private philanthropy dedicated to helping build better futures for disadvantaged children in the United States. Miriam developed and coordinates the national campaign around the Foundation’s Neighborhood Transformation/Family Development (NT/FD) agenda. NT/FD is the centerpiece of the Foundation’s work and represents its commitment to strengthening the connections families in tough neighborhoods have to the resources, relationships and help they need to succeed in raising their kids. Miriam is currently developing the rural agenda that will complement this work.

Prior to joining the Foundation, Miriam was a Director of the Massachusetts Rate Setting Commission. Prior to that, Miriam served as the director of a community-based mental health center.

Miriam holds an A.B. degree from Washington University, a Ph.D. from St. Louis University and an M.P.A. from Harvard University. She resides in Baltimore City.

## **Michael Sherraden**

Michael Sherraden is Benjamin E. Youngdahl Professor of Social Development and founding director of the Center for Social Development (CSD), George Warren Brown School of Social Work, Washington University in St. Louis. Sherraden was educated at Harvard (AB, 1970) and the University of Michigan (MSW, 1976; PhD, 1979). He has been a Visiting Professor at the National University of Mexico (1987-88), and the National University of Singapore (1992-93), and a Distinguished Visiting Professor at Ben Gurion University in Israel (2001). He is a recipient of a Fulbright Research Fellowship (1992-93), the Distinguished Faculty Award from Washington University (1994), the Excellence in Community Development Award from the Neighborhood Reinvestment Training Institutes (2001), the Flynn Prize for innovation in social policy from the University of Southern California (2001), and the Distinguished Alumni Award, University of Michigan (2002).

He has given a number of major academic lectures, including the O'Leary Lecture, Ohio State University (1996); the Roatch Lecture, Arizona State University (1998); the Sarnat Lecture, University of Southern California (2001); the Seabury Lecture, University of California at Berkeley (2001); and the Fauri Lecture, University of Michigan (2002).

As an overarching theme, Sherraden's work focuses on *development* rather than maintenance. He is particularly interested in ways in which community initiatives and social policies do not detract from, but rather contribute to, economic development of households and communities. His work is characterized by innovative approaches to long-standing policy challenges, frequently drawing on insights from US history, as well as experiences of other nations.

Sherraden originated the concept of asset-based development, which suggests that policy and programs should promote not merely income and consumption, but also savings and investment. His book on this subject, *Assets and the Poor: A New American Welfare Policy* (1991), proposes matched saving for the poor in individual development accounts (IDAs). Universal asset-based policies are addressed in *Alternatives to Social Security: An International Inquiry* (1997), which Sherraden co-edited with James Midgley. An edited book entitled *Inclusion in the American Dream: Assets, Poverty, and Public Policy* is forthcoming from Oxford University Press.

CSD is conducting a long-term (1997-2005) study of IDAs at 13 sites around the United States, supported by 11 foundations (Ford, Charles Stewart Mott, Fannie Mae, Citigroup, Rockefeller, and others). Sherraden's proposals and research results have contributed substantially to federal policy. IDAs were included in "welfare reform" in 1996, the *Assets for Independence Act* in 1998, and a major expansion of IDAs is currently before the Congress in the *Savings for Working Families Act*. At the state level, during the 1990s almost all states raised asset limits in means-tested policies, and over 40 states today have some type of IDA policy. Sherraden has advised and consulted with the White House and leaders of Congress over the past decade. IDAs were included in President Clinton's State of the Union Address in 1999, and the White House cited CSD's research.

IDA research from CSD has also influenced asset-building policy and program developments in the United Kingdom, Canada, Puerto Rico, China, Taiwan, Singapore, Australia, and Uganda. In the United Kingdom, Sherraden has advised the Prime Minister's Office and Chancellor of the Exchequer in creating a Savings Gateway, like IDAs, and Child Trust Fund, an account for every newborn, with greater deposits for children in low-income families.

In another area of inquiry and policy, Sherraden has studied, organized conferences, and helped write legislation for national and community service in the United States. He undertook a major study of the 1930s Civilian Conservation Corps for his doctoral dissertation (1979) and with Donald Eberly co-edited *National Service: Social, Economic, and Military Impacts* (1982) and *The Moral Equivalent of War? A Study of Non-Military Service in Nine Nations* (1990). These books contributed to debate and policy initiatives that led to the "National and Community Service Trust Act" of 1993 which created AmeriCorps. Following enactment, he advised and consulted with the Corporation for National Service and in 1996 became an Honorary Graduate of the AmeriCorps National Civilian Community Corps. With the support of the Ford Foundation, Sherraden helped to establish the Global Service Institute (GSI) in 2001. GSI is an "institution without walls" and has many partners around the globe. GSI has a long-term mission of global research, knowledge building, and communications to understand and support service policy and programs worldwide.

## **Ralph R. Smith**

Ralph Smith is the Senior Vice President of the Annie E. Casey Foundation, a private philanthropy dedicated to help building better futures for disadvantaged children in the United States. The Casey Foundation was established in 1948 by Jim Casey, one of the founders of United Parcel Service, and his siblings, who named the Foundation in honor of their mother. The primary mission of the Foundation is to foster public policies, human-service reforms, and community supports that more effectively meet the needs of today's vulnerable children and families. In pursuit of this goal, the Foundation uses its resources to help states, cities, and communities fashion more innovative and effective responses to these needs.

Smith was a member of the Law Faculty at the University of Pennsylvania from 1975 to 1997 and is Founding Director of the National Center on Fathers and Families and the Philadelphia Children's Network. Smith joined the Foundation in 1994. Smith has spent the last decade working with foundations, civic organizations, public agencies, and school boards across the country on issues relating to education reform, child and family policy, and public sector systems change.

## **Janet Topolsky**

Janet Topolsky is associate director of the Community Strategies Group (CSG) of The Aspen Institute. At CSG, Janet helps design and manage learning initiatives involving community practitioners and leaders who are addressing economic development, resource stewardship and community capacity building issues. Janet spends the bulk of her time at CSG directing the Rural Development Philanthropy Learning Network (RDPLN). RDPLN helps build the capacity of statewide and regional community foundations to do strategic grantmaking and endowment building that will enhance the economic security of low-income rural families and the vitality of the communities where they live.

Janet's recent work with community foundations also has included learning design and facilitation for the Africa Foundations Learning Group, a learning cluster of start-up indigenous local foundations from African nations; the Social Capital Community Benchmark Initiative, a collaboration of 40 community and private foundations that funded a simultaneous "benchmark" measurement of social capital in their respective communities; and various program and strategic planning retreats for individual foundations or foundation alliances. Earlier at CSG, Janet helped manage the Community Capacity Building Learning Cluster and worked with seasoned practitioners to develop written products on a range of rural development topics. While at CSG, Janet has assisted the Asset Building and Community Development Program of the Ford Foundation in designing and facilitating its first two bi-annual worldwide staff meetings.

Prior to joining Aspen in 1993, Janet worked independently as a development policy analyst, writer and editor; clients included the Commission on the Future of the South, the U.S. Department of Labor, Jobs for the Future, the Joyce Foundation, the Association for Enterprise Opportunity and the National Performance Review. From 1985-1990, she was director of communication for the Corporation for Enterprise Development, a national non-profit organization that develops and promotes innovative asset-building and economic opportunity strategies. At CFED, she managed the development of its groundbreaking *Development Report Card for the States*, edited *The Entrepreneurial Economy Review*, and helped advance pioneering Individual Development Account efforts. In 1983-84, Janet served as special assistant to the director of the Michigan Department of Commerce; and in earlier years, she worked as a political organizer and youth policy advocate. She holds a B.A. from Michigan State University (1976) and a Master of Public Policy from the Gerald R. Ford School of Public Policy at the University of Michigan (1983).

## **Chantel L. Walker**

Chantel Walker is the Marin Community Foundation's Program Officer in Community Development. The Foundation's Community Development program focuses on community economic development, housing, civic engagement, family self-sufficiency and leadership. Most recently, Chantel worked as the Chief Programs and Administrative Officer at PowerUP: Bridging the Digital Divide, a national initiative and forum for America Online and other technology companies to provide the resources needed for young people in underserved communities to access the digital age.

Prior to her work with PowerUP, Chantel worked as a Division Director at the National Economic Development and Law Center (NEDLC), where she directed technical assistance and demonstration projects in community economic development and neighborhood capacity-building nationally. Prior to her work with NEDLC, Chantel worked as a Program Officer with the Miriam and Peter Haas Fund, where her work focused on early childhood education, neighborhood capacity-building, homelessness and facilities development. Chantel is also a very active volunteer with several nonprofit organizations and public agencies. She is the former President of the San Francisco Redevelopment Agency and the Women's Foundation of California. Currently, she is a Member of the State Bar of California Board of Governors and of the Neighborhood Funders Group Board of Directors.

## **Thomas E. Wilcox**

Thomas Wilcox became president of the Baltimore Community Foundation (BCF) in September, 2000. Since coming to BCF, Tom has overseen a comprehensive, board-directed strategic planning process, conceived and helped generate lead gifts for a \$32.5 million campaign to strengthen BCF's capacity to serve the region, and is investigating the creation of the Coalition for a Greater Baltimore, a public/private/nonprofit collaborative that promises to marry economic development with poverty reduction and opportunity for all.

Wilcox has also supported BCF's work in the creation of the Mayor's Healthy Neighborhoods Initiative and the Neighborhood Facilities Project, collaborated in the development of the High School Reform effort and the Mayor's Cultural Tourism Initiative and played a key role in the development of the Baltimore Police Foundation's *Baltimore Believe* campaign. BCF's annual grantmaking has doubled, from \$9,000,000 to \$20,000,000, since Wilcox became president.

Working in collaboration with the Eddie C. and C. Sylvia Brown Foundation and Associated Black Charities, Wilcox helped conceive and develop the \$5 million "Turning the Corner Achievement Program," an effort that promises new opportunities for middle school youth in two of Baltimore's most distressed neighborhoods.

Wilcox currently serves as a trustee of The William G. Baker Jr. Memorial Fund, The Eddie C. and C. Sylvia Brown Family Foundation, The Mt. Vernon Cultural District, The Midtown Development Corporation, The Bryn Mawr School, The Goucher College Advisory Board, The Gilman School Education Committee, The Baltimore Colletown Advisory Committee, The Public Policy Advisory Board of The University of Maryland at Baltimore County, the Baltimore Empowerment Zone Sustainability Committee and The Baltimore Arts Stabilization Committee.

Before joining BCF, Wilcox had served as headmaster of Concord Academy in Massachusetts for nineteen years. During his tenure, the endowment grew from under \$1 million to over \$30 million, annual giving grew from \$100,000 to \$1.1 million, and the campus enjoyed \$30 million in expansion and improvement. At the same time, applications to the school soared by 400%, minority enrollment grew from under 5% to over 25% of the student body, and faculty and trustee minority representation from 0% to 15% each. While at Concord, Wilcox also oversaw the creation of New England Citybridge, a now independently-funded program that serves the dual purpose of preparing inner city middle school students for academically rigorous secondary schools and training academically successful college and high school students of a similar background for teaching careers.

A 1997 sabbatical spent serving as a visiting advisor to the David and Lucile Packard Foundation sparked Wilcox's interest in the world of philanthropy – particularly community foundations.

In 1976 Wilcox created The Association of Boarding Schools, a collaborative planning and marketing effort that reversed a severe enrollment decline among its 200 member schools and introduced an era of national and international diversity and inclusiveness in independent school student bodies and faculties. Wilcox devoted a 1989 sabbatical to creating a week-long training workshop for newly-appointed heads of independent schools.

Tom Wilcox is married to Elizabeth Whitney Ransome, executive director of The National Coalition of Girls Schools. They have two children, Kate, a sophomore at The University of Southern California, and Christopher, a sophomore at Boys Latin School.