



Apra-Virginia Spring Conference
Thursday May 17, 2017
Christopher Newport University in Newport News

A Humanities Non-Profit from Scratch: Building a Community from the Ground Up – Dr. David Brown, Co-Director, The Fairfield Foundation

The Fairfield Foundation was created in 2000 by Harry Wason, David Brown, and Thane Harpole with the goal of sharing Gloucester County's history in new and engaging ways with the larger community. In 2010, it evolved into a regional organization that focuses on Archaeology, Preservation and Educational Outreach, specifically through hands-on activities and collaborations with non-profits from across the Middle Peninsula and the surrounding region. Today, with the completion of the 1930 Edge Hill Service Station restoration into the Center for Archaeology, Preservation and Education, our foundation has grown to a staff of five and a growing donor base that is rapidly expanding its reach and donor base, while investing in new technologies that connect the past with the present.



Dr. Brown and Mr. Harpole are graduates of the College of William and Mary and long-time residents of eastern Virginia. They are the founding co-directors of the Fairfield Foundation, co-owners of the Cultural Resource Management Firm: DATA Investigations LLC, and founding members of the Werowocomoco Research Group, which continues to research the capital of the Powhatan Empire at the time of the Jamestown settlement.

Research and Prospect Management for Planned Giving - Christopher Hubert, Assistant Director of Research, University of Virginia

Since 2013, Chris has partnered with the director of planned giving at the University of Virginia to create research that focused on prospects interested in estate gifts and charitable trusts, and has made joint presentations at APRA and NCPP, the conference for planned giving officers. In his presentation, he will discuss what tools and custom reports were developed to identify prospects interested in estate gifts, as well as trusts, annuities, and stock transfers, and ways to encourage colleagues to collaborate with planned giving to provide prospects with opportunities to fund their legacy gifts. He will also talk about how his partnership has helped shape his portfolio and prospect consultations with planned giving officers.



Chris has been Assistant Director of Research at the University of Virginia since 2013 and has worked in prospect research for almost 12 years. He is a former publicity chair and treasurer of APRA-VA, and has given numerous presentations at APRA and ARC about collaboration and the marketing of prospect research. Chris received his M.A. and Ph.D. from the University of Virginia in Russian Literature.

Share the Knowledge Roundtable Discussion: Prospect Management: Big and Small - Nick Sollog, The Sollog Group

This will be a roundtable discussion regarding best practices in prospect management regardless of the size of your prospect development unit or fundraising staff. Join us as Nick Sollog, The Sollog Group, facilitates the conversation and learn from the best...your Apra peers!

