

AISGW Spring Development Gathering



***Bloom Where You Are Planted:
Leading and Growing in the Independent School Advancement Office***

ABOUT THE SPEAKERS

Panelists

Sally Dunkelberger



Sally is the Director of Development at Maret School. She has been in this role for over 30 years and has seen the field of development change over the decades. She has built a team and program that reflects ever changing trends while advancing the school's culture of philanthropy and engagement. Sally has deep experience in all aspects of fundraising: individual giving, campaign fundraising, event management, constituent programs, volunteer management, Board governance, and development operations. She has been active with AISGW and has presented at CASE/NAIS. She is on the Board of the Hydrocephalus Association and chairs their development committee and has been an active partner and volunteer with Horizons Greater Washington for over 20 years

Peter J. Gallo, Ph.D.



Peter served Lynn University from 1993-2002 as Director of Graduate School Admission and Associate Director for Development. After completing his service to Lynn University, Peter assumed the position of Director of External Relations at the Forman School in Litchfield, Connecticut. Peter then joined Saint Andrew's School (Florida) in 2004 as Director of External Relations and, in 2006, became the Saint Andrews's Associate Headmaster for Development. In 2017, Peter assumed the role of Director of Development at the Landon School in Bethesda, Maryland. Working closely with the Head of School and Board of Trustees, Peter oversees all aspects of Landon's external relations program. At Landon, Peter has collectively secured over 100 million dollars in operating, endowment and capital programs to advance private school education. Peter has been recognized by both the National Association of Independent Schools (NAIS) and the Council for the Advancement and Support of Education (CASE), and served as the CASE/NAIS conference chair in 2014. In addition, Peter is a distinguished CASE Laureate, a community of senior volunteers who have provided invaluable service to CASE. Peter serves on the faculty of the Florida Council for Independent Schools (FCIS) and has previously served on the Development Advisory Committee for AISGW. Additionally, Peter is a presenter for AIMS (Association of Independent Maryland and DC Schools) and ADVIS (Association of Delaware Valley Schools). Peter is an active member of the Saint Bartholomew Catholic Community. He holds a Bachelor of Arts in Psychology, a Masters in International Management, and a Doctor of Philosophy in Leadership and Education. Peter and his wife Meredith have two sons, Lucas and Bryce.

Cindy van den Beemt



Cindy's career spans more than 30 years of work with independent schools and nonprofits, with a proven history of establishing the framework for newly created development offices, holding leadership roles in major gift fundraising & advancement, and guiding successful planning studies and capital campaigns. With a proven approach of establishing focused, measurable goals and priorities to meet objectives, she has served both nonprofits and schools on the east coast. In the DC Metro area, Cindy has worked in advancement and mission development at The Barnesville School, Browne Academy, Georgetown Visitation, Maret School, Stone Ridge and The Primary Day School, where she currently serves as Director of Advancement and Enrollment Management.

She is passionate about her work and the opportunity to engage the community in strategic planning, execution and messaging necessary to sustain a healthy, mission appropriate enrollment. Cindy holds a Masters in Education Administration from William and Mary and a Bachelors of Arts degree from Bucknell University.

Meredith VanDuyne



Meredith VanDuyne is honored to serve as the Assistant Head of School for Institutional Advancement at Flint Hill School in Oakton, Virginia. At Flint Hill, they believe in redefining what educational excellence looks like. Always curious, every day, they ask questions like, “Imagine if?” and “What’s possible?” And they encourage their JK - Grade 12 students to do the same. Overseeing admission, alumni relations, communications, development and marketing, Meredith is passionate about education because of her belief that education is one of the few forces that can simultaneously transform an individual and society. She joined the Flint Hill community in 2017. She developed and executed the highly successful Momentum —The Campaign for Flint Hill, the largest fundraising campaign in the school’s history, which featured a public phase that lasted less than 100 days. Meredith and a dynamic, highly engaged team of 25 professionals unleash potential, drive engagement and inspire a community to take meaningful risks and blaze their own trails. With nearly 30 years of experience, Meredith has served in a variety of roles which featured time working with inspiring students, families, volunteers, trustees and philanthropists. Her roles have included Director of Advancement at Breck School, Assistant to the President at Wells College, Consultant at Marts & Lundy. Outside of work, Meredith has always relished exploring the local area whether it’s the DC metro area, Minnesota, upstate New York or the Hudson Valley. She highly recommends the Spam Museum, Seward House and Crazy Horse Memorial to name a few.

Moderator

Richard Hastings



Richard Hastings serves as Director of Development for National Cathedral School (NCS) where he leads philanthropy, alumnae relations, and parent relations and serves as a member of the senior administrative team. Richard joined NCS in 2016 from Johns Hopkins University, where he served for 10 years in leadership and major-gift fundraising roles. Previously, he was at Virginia Tech for nine years, during which time he rose to the position of assistant vice president for alumni relations. Before entering educational advancement, Richard served in senior operational and marketing roles in financial services. He and his wife have two children who are thriving in an independent school.