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Carter expands consulting team with two new philanthropy professionals

Vero Beach, FL – September 6, 2018 – Carter President, Steve Higgins, recently announced philanthropy professionals Kerry Bartlett and Deborah Eschenbacher have joined the fundraising and nonprofit consulting firm. With the addition, the Carter consulting team now includes 27 philanthropy professionals who live and work across the United States and Mexico.

“Over the past five years, our work has grown exponentially throughout the United States and internationally into Australia, England, Germany, Mexico and even South Korea,” Higgins said. “Kerry and Deborah have a depth of experience that can accelerate the ability of our nonprofit partners to reach more donors and raise more funds.”



*Kerry A. Bartlett, MBA,
CFRE*



*Deborah Eschenbacher,
MA, CFRM*

Bartlett is a native of Vero Beach and a Certified Fund Raising Executive with nearly 30 years of experience in the philanthropic sector. She is recognized as a passionate and principled nonprofit leader with extensive experience in fundraising campaigns, planned giving, board development, strategic planning and organizational culture. Prior to joining Carter, Kerry served as the Vice President of the VNA and Hospice Foundation in Vero Beach, Fla. In 2008, Kerry took the helm of the newly established Indian River Community Foundation in Vero Beach, Florida and as Executive Director grew the organization's assets from zero to \$30 million in six year.

Eschenbacher is a veteran fundraising professional with over 35 years of experience in senior level positions and as a consultant. She serves the organizational and fundraising needs of educational, arts, medical, environmental, religious and community nonprofits as well as community foundations throughout the country and internationally. For seventeen years prior to joining Carter, she was president of the consulting firm, Eschenbacher & Associates. Deborah's background includes major gift, corporate and foundation fundraising directorships at The Ohio State University and Ohio University,

executive directorships of two state affiliates of national nonprofit organizations, and the vice presidency of the Indianapolis Public Transportation Corporation. She holds a master's degree in Philanthropic Studies from Indiana University. As adjunct faculty at Indiana University and a faculty member of The Fund Raising School (part of the Lilly Family School of Philanthropy at Indiana University), she teaches nonprofit professionals and leaders in the U.S. and abroad the "best practices" of ethical philanthropic fundraising. Deborah has enjoyed visiting family in Vero Beach since the 1980s and made Vero her home in 2016.

While Carter consultants are located throughout the United States, to have Bartlett and Eschenbacher based in Vero Beach is a bonus, Higgins said.

"Carter is committed to helping nonprofit organizations of all shapes and sizes, near and far, improve their fundraising practices so they can sustain and deliver mission critical programs." Higgins said. "To have two consultants with their depth of experience and history of success in our own backyard is incredibly fortunate and bodes well for our community."

ABOUT CARTER

Carter provides counsel to nonprofit organizations all over the world in the areas of fundraising, governance and organization planning. The company has offices in Sarasota and Vero Beach, along with 27 consultants living throughout North America and Mexico. To contact Carter, call Steve Higgins at 772-559-7260 or visit www.carter.global.

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