



**Deborah L. Eschenbacher, MA, CFRM**  
**Managing Director**

Deborah L. 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, medical, arts and culture, environmental, religious and community nonprofits as well as community foundations throughout the country. She is dedicated to strengthening nonprofit organizations by focusing on strategic planning and capacity-building initiatives with a hands-on approach that results in greater productivity and sustainability.

Among the first students to graduate with a master's degree in Philanthropic Studies from Indiana University (home of the first academic program dedicated to the study of philanthropy), she is now adjunct faculty at IU. In addition to her consulting practice, she teaches courses throughout the U.S. and internationally for The Fund Raising School (part of the Lilly Family School of Philanthropy at Indiana University). An often-requested conference and workshop speaker, she relates to a wide variety of audiences due to the depth and breadth of her professional experience. She is also a chapter author in the 4<sup>th</sup> Edition of *Achieving Excellence in Fundraising*.

Deborah's nonprofit background includes service as a regional major gifts officer at The Ohio State University, director of corporate and foundation development at Ohio University and executive director of two state affiliates of national nonprofit organizations, the Leukemia and Lymphoma Society, Indiana Chapter and the Indianapolis Keep America Beautiful Affiliate. She also served as director of development for the north/central Texas chapters of the American Diabetes Association and the Multiple Sclerosis Society.

Other professional experience has added to Deborah's versatility in working with all sectors. In her role as vice president of the Indianapolis Public Transportation System, she focused on public-private partnerships as well as media and public relations. As public relations director for the design industry at the Dallas Market Center (a Trammell Crow company), she was responsible for planning, implementing and promoting design-trade markets and the high-visibility openings of the Boston Design Center and the Decorative Center of Houston.

Her undergraduate degree in Speech Pathology and Audiology, along with several years of teaching children with special needs in Texas, provided Deborah with a lifelong interest in improving educational opportunities for children.

### **Client Experience**

Some of the clients for whom Deborah has provided counsel include: Friends of the Ohio Governor's Residence & Heritage Garden (OH), Columbus Childhood League (OH), Findlay-Hancock County Community Foundation (OH), Haiti Partners (FL), The Leadership Institute (IN), Texas State History Museum (TX), Health Foundation of Greater Cincinnati (OH), Upper Arlington Community Foundation (OH), "Sit, Stay, Read" Program of the Chicago Public Schools (IL), Mead Hall Episcopal School (SC), NetLiteracy (IN), Arts Center of Worthington (OH), United Way of Central Ohio (OH), Mercy Memorial Hospital (MI), Chimpanzee Cognition Center at The Ohio State University (OH), Short North "Encounters in Urban Art and History" Campaign (OH), Cancer Patient Services (OH), Hope House For The Homeless (OH), Center For Safe & Healthy Children (OH), Flag City Honor Flight (OH), Dominican Sisters of Peace (USA and Africa), Village Academy (OH), Prairie View A&M University (TX), Porticus North America Foundation (NYC), L'Arche International (US and Canada), Franciscans International (Geneva, Switzerland and NYC).

### **International Experience**

Deborah has utilized her extensive background in the nonprofit sector to benefit international nonprofit organizations. She is keenly interested in sharing philanthropy "best practices" with organizations worldwide. Examples of her international work follow.

**Africa**—Created capacity-building program for *Dominican Sisters* leadership in **Zambia, Zimbabwe** and **Nigeria**. Through a series of onsite workshops held over several weeks, participants focused on creating compelling cases for support for each country's most pressing needs, learned research skills for identifying appropriate international funding sources, and improved their grant writing skills.

**Australia** – Over a period of several years, taught courses onsite as a faculty member of The Fund Raising School (part of Indiana University's Lilly Family School of Philanthropy) to advancement staff, deans and faculty of the University of Sydney, the University of Melbourne and the University of Adelaide. These courses focused on Annual Fund, Major Gifts and Capital Campaigns.

**Geneva, Switzerland** – At the international headquarters of **Franciscans International**, performed "development audit" of the organization's overall fundraising operations, made recommendations for increasing capacity and sustainability, and worked with staff and board members to implement recommendations.

**Cracow, Poland** – Created partnership between the College of Social Work at The Ohio State University and Jagiellonian University in Cracow, Poland. The purpose of the partnership was to engage Central Ohio social services leaders in the study of homelessness in an emerging democracy by studying international social work models and solutions to homelessness. The partnership culminated in an extended trip to Cracow where the U.S. social service providers interacted with Polish public officials, university professors and Cracow's social service providers.

**Canada** – Taught Annual Fund and Major Gifts fundraising courses onsite to nonprofit sector professionals in Toronto as a faculty member of The Fund Raising School (part of Indiana University's Lilly Family School of Philanthropy). Provided staff training fundraising workshops in Montreal for international staff of L'Arche International.

**Jamaica** – Through connections secured by the Dominican Sisters of Peace and with the assistance of a U.S. community foundation colleague, created and facilitated workshops designed to assist local community leaders to create financial sustainability for their programs and facilities. The participants were local staff and volunteers engaged in providing social services to the underserved in their Kingston, Jamaica, communities.

### **Board and Volunteer Leadership**

Deborah's passion for volunteering began early. The daughter of a YMCA executive, she learned about organization operations, program development & implementation and volunteer management through years of active involvement in YMCA's in several states.

Deborah enjoys being active in her community and has served on many boards over the years. She is the recipient of the prestigious "Sagamore of the Wabash" honor from the Governor of Indiana, is a Trustee of the national foundation board of her college sorority and a founding board member of the Jo Ann Davidson Ohio Leadership Institute.

Other board leadership includes: The Childhood League of Columbus (OH), While River State Park Foundation (IN), Richard G. Lugar Excellence in Public Service (IN), JoAnn Davidson Ohio Leadership Institute (OH), Community First Coalition for the Homeless (OH), The Ohio State University Women's Task Force (OH), First Community Church Foundation (OH), USRowing National Championships (IN), GTE North Classic Senior PGA Golf Tournament, and Metropolitan Association of Greater Indianapolis Communities/Workforce Development (IN). Deborah also volunteers her time and resources to several local, national and international philanthropic causes.

### **Personal**

Deborah lives in Vero Beach, Florida, and is an experienced international traveler.