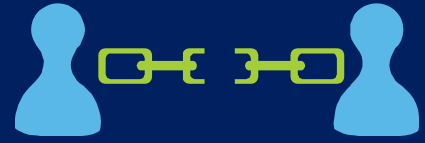


# Speaker Link Participants



## Timothy R. Burcham, CFRE

President & CEO, Burcham Solutions Group, LLC

[www.burchamsolutionsgroup.com](http://www.burchamsolutionsgroup.com)



**TOPICS: Nonprofit Fundraising, Federal/State Advocacy, Strategic Planning/Change Management**

Objectives:

**Non-Profit Fundraising** – will learn best practices on how to raise charitable gifts and conduct fundraising campaigns.

**Federal/State Advocacy** – will learn how to create advocacy programs that engages stakeholders, informs public policymakers, and generates legislative support.

**Strategic Planning** – will learn best practices in strategic planning with an emphasis on change and project management; reaching desired objectives on time and on budget.

**CONTACT INFORMATION:**

Phone: 859-699-2820

Email: [tim@burchamsolutionsgroup.com](mailto:tim@burchamsolutionsgroup.com)

## Laura Connell

Development Director, Lexington Rescue Mission

[www.lexingtonrescue.org](http://www.lexingtonrescue.org)



**TOPIC: Poverty and Homelessness**

Objective: Attendees will learn about the extent of poverty and homelessness in Fayette County, some of the root causes of these problems and how they are being addressed at the local level. They will take away key action steps local leaders, businesses and residents can take to reduce the problem in our city and provide hope for our neighbors in need.

**CONTACT INFORMATION:**

Phone: 859-381-9600 x227

Email: [laura@lexingtonrescue.org](mailto:laura@lexingtonrescue.org)

## Dr. Christian M. Christensen

Legendary Entomologist, Critter Control and Truly Nolen Pest Control



**TOPIC:** Adventures in Insect and Wildlife Pest Management; Positive and Negative Impact Insects have on Human Beings

Objective: My presentations will make people more aware of the impact and cost that insects, other arthropods and wildlife have on our lives and our livelihood.

**CONTACT INFORMATION:**

Phone: 859-278-3747

Email: [drchristensen@trulynolen.net](mailto:drchristensen@trulynolen.net)

## Jamie Harris

Associate Attorney, DelCotto Law Group PLLC

[www.dlgfirm.com](http://www.dlgfirm.com)



**TOPICS:** Bankruptcy Law; Chapter 11 Reorganization; Chapter 13 Issues; Credit Abuse; Financial Workouts; Healthcare Business Restructuring; Financial Issues for Small Businesses

Objective: Attendees will learn about financial issues facing small to mid-sized businesses and strategies for dealing with debt including workout and bankruptcy options. The goal is to provide business owners with effective tools for debt-management in the current economic climate.

**CONTACT INFORMATION:**

Phone: 859-231-5800

[jharris@dlgfirm.com](mailto:jharris@dlgfirm.com)

## Bryan Jackson

Senior Director of Project Services, NetGain Technologies

[www.netgainit.com](http://www.netgainit.com)



**TOPICS:** Data Storage and addressing data growth; Disaster recovery and backup-data protection; The relevance of the Cloud in your industry, where and when it may fit (or not); Desktop Virtualization in Banking; Server Virtualization-where to go from here; SAN, NAS, DAS and why Storage is the king of your data center; A Grand Vision of the Data Center; Successfully augmenting your IT landscape with Managed Services

**Objective:** Business professional tasked with carrying out their organization's mission will understand how technology there is to enhance rather than hinder their day to day business processes. These topics are set up to empower and equip them.

**CONTACT INFORMATION:**

Phone: 859-255-0155

[bjackson@netgainit.com](mailto:bjackson@netgainit.com)

## Foster Ockerman, Jr.

President, Lexington History Museum, Inc.

[www.LexHistory.org](http://www.LexHistory.org)



**TOPICS/OBJECTIVES:**

**Lexington's History (specific subject and periods vary); Historic Fayette County Courthouse; Statues, Monuments and Plaques; or How to Write a Local Church History:** Attendees will have a fuller understanding of and knowledge about the subject matter, depending on the topic selected.

**CONTACT INFORMATION:**

Email: [director@lexhistory.org](mailto:director@lexhistory.org)

# Mary Claire O'Neal

Owner, Mary Claire O'Neal Communication Consulting, LLC

<http://lifeworkresilience.com> <http://maryclaireoneal.com>



**TOPICS:** The Resilience Advantage™ Training and workshops; Keynotes: The Resilience Advantage™; Innovative Leadership in the 21st Century; The Art of Successful Communication

**Objectives:** Mary Claire's presentations are content-rich and provide attendees with a firm foundation in evidence-based principles and tools for building resilience, productivity, leadership skills, self-regulation, and effective communication.

**The Resilience Advantage™** - Scientific, evidence-based principles and self-regulation tools will help attendees: Build resilience; increase situational awareness in meetings and projects; increase productivity; reduce stress, worry and fatigue; increase ability to handle challenging clients and situations; increase access to fast, effective decision-making on complex issues; and increase regenerative sleep and vitality.

**Innovative Leadership in the 20<sup>th</sup> Century** - This presentation will include how to use clarity of vision and intent along with techniques of diplomatic, inclusive communication as keys to empowered and inspired leadership. Also included will be how to build and sustain trust, foster cooperation, compassionately confront when needed, empower others, as well as other elements of impeccable leadership will be included.

## **The Art of Successful Communication**

Included in this session:

- Effectively and clearly communicate your best intent in all situations
- Reduce "turf" issues and other obstacles to team unity
- Build trust with others
- Damage control
- Be a dynamic listener
- Make confident, clear communications while making positive connections

Handouts are included with each presentation. Assessments can be included if desired.

## **CONTACT INFORMATION:**

Phone: 859-272-1515

## Sara G. Smith

President, Smith Management Group

[www.smithmanage.com](http://www.smithmanage.com)



### TOPICS/OBJECTIVES:

**Energy: the Risks and Benefits of Kentucky's Energy Picture:** Kentucky currently gets over 90 percent of its electrical energy from coal, and coal extraction is a substantial portion of our state's economy. How will this energy fact impact our ability to compete in the coming decades? Does Kentucky have a viable renewable energy source that can replace coal? What is the future of "clean coal" and carbon sequestration?

**Phase I's: What Should Lenders Look For?** Lenders should know what types of transactions need a Phase I Environmental Site Assessment. This presentation describes the requirements of Phase I, and provides information regarding sites

that are likely to need a Phase I.

### CONTACT INFORMATION:

Phone: 859-231-8936 ext. 105

Email: [saras@smithmanage.com](mailto:saras@smithmanage.com)

## Scott R. Smith

Senior Consultant, Smith Management Group

[www.smithmanage.com](http://www.smithmanage.com)



### TOPIC: Environmental and Energy Issues

Objective: To inform the public about environmental and energy issues that affect or may affect their business, community or family. The presentations would focus on making the public aware of these issues so that they can anticipate rather than react to these important topics.

### CONTACT INFORMATION:

Phone: 859-231-8936

Email: [scottr.smith@smithmanage.com](mailto:scottr.smith@smithmanage.com)

## Jack Tillman

Vice President Member Services Group, Kentucky Health Cooperative

[www.mykyhc.org](http://www.mykyhc.org)



**TOPICS:** Tackling the Changes in Today's Health Insurance Marketplace

Objectives: An overview of the opportunities for individual and small group employers in today's Health Insurance Marketplace. A review of the changes brought forth by the Affordable Care and Patient Protection Act, kynect - Kentucky's Health Benefit Exchange, and the origins and mission of the Kentucky Health Cooperative.

**CONTACT INFORMATION:**

Phone: 502-365-9943

Email: [jtillman@mykyhc.org](mailto:jtillman@mykyhc.org)

## Marc C. Whitt

Director of Philanthropy Communications,  
Office of Philanthropy, University of Kentucky

<http://www.uky.edu/philanthropy> or <http://www.linkedin.com/in/marcwhitt>



**TOPICS:** Nonprofit PR, Communications and Marketing; Social Media; Community Relations; Fundraising and Communications; Performing Arts Advocacy and Marketing

**CONTACT INFORMATION:**

Phone: 859-257-7825

Email: [marc.whitt@uky.edu](mailto:marc.whitt@uky.edu)