



National  
Philanthropic  
Trust

# Charitable Expertise Across the Country

NPT's Regional Directors of Development are situated across the country to support donors and advisors in your markets.

## U.S. West



**■ JEFF GEROLD, CFP®, CEPA**  
Senior Director of  
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Jeff Gerold, CFP®, CEPA is Senior Director of Development, based in Austin, Texas. He leads the U.S. West team of Regional Directors and covers the Southwest region, which includes AR, AZ, CO, LA, NM, OK and TX. He is responsible for business development, relationship management and advanced philanthropic planning.

### U.S. West Team:



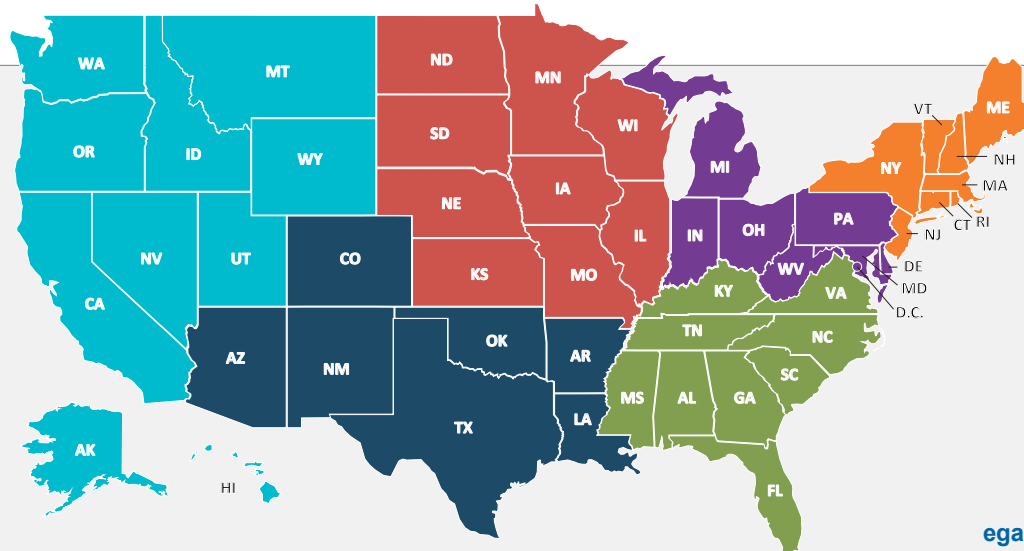
**■ LISA BARR**  
Regional Director of  
Development, West



**■ JANOS MAJOR**  
Regional Director of  
Development, West



**■ RINA ALVAREZ, CAP®**  
Regional Director of  
Development, Midwest



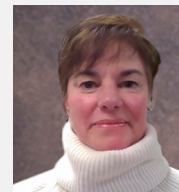
## U.S. East



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Ellen Galluccio, CAP® is Senior Director of Development, based in Stamford, Connecticut. She leads the U.S. East team of Regional Directors and covers the Northeast region, which includes CT, MA, ME, NH, NJ, NY, RI and VT. She is responsible for business development, relationship management and advanced philanthropic planning.

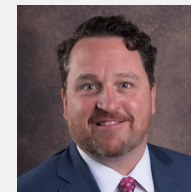
### U.S. East Team:



**■ DAWN FOURNIER**  
Regional Director of  
Development, Northeast



**■ FERNANDO GONZALEZ**  
Regional Director of  
Development, Mid-Atlantic



**■ ETHAN BURKE**  
Regional Director of  
Development, Southeast

### About the Advisor Services Team:

The Advisor Services Team provides home office assistance to the Regional Directors to further NPT's commitment to exceptional support for financial advisors and optimal experiences for their clients.

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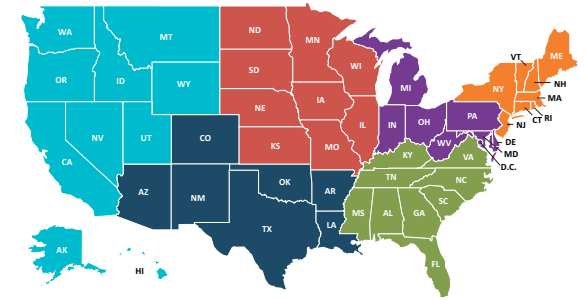


# NPT's Development Team



**ANDREW HASTINGS** | Philadelphia, PA  
**Chief Development Officer**  
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Andrew Hastings is Chief Development Officer and has 25 years of experience in the philanthropic and nonprofit marketplace. He is responsible for NPT's advanced gift planning, major gifts and business development.



**JEFF GEROLD, CFP®, CEPA** | Austin, TX  
**Senior Director of Development, Southwest**  
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Jeff leads the U.S. West Team of Regional Directors. He has worked in advanced charitable planning for more than a decade and his experience includes a broad spectrum of charitable contributions such as private company stock, restricted and control stock and alternative investments like hedge or private equity funds.



**ELLEN GALLUCCIO, CAP®** | Stamford, CT  
**Senior Director of Development, Northeast**  
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Ellen leads the U.S. East Team of Regional Directors. She has more than 20 years of experience in financial markets, previously as Managing Director of Global Markets Americas at Natixis, Director of Foreign Exchange Sales at Credit Agricole and VP and Manager at JP Morgan Capital Markets.



**RINA ALVAREZ, CAP®** | Chicago, IL  
**Regional Director of Development, Midwest**  
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Rina's career in the legal and charitable sectors has focused on strategic planning, resource development and marketing. Recently, she was the first Director of Firmwide Diversity and Inclusion for global law firm Kirkland & Ellis.



**DAWN FOURNIER** | Chalfont, PA  
**Regional Director of Development, Northeast**  
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Dawn has assisted HNW families with wealth management, first with The Carlyle Group and later with Credit Suisse, Merrill Lynch, and Stifel Financial.



**JANOS MAJOR** | San Francisco, CA  
**Regional Director of Development, West**  
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Janos has focused on HNW clients and has experience in retirement planning, investment strategy and estate planning. Previously he worked for Fisher Investments as an Investment Counselor and for PNC as a Financial Specialist.



**FERNANDO GONZALEZ** | Philadelphia, PA  
**Regional Director of Development, Mid-Atlantic**  
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Fernando has a background of wealth management and nonprofit experience, as well as governance and community engagement. Previously, he served as a financial advisor at Merrill Lynch and wealth advisor at PNC Wealth Management.



**LISA BARR** | San Francisco, CA  
**Regional Director of Development, West**  
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Lisa has extensive experience in the charitable sector, recently as Director of Philanthropic Entrepreneurship at Silicon Valley Community Foundation. She has served as an executive director and fundraiser for arts organizations in Boston.



**ETHAN BURKE** | Charlottesville, VA  
**Regional Director of Development, Southeast**  
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Ethan has expertise in advanced charitable planning, including assisting UHNW families in legacy planning with complex assets. He previously worked at St. Jude Children's Hospital, and as a financial advisor at Merrill Lynch.

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