



Amanda J. Ferrari, JD, CFRE
Co-Executive Director
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Amanda J. Ferrari, JD, CFRE and her partner, Robert Sheldon, JD are the principals of Ferrari Philanthropic Consultants, Inc., a full service Consulting Firm with over 30 years of combined fundraising and philanthropic expertise providing counsel to Nonprofit Organizations in Estate and Gift Planning, Bequests, Major Gifts, Feasibility Studies, Capital Campaigns, Endowment Campaigns, Executive Coaching, Fundraising and Business Plans, Board and Staff Leadership Development, Strategic Planning, Nonprofit Management, Leadership Retreats, and Marketing.

Most importantly, Amanda works closely with donors, their advisors, and Board members in Orange, Los Angeles, Riverside, and San Bernardino Counties with such noted charitable organizations as Laguna Beach Community Foundation, St. Joseph Hospital of Orange, Mission Hospital, St. Jude Medical Center, St. Mary Medical Center, Laguna Beach Community Foundation, Southern California College of Optometry, Orange County Performing Arts Center, the California Science Center, the Los Angeles Biomedical Research Institute at Harbor UCLA, The Muzeo, Chapman University, Santa Ana College, just to name a few.

Amanda was named the 1997 Association of Fundraising Professional's Outstanding Fundraising Executive for Orange County.

Amanda is actively involved in or serves on Boards of the Planned Giving Round Table, the Association of Fundraising Professionals in Orange County and the Orange Coast Estate Planning Council. She is a Past President of both PGRT-OC and AFP-OC.

Amanda holds degrees from the University of California, Riverside and UCLA, and her Juris Doctorate from Western State University College of Law. She has been an adjunct professor at California State University, Long Beach with the American Institute for Philanthropic Studies and also at the University of California, Irvine extension program.



William L. Steel
Partner
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William Steel is a founding partner of **SG&S**. He was born in Newport Beach, California, and has lived and worked in southern California all his life. He received his Bachelor of Arts Degree (*cum laude*) in 1979 in Political Science from the University of California at Los Angeles, and his Juris Doctor Degree in 1982 from the University of Southern California.

Mr. Steel's practice is in real estate, business, and corporate transactions. His practice includes representation in the purchase, sale, financing, leasing and development of improved and unimproved real property, as well as personal property and other business assets. He also assists clients with forming, operating, buying and selling corporations, limited liability companies, and partnerships, preparing employment contracts, independent contractor agreements and other business documents, and obtaining trademark registrations.

Mr. Steel serves as general counsel for many corporations and businesses. Representative clients include large, publicly held companies, large developers of residential communities, owners of commercial, apartment, and industrial properties, owners of restaurants and retail stores and chains, manufacturing businesses, banks and other lenders, doctors, lawyers and law firms, and real estate and mortgage brokers.

Mr. Steel was the Chairman of the Board of Directors of the Ocean Institute in Dana Point, where he has served on the Board for over 20 years, and he was the President of SchoolPower, the charitable foundation that raises money for the public schools in Laguna Beach, where he served on the Executive Committee for 10 years.



Susan Hoover Miller, CFRE

A fund raising professional for more than 22 years, Susan Hoover Miller has spearheaded annual and major gift programs as well as capital campaigns. Her expertise also includes strategic planning, board development, feasibility studies and marketing plans.

Susan has served as both an in-house development professional and an outside fund raising consultant with a number of non-profit organizations. Currently, she is Vice President of Major Gifts at the Ocean Institute. Previously, she served as the Senior Major Gifts Officer at the Orange County Performing Arts Center, focusing on completing a \$240 million capital campaign. During her tenure, \$26 million in campaign gifts was announced. Prior to that Susan was Director of Major Gifts at Human Options where, working with their leadership, she helped them increase giving from major gift donors by more than 300%.

A Certified Fund Raising Professional since 1994, Susan was named "Outstanding Fund Raising Professional" in 1999 by the Orange County Chapter of the Association of Fundraising Professionals. Susan has been invited to speak about fund raising by the University of California, Irvine, California State Long Beach, California State University of San Diego, Fieldstone Foundation's Emerging Leader's Forum, Orange County's Annual AFP Conference on Philanthropy, and the Volunteer Center of Orange County.