



James D. Yunker, EdD

Chair, Giving USA Foundation

President and CEO, Smith Beers Yunker & Company, Inc.

yunker@sbyco.com



Jim Yunker has been helping non-profits make a difference for 40 years guiding Arts groups to Zoos in raising annual, major and capital funds while enhancing staff and volunteer resources and competencies. Adept at helping volunteer leaders understand their fundraising responsibilities, he enjoys helping organizations strengthen their boards and leadership development practices.

A hands-on leader of Smith Beers Yunker & Company, Jim founded the firm on the principle of “*Helping Others Make A Difference®*.” In earning his doctorate in higher education administration at Indiana University-Bloomington, his dissertation examined donor motivation. His association with Indiana continues through his involvement with the Center on Philanthropy which has recognized him with its Spirit of Philanthropy Award. An active volunteer of a number of local and national organizations, he has led the boards of the Frank Lloyd Wright Preservation Trust, Cincinnati Rotary Foundation, and Southwest Ohio’s Pro Seniors. He is a founding partner of Social Venture Partners – Cincinnati.

Jim is a member of the Cincinnati chapter of the Association of Fundraising Professionals (AFP) and past chair of its Ethics Committee. Nationally, Jim currently chairs the Giving USA Foundation. Over the past 10 years, he has chaired its Editorial Review Board and the Advisory Council on Methodology. Jim serves the Giving Institute: *Leading Consultants to Non-Profits* as a member of its Board of Directors.