

SPEAKER KIT

MARSHALL H. GINN

Consultant – Leader – Trainer – Volunteer – Presenter

Marshall Ginn is an accomplished consultant, nonprofit leader, trainer, and volunteer with more than 35 years of experience working with local, regional, and national nonprofits, grantmakers, philanthropic organizations, and professional associations.

In 2022, Marshall established Capital Philanthropy, a consulting practice dedicated to fostering high-impact, thoughtful, ethical, and equitable philanthropy. He is a member of the National Network of Consultants to Grantmakers and PEAK Grantmaking.

From 2000 to 2018, Marshall managed Capital Development Strategies, an independent consulting practice focused on resource development and nonprofit management.



Creativity



Energy



Experience



To book Marshall for your upcoming retreat, workshop, training or conference, call 202-213-3200 or email capitalphilanthropy@gmail.com and put “Speaking Inquiry” in the subject line!

Background and Experience in Philanthropy

F.M. Kirby Foundation

Program Advisor
Provided strategic and tactical support for the foundation as it launched the Innovation Engine Grant Program.

Spur Local (formerly the Catalogue for Philanthropy of Greater Washington)

Peer Application Reviewer
Reviewing applications from nonprofits to be featured in the Catalogue for their critical local impact.

Unfunded List

Volunteer Proposal Evaluator
Providing commentary and feedback on rejected proposals submitted by nonprofits around the world.

New Jersey State Council for the Arts

Multidisciplinary Arts Grants Review Panelist—Spring 2024 & Fall 2024

Roundtable participant – “Any Questions?” hosted by the Siegel Family Endowment and GovLab. Spring 2026

Roundtable participant – “The Future of Feedback” hosted by Feedback Labs and the Siegel Family Endowment. Spring 2026

National Network of Consultants to Grantmakers

Resource Development and Special Project support for a nationwide collaborative association of independent consultants and consulting firms who advise funders and grantmakers across the country.

AIM for Excellence Award Competition (formerly The Washington Post Award for Excellence in Nonprofit Management)

Selection Committee Chair – 2011 – 2016
(Managed by the Center for Nonprofit Advancement in Washington, DC)

City of Austin (TX) Arts, Culture, Music & Entertainment Division

Review panelist for the Elevate Grant Program 2026



“The session “Change Up Your Questions” was responsive to participants’ needs and questions. We spoke with a number of people who were delighted for the opportunity to participate and found it to be very useful as they move forward with the important work of their philanthropy. I was also pleased to see the high engagement of the people in the room, and their spirited peer discussions.”

Exponent Philanthropy

Marshall has made presentations to audiences of all sizes focusing on a wide range of topics. Selected examples of his presentations include:

"Change Up Your Questions—Exploring what you ask grantees and how you ask them" Co-Presented with Jessica Plummer, Larimer County (CO) Dept. of Behavioral Health – PEAK Grantmaking Online Convening – April 2026

"Change Up Your Questions—Exploring what you ask grantees and how you ask them" - Blackbaud BBCON Conference—September 2024

"Fundraising and Storytelling—Tips for Nonprofit Boards" Compass Pro Bono Sorkin Summit, May 2023

"Change Up Your Questions—Aligning Your Grantmaking Practices with Your Values and Vision" - Exponent Philanthropy National Conference September 2018

"What's Leadership Got to Do With It – Success Factors and Organizational Impact" - BoardSource National Leadership Forum 2015

Marshall has written on philanthropy, leadership, and nonprofit management. Selected examples include:

"Engine 2: A Family Foundation's Experiment in Funding Innovation" - Spring 2026 blog post co-authored with FM Kirby Foundation President Justin Kiczek and posted on the National Center for Family Philanthropy news feed.

"Asking More Beautiful Questions" - June 2025 blog post co-authored with Leah Kral on how the right questions can be the best way to start good listening. It was posted on Insights for Change, hosted by the Fund for Shared Insight.

"Interested in Thoughtful Giving?" - October 2024 blog post providing individual donors with a variety of frameworks through which they can review and structure their charitable contributions.

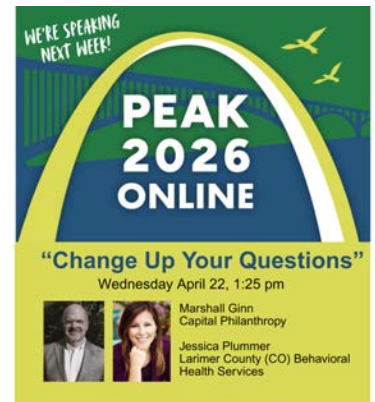
Marshall brings a solid level of experience, creativity, and energy to all his speaking engagements. He can speak on and/or lead discussions on a range of philanthropy and nonprofit sector topics, including the following:



- Funder/Grantee Relationship Building
- The Effective Use of Questions in the Grant Application & Review Process
- Grant Program Design, Decision-Making Processes, & Approaches
- Grantee and Community Listening/Feedback Sessions
- Board Engagement, Governance, & Leadership
- Establishing a Strategic Framework for the Future
- Becoming a Trustworthy Nonprofit Partner
- And more, feel free to inquire

This was, without a doubt, my favorite session at a PEAK Conference in the past five years. The speakers provided valuable insights that I can implement immediately. I'm excited to meet with the rest of my team and discuss our application!

PEAK Grantmaking Online Convening Attendee



"It has been such a pleasure working with you this year! Thank you for all you've done to elevate our fundraising trainings, and for making the Sorkin Summit so engaging. We have received great feedback about your panel."

Compass Pro Bono



Presentation and Facilitation

Format Options:

- Conference Breakout and Plenary Sessions
- Facilitating Community Listening and Feedback Sessions
- Leading Staff Training Events
- Board Retreat Facilitation
- Targeted Training Sessions at Board Meetings
- Strategic Planning Retreats, including multi-day retreats
- Panel Moderation
- Workshop Facilitation

"Your presentation was exactly what I had hoped, and it sparked good conversation that was also a good segue into the conversation with the Board about development in general and about our big event, specifically."

Board Retreat Participant



[Click here to schedule a 30-minute call with Marshall](#)

Customized for Your Needs and Situation

Presentations can be structured for a high-energy, content-rich keynote or an impactful half-day or full-day workshops, any of which can be customized to meet your specific circumstances.

The objective is to engage participants in matters critical to your organization's mission and to do so in ways that are creative, lively, and memorable.

Participants will walk away with actionable ideas and materials to strengthen their work in the sector. It will be a meaningful experience that sticks with them.

Creative Lively Memorable

What You Can Expect:

- Detailed speakers packet including bio, pictures, presentation slide decks, etc.
- Prompt replies to emails and calls.
- Preparatory call/zoom meeting to discuss your needs and preferences prior to the event in order to provide useful context and to ensure that your key points are communicated.
- Support for social media announcements about the event.
- Dynamic, customized presentation focused on your needs designed to engage, involve, and inspire participants.
- Customized resource materials.
- Follow-up email to gauge impact.

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