

## INSTRUCTOR

### JOHN BAKER

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John is a licensed Standards for Excellence® Consultant and Trainer, and is currently the Executive Vice President for Policy and Programs for the Delaware Alliance for Nonprofit Advancement (DANA):  
“Strengthening, enhancing, and advancing nonprofits and the sector.”  
John has worked with DANA (a 28 year-old state-wide organization) for over five years, supporting its regeneration and the introduction of the

Standards for Excellence organizational best practices in Delaware. He has trained many of Delaware’s nonprofits in the Standards and has coached them through implementation.

Nearly 19 years ago, John focused his commercial banking, nonprofit volunteer experience, and Business Administration and Public Policy and Administration education on leading AIDS Delaware, now one of Delaware’s premier agencies. As Executive Director, John more than doubled the revenues and programs of the agency, as well as earned statewide visibility and respect. These hard-won improvements resulted in increased funding from individual, corporate, government, and foundation funding sources.

John has achieved and maintained his Certified Fundraising Executive (CFRE) status since 2003. He has also worked throughout the nonprofit sector in Delaware in many leadership positions, on Boards, and with committees. John has been the President of the Community Service Building (CSB) Tenant Council (3 terms), and served on various boards, including the CSB Corporation, the Association of Fundraising Professionals-Brandywine Chapter (AFP), Philanthropy Day Education Committee (Chair), Hearts and Minds Community Advisory Board, Serviam Media (Board Treasurer), the Delaware Liberty Fund (founding member), and JUST for Youth. He is also involved in his church and various other charitable activities. John earned a Bachelor of Science in Business Administration from Rider University, and Master of Public Policy and Administration from Rutgers University. He is an avid marathoner, gardener, collector of old “junk” and reader.