



Experienced, Philanthropic Consulting for  
Non-Profits, Businesses, Individuals and Families

# THE FOUNDATION OF A SUCCESSFUL PHILANTHROPIC ENDEAVOR BEGINS WITH SOLID ARCHITECTURE.

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# WHO WE ARE

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## Our Mission

Established in 2019, Philanthropy Architecture by Nekita Nesmith (PANN) embodies a steadfast commitment to its mission: Collaborating with clients to co-create strategies tailored for impactful and enriching philanthropic endeavors.

## Our Vision

Our vision is to create meaningful plans of action to help our clients build capacity, learn new things, and grow to meet the needs of their communities.

## What Sets PANN Apart?

PANN is a boutique firm, led by a seasoned, credentialed fundraising professional with over two decades of fundraising experience.

You will benefit from a deep understanding of fundraising and development dynamics and infrastructure, complemented by invaluable guidance and support.

The result is the architecture of reliable strategies crafted to meet your specific goals and help you achieve your philanthropic objectives.

We support our clients as they build capacity, learn new things, and grow to better support their communities.



# WHAT WE DO

PANN provides an extensive range of services, from fundraising consulting to educational seminars, designed to help you achieve the results you desire.

## Our Services

- Nonprofit and University Fundraising Consulting
  - Volunteer management
  - Board development
  - Annual, capital, and comprehensive campaign construction
  - Major gift strategy development
  - Fundraising infrastructure planning
- Philanthropy and Leadership Training Sessions for CEOs, Boards, and Fundraising Staff
- Speaking Engagements
- Individual and Family Philanthropic Strategy Development
- Individual Philanthropic Legacy Planning
- Board Engagement Strategy Development
- Philanthropic Strategic Planning
- Philanthropy Education Seminars
- An Exclusive Suite of Services\*

\*Information provided via consultation only





# THE PANN DIFFERENCE

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## Our Process:

### CONNECT > CUSTOMIZE > EXECUTE

We **connect** with potential partners for a 30-minute conversation. We listen and evaluate if working together is a fit for both parties.

We **customize** recommendations based on what we heard, review them with our partner, and confirm a path forward.

We **execute** the strategy and celebrate results.

## Experience

- 20 years of fundraising experience in non-profits and universities
- Designed comprehensive, capital, annual, and planned giving campaigns
- Chartered Advisor in Philanthropy, The American College of Financial Services

## Customization

Our clients are our partners. We believe that successful plans are crafted by discovering and utilizing excellent ideas from the brilliance of all who are involved in the process.



# WHY CHOOSE PANN?

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## **Jacksonville Public Education Fund**

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"Working with PANN—and Nekita in particular—was a game changer for JPEF during a pivotal staffing transition. Her support brought clarity to what we truly needed in our next Fund Development Director and ensured a seamless onboarding process rooted in clear goals and direction. PANN's partnership didn't just fill a role—it strengthened our foundation for long-term success."

**RACHAEL TUTWILER FORTUNE**  
President

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## **First Coast YMCA**

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"During a transition in leadership in our development team, Nekita and PANN provided significant strategic support to our team. Philanthropy Architecture's strategic approach and commitment to understanding our goals was critical to our success. Their dedication has allowed us to effectively find and engage key donors, which has resulted in us meeting our campaign goals."

**ERIC K. MANN**  
President & CEO

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## **Boys And Young Men of Color**

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"From day one, I was struck by Nekita's ability to listen deeply, focus on what matters, and distill strategy and execution into a single question."

Philanthropy Architecture has been an excellent partner in building relationships and aligning investors with their purpose."

**MICHAEL DEVAUL**  
National Executive Director  
YMCA Boys & Young Men of Color



# LET'S WORK TOGETHER

[REQUEST A CONSULTATION](#)

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LET'S GET IN TOUCH

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# ACKNOWLEDGEMENTS

## **PANN Partners**

YMCA of Florida's First Coast

YMCA Boys & Young Men of Color

YMCA of Metropolitan Washington

Wells Mountain Initiative

Jacksonville Public Education Fund

Jacksonville Civic Council Foundation

The Cummer Museum of Art & Gardens

Level The Playing Field Leadership Academy