

Jennifer Leonard

Jennifer Leonard is president and executive director of Rochester Area Community Foundation, a \$160 million community foundation administering more than 850 philanthropic funds given by, and for the benefit of, residents of the six-county Genesee Valley region of upstate New York. The Community Foundation has quintupled in size since Jennifer assumed her present position in 1993, and last year distributed \$16 million in grants for community purposes.

Recently named chair-elect of the Council on Foundations' Community Foundations Leadership Team, Jennifer helped develop the first national standards for community foundations and currently chairs the national standards implementation process. She serves on the faculty of the Council's Center for Community Foundation Excellence and President's Advisory Committee on Accountability. Jennifer also co-chairs the Coalition of Community Foundations for Youth and serves on the board of the Forum of Regional Associations of Grantmakers.

In Rochester, Jennifer chairs the WILLpowerSM collaborative to promote philanthropy and planned giving. She serves as vice chair of Rochester Downtown Development Corporation and as a member of the mayor's stewardship council for the city comprehensive plan. Jennifer is board secretary of Rochester Grantmakers Forum, program chair of the Funders Alliance of Upstate New York, and a director of the YMCA of Greater Rochester. In 2003, the *Rochester Business Journal* named Jennifer one of the community's 20 most influential women.

Jennifer has also served as a vice president of the California Community Foundation in Los Angeles; national consultant on marketing and development for community foundations; graduate professor of fundraising; grantsmanship trainer; and frequent lecturer on philanthropy. Her articles about philanthropy and the nonprofit sector have appeared in many publications, including *An Agile Servant: Community Leadership by Community Foundations* (The Foundation Center, 1989). Earlier in her career, Jennifer designed health education programs and worked on national public policy initiatives for the American Heart Association.

Jennifer is a Phi Beta Kappa graduate of Wellesley College and a 1974 Coro Fellow in Public Affairs, with an urban studies master's degree from Occidental College. She lives in Rochester with her husband, *New York Times* business reporter and author David Cay Johnston, and three daughters.