L o n g   B i o :

Josh Birkholz is the CEO of BWF, the nonprofit service and technology company known for its innovations in elevating philanthropy around the world. Josh is a leader in big philanthropy and an architect of the business of fundraising. In his 25+ years in the charitable sector, Josh has led the establishment of data science in fundraising, developed high ROI operational infrastructure, guided fundraising through challenging economic conditions, and crafted authentic approaches to high net-worth giving.

He is the author of the books *Fundraising Analytics* (Wiley, 2008) and *Benefactors* (Wiley, 2022). Josh is also a contributor to the books *A Kaleidoscope of Prospect Development* and *Return on Character*. He is the Chair of the Board of the Giving USA Foundation and an instructor at the Rice University Center for Philanthropy and Nonprofit Leadership. He earned the Crystal Apple Award for Teaching Excellence from CASE and the Apra Visionary award for his innovation in applying data science to fundraising.

S h o r t   B i o :

Josh Birkholz is the CEO of BWF, the nonprofit service and technology company known for its innovations in elevating philanthropy around the world. Josh is a leader in big philanthropy and an architect of the business of fundraising. He is the author of the books *Fundraising Analytics* (Wiley, 2008) and *Benefactors* (Wiley, 2022). Josh is the Chair of the Board of the Giving USA Foundation and an instructor at the Rice University Center for Philanthropy and Nonprofit Leadership.

G i v i n g   U S A   F o u n d a t i o n   B i o :

Josh Birkholz is the Chair of the Board of the Giving USA Foundation. He has served the charitable sector for over 25 years, the last 18 years at BWF, the nonprofit service and technology company known for its innovations in elevating philanthropy around the world, where he is currently CEO. He is the author of the books *Fundraising Analytics* (Wiley, 2008) and *Benefactors* (Wiley, 2022) and an instructor at the Rice University Center for Philanthropy and Nonprofit Leadership.

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