



## THE HELEN BROWN GROUP

*Development Research Consulting & Training*

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**Contact: Melissa Bank Stepno at [melissa@helenbrowngroup.com](mailto:melissa@helenbrowngroup.com).**

For Immediate Release

### Helen Brown Group VP to Purchase Company

Watertown, MA – The Helen Brown Group, LLC. (HBG), the leading consulting firm in North America for non-profits focused entirely on prospect research, prospect management, data insight, and fundraising due diligence, announced today that former vice president Melissa Bank Stepno has purchased HBG and becomes the company's new owner, president, and CEO, effective August 1, 2024.

"Over the past nineteen years, the Helen Brown Group has grown in size, in the services we offer, and in the strength of our reputation. I'm fiercely proud of our brilliant team and what we've accomplished so far. It's time to build even more on that strong foundation, and I'm delighted that Melissa will be carrying HBG forward into the future," said Helen E. Brown, HBG's founder.

A 25-year industry veteran and executive, Melissa Bank Stepno joined the company in 2023 to lead its Data Insight and DAFinitive® business areas. "HBG's company culture and reputation in the industry are two of its strongest assets and just two of the many reasons I am so excited to lead the team. Over the past year, Helen and I have worked closely together to assure a smooth transition for both clients and staff," Bank Stepno said.

With this purchase, Bank Stepno assumes full ownership of the company and its day-to-day operations. Brown will remain at HBG over the coming year working with clients and assisting in the transition process.

Moving forward, it will be business as usual for all the company's existing client contracts and relationships. The HBG consulting team will also remain the same. Quality of information delivered, concierge-style customer service, and great company culture remain the company's core values.

#### About The Helen Brown Group, LLC

Founded in 2005, The Helen Brown Group LLC is the largest firm in North America focused exclusively on prospect development consulting, including prospect research, prospect management, data insight and fundraising due diligence. The company also owns and operates DAFinitive®, the only searchable database that helps prospect researchers and fundraisers find information about donor advised funds. The company employs a team of salaried consultants and has served over 1,000 clients around the world, representing every nonprofit sector and ranging in size from regional community centers to world-class arts and culture institutions, healthcare and biotech research institutes, secondary schools and research universities. For more information, visit [www.helenbrowngroup.com](http://www.helenbrowngroup.com), or visit our searchable donor advised funds database, [www.dafinitive.com](http://www.dafinitive.com).