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**PROFILE**

I approach one-on-one fund raising with gusto and sophistication, and know how to ignite the spark that occurs when an organization is able to convey to a donor that its mission matches his or her convictions. With 25 years experience, in development offices ranging in size from just me to 30 professionals, I am ready to teach the skills that create dramatic growth for non profit organizations.

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|--------------|---|----------------------------------|
| 2008-present | Jump Start Growth, Inc<br>Assisted a wide range of organizations in the human services, social change, and arts arenas to strengthen their relationships with their best donors and prospective donors.   | President                        |
| 2005-2008    | <i>Maryland ACLU</i> , Baltimore, MD<br>Responsible for all fund raising programs for state affiliate, in conjunction with national office. <ul style="list-style-type: none"><li>◆ Directed creation of five year strategic plan.</li><li>◆ Launched first comprehensive campaign, with \$5 million goal.</li><li>◆ Secured over \$3 million in planned gifts.</li><li>◆ Increased largest gift from \$25,000 to \$500,000</li></ul>   | Director of Development          |
| 2003 – 2004  | <i>Equal Justice Works</i> , Washington, DC<br>Responsible for cultivation and solicitation of individual and corporate donors in New York, Chicago, Minneapolis, San Francisco, and Los Angeles. <ul style="list-style-type: none"><li>◆ Met goal of securing funding for 23 two-year social justice fellowships (up from 13 the previous year), with contributions totaling \$1.334 million</li></ul>   | Regional Director of Development |
| 1997 - 2003  | <i>The Wilderness Society</i> , Washington, DC<br>Responsible for cultivation of 120 individual donors giving between \$1,000 and \$350,000 annually throughout the Midwest (the organization's only territory without a regional office) <ul style="list-style-type: none"><li>◆ Provided stewardship for major individual donors, and increased contributions from region from \$230,000 per year to \$800,000 per year</li><li>◆ Created and executed cultivation strategies for foundation executives and trustees, and collaborated on writing proposals and reports</li><li>◆ Orchestrated cultivation and solicitation of a \$1,000,000 campaign pledge, the largest gift from a non-board member in the institution's history</li></ul> | Regional Director of Development |

- 1995 - 1997      *Thornton Friends School, Silver Spring, MD*      Director of Development
- Responsible for creation of development operation focused on alumni and parents
- ◆ Developed annual fund solicitation of alumni and parents
  - ◆ Created alumni network through newsletters and reunions
  - ◆ Organized first annual auction
- 1989 - 1994      *Pendle Hill Retreat Center, Wallingford, PA*      Director of Development
- Responsible for capital campaign, from conducting feasibility interviews to organizing victory celebration
- ◆ Managed successful \$4 million campaign for building renovation/expansion and endowment
  - ◆ Solicited over \$500,000 annually in planned gifts, including bequests, pooled income fund gifts, annuities, and charitable remainder gifts
  - ◆ Managed annual fund of \$80,000 to \$120,000 per year
- 1984 - 1988      *Scattergood Friends School, West Branch, IA*      Director of Development
- Responsible for transformation from passive to dynamic fund raising program.
- ◆ Generated long range plan by interviewing donors and board members, and synthesizing recommendations
  - ◆ Completed 3 year, \$550,000 capital campaign in 15 months, including major gift solicitation, foundation solicitation, direct mail, and phonathons staffed by student volunteers
- 1982      *Peace Pedallers, San Francisco to Washington DC*      Originator and participant
- ◆ Raised funds, recruited participants, organized speaking engagements and hospitality for 8-month, 6,000 mile bicycle trek to promote disarmament