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OBJECTIVE

Help non profit organizations achieve their mission of transformation through effective and efficient fund development strategies

EXPERIENCE

Senior Consultant

MajorGiftsMT, Bozeman, MT

May '09 - Present

MONTANA CONSULTANT. Assist small to medium non profit organizations in their quest to establish or strengthen a major gifts program.

Senior Director of Development

Montana State University Foundation, Bozeman, MT

Mar '08 - Apr '09

- NEW MAJOR GIFTS EFFORT. Utilizing "moves management" within a highly disciplined team structure, helping the College of Education, Health and Human Development create its first real major gifts program.
- Leading College leadership and faculty in formulating compelling case. Focusing on recruiting resources to expand capacity of the College to serve a sparsely populated state that has few institutional resources.
- Position eliminated due to Foundation budget crisis.

Principal

Sheehy & Associates, Saint Paul, MN

May '05 - Feb '08

- STRATEGIC COMMUNICATIONS AND DEVELOPMENT. Board development and crisis fundraising for small struggling nonprofits.
- Primary writer of \$225,000 USDA grant (funded in full) for a cooperative loan fund.
- Co-writer with a board member of \$50,000 operating grant through private foundation.

Senior Director of Major Gifts

Augsburg College, Minneapolis, MN

Jun '00 - May '05

- MAJOR GIFTS LEADERSHIP. Portfolio of about 125 prospects including parts of Minnesota and northeastern United States. Solicited annual fund gifts up to \$10,000 and successfully solicited three six-figure gifts as a part of a \$50 million comprehensive campaign.
- Integrated planned giving into the major gifts program.
- Managed a complicated principal gifts solicitation involving the college president and a \$10 million request (this approach, while unsuccessful, led to a later \$1 million gift credited to the campaign).
- Incorporated use of technology in supporting moves management approach to major gifts fundraising.
- Two major gifts officer direct reports.

Director of Major Gifts

Macalester College, Saint Paul, MN

May '96 - May '00

- NEW TERRITORY with a portfolio of about 150 prospects included parts of Minnesota and the United States west of the Mississippi River, an area that had not received attention previously.
- Solicited complicated \$2 million gift as part of a \$55 million comprehensive campaign that established a President's discretionary fund for diversity issues. This fund would eventually become endowed as part of the agreement.
- Served as mentor to two promising staff members who have successfully advanced their development careers.

Contract consultant

Interfaith Volunteer Caregivers, Hudson, NY

May '95 - Apr '96

- STRATEGIC COMMUNICATIONS AND DEVELOPMENT. In 1988 in Lewiston, Idaho, assisted one of 25 Robert Wood Johnson Foundation-funded local demonstration programs in planning a transition to community based funding.
- In 1995 to 1996 assisted an association of 400 Robert Wood Johnson Foundation-funded organizations with fundraising strategy, strategic communications and regional strategies. Successor entity at <http://www.fianationalnetwork.org/>

Director of Development

Hillcrest Family Services, Dubuque, IA

May '90 - Apr '95

- NEW DEVELOPMENT PROGRAM. Increased support through direct mail annual giving program.
- Began outreach to statewide constituency resulting in major gifts including \$50,000 from an individual in rural Iowa.
- Organized and directed successful \$1 million capital campaign and solicited largest gift of \$100,000 resulting in naming of one residential treatment cottage. Also prepared successful \$50,000 grant request. Two non-development direct reports.

Assistant Director of Development

Menninger Clinic, Topeka, KS

Aug '88 - Aug '90

CORPORATIONS & FOUNDATIONS. Responsible primarily for renewal of \$900,000 in corporation and foundation support through preparation of proposals. Collaborated with investigators and a senior development officer in writing proposals (The Menninger Clinic now is part of Baylor University in Texas).

Director of Community Relations and Administrator of Medical Center Foundation

St. Joseph Regional Medical Center, Lewiston, ID

Jun '85 - Mar '88

FIRST CAPITAL CAMPAIGN. Organized and directed a volunteer-driven capital campaign to raise \$750,000 to assist in construction of a new radiation oncology center. Campaign, first in modern history of institution, exceeded goal. No development program in place prior to campaign.

Manager of Public Relations

Northern Montana Healthcare, Havre, MT

May '83 - May '85

COMMUNITY RELATIONS. Established new community relations program and rallied community support around infrastructure improvements. Lead creation of volunteer Docent program.

Reporter/Editor

The Havre Daily News, Havre, MT

Mar '79 - Apr '83

EDITORIAL LEADER. Responsible for editorial product of small five-day daily newspaper. Four direct reports. AP Community service award for community forum on teenage drug use.

Reporter

The Montana Standard, Butte, MT

Jun '78 - Mar '79

COMMUNITY JOURNALISM. Government and Historic Preservation beats.

EDUCATION

Bachelor of Arts (Journalism - Newspaper)

University of Montana, Missoula, MT

Jun '80

Writer/editor, Montana Kaimin

MAJOR / PRINCIPAL GIFTS

SUMMARY OF EXPERIENCE: Ten years as a major gifts officer and leader in higher education (total 22 years in development). Portfolios ranging up to 150 managed prospects. Responsible for organizing and directing successful major and capital fundraising programs for healthcare, social services, and higher education with supervisory responsibility ranging from one to 10 staff members. | ** Four capital campaigns totaling \$100 million. Directing two and staffing two more. | ** Successful major gifts solicitations up to \$2 million. Annual gifts solicitations up to \$10,000. | ** Experience incorporating deferred giving as part of major gift plan. | ** Experience managing complex principal gifts solicitations involving senior leaders. | ** Familiarity with most U.S. major metropolitan areas.

CORPORATIONS, FOUNDATIONS, GOVERNMENT

SUMMARY OF EXPERIENCE: Responsibility for renewing \$900,000 in annual support through corporation and foundation funders. Collaborate with medical investigators in finding language that adequately describes their projects to the lay reader. Recently awarded \$225,000 USDA grant.

COMMUNICATIONS & JOURNALISM

SUMMARY OF EXPERIENCE: Writing and designing communications supporting the major gifts and capital fundraising enterprise including case statements, brochures, letter proposals, reports. Concise writing style developed through experience as a newspaper reporter/editor and under mentorship of a senior development officer.

SELECTED TRAINING SEMINARS

MNA Connections (Montana Nonprofits Association), 3 days, Missoula, 2009 | Gifts of Insurance (GiftLaw Teleconference), 1 day, St. Paul, 2005 | Annual Conference (Minnesota Planned Giving Council), 2 days, St. Paul, 2004 | Building a Winning Planned Giving Program (Leiser & Caldwell), 2 days, Philadelphia, 2003 | Art & Science of Donor Development, Minneapolis, 2 days, 2002 | National Conference (Association of Lutheran Development Executives) 2 days, Minneapolis, 2000 | Major Gift Planning (Sharpe Group), 2 days, New York, 1999 | Summer Institute in Educational Fundraising (Council for the Advancement & Support of Education) 5 days, Dartmouth College, 1996 | Comprehensive Planned Giving Seminar (R&R Newkirk), 5 days, Scottsdale, 1986.

SELECTED COMMUNITY AND PROFESSIONAL INVOLVEMENT

Board President, Hamline Midway Coalition 2005-2007 (board member 1999 to 2008) | Board Member, Sparc Community Development Corporation 2001-2007 | Member, Minnesota Planned Giving Council 2002-2006 | Member, Eastern Iowa Planned Giving Council 1990-1993 | Director, Dubuque Community School District Board of Public Education 1994-1996 | Member, Rotary Club of Dubuque 1990-1995 | Chair, Task force to Overcome Racism in Topeka 1989-1990 | President, Montana Society of Hospital Community Relations and Development 1984-1985 | President, Society of Professional Journalists Montana Chapter 1982-1983 | Co-Founder Montana First Amendment Fund 1983.