

# Fundraising on a MISSION

Clarinda Hanson White

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Development Consultant, Owner | Fundraising on a Mission

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## Consulting Services

- ☞ Capital Campaigns
- ☞ Interim Director Services
- ☞ Strategic Planning
- ☞ Fundraising Assessment/Recommendations
- ☞ Corporate Sponsorships
- ☞ Development Office Start Up
- ☞ Fundraising Plan
- ☞ Mentoring / Coaching
- ☞ Board Fundraising Workshops
- ☞ Major Gift Solicitation
- ☞ Membership Strategies
- ☞ Prospect Identification and Rating
- ☞ Special Events

## Interim Executive Director Clients

- ☞ Washington County Museum
- ☞ Tigard Historical Society

## Interim Development Director Clients

- ☞ Portland Center Stage
- ☞ Campfire Columbia
- ☞ Children's Cancer Development Therapy Institute
- ☞ St. Andrew Legal Clinic
- ☞ Evergreen Aviation and Space Museum
- ☞ Portland Gay Men's Chorus
- ☞ Living Yoga
- ☞ Cat Adoption Team
- ☞ Dress for Success Oregon
- ☞ The Historic Trust
- ☞ Washington County Museum

## Capital Campaigns Clients

- ☞ Southern Coos Health Foundation / Feasibility Study: \$1 Million campaign goal
- ☞ Willamette Falls Legacy Project / Rediscover the Falls: \$10 Million campaign
- ☞ St. Michael Catholic Church: Communications message to donors of Quiet Phase
- ☞ Northwest Mother's Milk Bank: \$500,000 campaign
- ☞ Banks Public Library: \$750,000 campaign
- ☞ Domestic Violence Resource Center: \$16,000 campaign
- ☞ Washington County Museum: Prospect Identification ~ \$2.5 Million campaign
- ☞ Hillsboro Artist Regional Theatre: \$600,000 campaign
- ☞ The Historic Trust / Campaign Readiness: \$3.5 Million campaign
- ☞ Family Promise of Beaverton: \$300,000 campaign

## Sample of Fundraising Experience

### ***Evergreen Aviation and Space Museum***

Interim Development Director

Responsible for creating a robust fundraising program.

- ⌘ Stabilized fundraising efforts during a time of transition and crisis for the Museum
- ⌘ Assessed challenges and strengths of annual fundraising programs
- ⌘ Developed new membership renewal practices that increased membership renewals by 10%
- ⌘ Increased revenue for annual fundraising gala by 100%

### ***St. Andrew Legal Clinic***

Interim Development Director

Responsible for securing major gifts and sponsorships raising \$750,000 in annual funds.

- ⌘ Identified new foundations and individuals and businesses for funding.
- ⌘ Increased sponsorships for the 2014 Taste for Justice event by 32% and the gross income by 20%.
- ⌘ Trained new Executive Director in the art and science of fundraising.

Consultant

- ⌘ Made major donor cultivation visits with Executive Director
- ⌘ Planned and executed annual Gala in 11 weeks with a net revenue increase of 39%+

### ***Beaverton Arts Foundation***

Development Consultant

Responsible for raising funds for Beaverton Mayor's Ball corporate sponsorship, live auction and special appeal.

- ⌘ Increased Beaverton Mayor's Ball revenue by 90%, 53%, and 36%

### ***Dress for Success Oregon***

Development Director

Responsible for all revenue streams including major gifts to meet a \$480,000 annual operating budget.

- ⌘ 25% increase in revenue for signature event raising \$246,000 in 2011 including sponsorships
- ⌘ Created first friendraising / fundraising plan.
- ⌘ Developed new donor program called Tuck Ten and sponsorship program called Sponsor a Woman

### ***Washington County Museum***

Development Director

Responsible for creating robust fundraising program.

- ⌘ 100% increase in membership and annual appeals raising \$60,000 annually
- ⌘ 85% increase in revenue for the annual Gala raising \$85,000 - \$95,000 annually
- ⌘ 150% increase in corporate sponsorships raising \$75,000 annually

## Affiliations

- ⌘ Nonprofit Association of Oregon (NAO), Business Verified Affiliate Member and Associate Consultant
- ⌘ Interim Development Director Group of NAO, Founding Member, 2005-2018
- ⌘ Portland Gay Men's Chorus, Fund Development Committee
- ⌘ Nonprofit Peer Learning Group
- ⌘ Association of Fundraising Professional (AFP), 2016 Board Member
- ⌘ Willamette Valley Development Officers (WVDO), 15+ Years of Experience Affinity Group
- ⌘ NPN (Nonprofit Professionals Now), Associate Consultant
- ⌘ Collective Wisdom Consulting Group

## Other Past Clients

- ⌘ American Association of Museums
- ⌘ Beaverton Arts Commission
- ⌘ Community Choices
- ⌘ Destination Rehab
- ⌘ Folktime
- ⌘ Historic Preservation League of Oregon
- ⌘ Impact NW
- ⌘ Josiah Hill III Clinic
- ⌘ Lake Oswego Arts Festival
- ⌘ Lewis & Clark College, Gallery of Contemporary Art
- ⌘ MIKE Program
- ⌘ Multiple Sclerosis Society of Portland
- ⌘ Northwest Film Center
- ⌘ Oregon Crusaders Drum & Bugle Corps
- ⌘ Beaverton Arts Foundation
- ⌘ Homeplate Youth Services
- ⌘ Rice Northwest Museum of Rocks & Mineral
- ⌘ Portland Art Museum
- ⌘ Portland Community College
- ⌘ Portland Rose Festival Association
- ⌘ Portland Taiko Drumming and Dance
- ⌘ Print Arts Northwest
- ⌘ Restore Oregon
- ⌘ Scandinavian Heritage Foundation
- ⌘ Serenity Homes of Oregon
- ⌘ SOAR (breast cancer survivors)
- ⌘ Tigard Historical Association
- ⌘ Tillamook Bay Community College
- ⌘ Vestibular Disorders Association
- ⌘ Vision Northwest
- ⌘ Washington Trust for Historic Preservation
- ⌘ Garden Home Community Library
- ⌘ Hoyt Arboretum