
NONPROFIT PROFESSIONAL

Proven history of successful development and management

- Over 20 years experience in fund raising, development and revenue generation in both for/nonprofit sectors.
- Secured over **\$360 million** for nonprofit entities since 1996.
- Expertise in Major Gifts and Corporate Donation initiatives/programs.
- Strength in strategy development/implementation.
- Innovative leader with exemplary qualifications and skill-set; team player/builder.
- Successful development of “Cause-Marketing” programs.

DJF Consulting (CEO)

2005 – Current

Founder of a private, nonprofit consulting firm with expertise on fund raising and development, public affairs/communications and marketing, reorganization, strategy and management. Clients included:

- **Southampton Hospital Foundation**

Named Interim President of this Community Hospital Foundation.

- Reorganized Foundation to become fundraising arm for the Southampton Hospital.
- Implemented new Capital Campaign Initiatives; Major Gifts, Corporate Donations/Sponsorships, Planned Giving, Workplace Giving-Employee Deduction, Programs/Events; secured **\$7.3 million**.
- Launched **\$100 Million** Capital Campaign for construction of new community hospital; secured pledges.
- Revitalized Board of Trustees; Established personal and solicitation criteria (give & get).
- Reorganized Marketing/Public and Community Affairs.

- **National Charitable Donations**

NCD is an organization that enhances fundraising for charities in a cost efficient manner through Payroll Deduction systems (ADP, Paychex, Ceridian, Compupay); **\$20 million** donations, year-one.

- Developed a web-based system that significantly increases the amount of charitable giving provided by corporate and small businesses employees.
- Negotiated partnerships with the nation’s largest payroll processing firms to establish a “charitable contribution” payroll deduction.
- Created a service which can be incorporated into the paychecks of over 40 million individuals and allocate donations to over 1.5 million charities globally.
- Negotiated the merger of the organization to a larger non-profit organization.

American Cancer Society, New York, NY

Vice President, Development 2003-2005

- Oversee ACS’s Major Gifts and Corporate Development/fundraising initiatives.
- **\$50 million** Capital Campaign for Hope Lodge, New York City
- Created CEO Roundtable and Engagement programs to establish senior-level, Corporate/Individual (major gift) support.
- Implemented Strategic Major Gift Campaigns; research through “ask.”
- Restructured Corporate Development to enhance fundraising initiatives through Corporations.
- Developed numerous, revenue generating strategic relationships with partner firms.
- Provide leadership to five direct reports and overall activity for 125 regional/national personnel.

Americas Society/Council of the Americas, New York, NY; Washington DC
Senior Director, Development & Corporate Relations 2001-2003

- Managed corporate relations, fundraising and marketing department for member-driven nonprofit trade association founded by David Rockefeller in 1965.
- Established new member requirements, generating over **\$20 million** in funding, eliminating the need for parent (Rockefeller Group) support.
- Established new, member programs/initiatives such as roundtables to better identify member issues.
- Worked with AS/COA lobbying office in Washington, DC to promote member issues to US Congress to action/results.
- Developed and implemented new marketing initiatives to secure 125 new members.
- Establish guidelines for existing/new board member(s) activity/support.
- Worked with board members/committees on numerous fundraising and business development initiatives.

Latconsa Group, New York, NY
Managing Director, Nonprofit Sectors 1996-2001

- Managed New York office, staff of five.
- Developed and managed “Nonprofit Finance Fund.”
- Developed marketing and fundraising strategy for client organizations, securing over **\$100 million** in contributions.
- Oversaw business development activities.

ADDITIONAL PROFESSIONAL EXPERIENCE:

Owens Corning Corporation, New York, NY
Vice President, Marketing & Corporate Development 1990-1996

- Identified/Acquired several entities to build division from \$65 million to over \$1 billion in revenues.
- Responsible for all consumer and trade marketing activities; managed \$21 million budget.
- Established new product lines and strategic relationships.

Levolor Corporation, Parsippany, NJ
National Product Marketing Manager 1983-1990

- Developed and managed national marketing campaigns for key product lines.
- Established new Retail, Hardware/Home Center channel; \$125 million in new revenues.
- Developed Do-It-Yourself, “Made-To-Measure” programs, now industry standard.

SKILLS: Expert in numerous CRM software programs, Raiser’s Edge, Goldmine, ACT and all Microsoft Office programs. Spanish Language skills; Speak/Write.

EDUCATION: BBA, Hofstra University, Hempstead, NY