

Carole Weaver, PhD, CFRE

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Profile

A seasoned professional accomplished in the full range of fund-raising functions. Especially effective at strategic planning, and the cultivation and solicitation of donors. Adept at supporting leadership, staff and volunteers in achieving philanthropic goals. An inspired educator and trainer, with a mastery of communication, and dynamic inter-personal skills. Successful with a wide cross-section of non-profit entities with a proven track record in the following areas:

Special Events	Planned Giving Marketing	Developing Publications
Donor Stewardship	Estate Gift Management	Nurturing Start-Up Operations
Board Development	Strategic Planning	Capital Campaign Solicitations

Professional History

The College of New Rochelle, New Rochelle, NY

Director of Gift Planning

2001 to the present

- Raised \$7 million in major gifts for both Annual Fund and Capital Campaign
- Promoted and managed \$4.5 million in estate gifts
- Achieved over 1,000 cultivation and solicitation visits throughout USA
- Developed successful ads, articles, mailings and promotions for planned giving
- Managed a \$1.3 million charitable gift annuity program and increased annuities by 20%
- Inaugurated the endowed scholarship program with new gifts totaling \$700,000.

Resource Development (Consulting firm)

Principal Consultant

2000 to 2009

- Established first development plan for New Dawn Foundation, New Rochelle 2001-2
- Expanded gala revenues for The New York College of Podiatric Medicine, NYC, 2001
- Trained metropolitan educational professionals in fund-raising affecting 100,000 school age children , The Milliken Foundation: Center for Educational Development, New York City , 1997-1998

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The New York College for Holistic Health Education and Research, Syosset, NY

Director of Development

1999-2001

- Established first professional functions in development and external affairs
- Initiated the College's sponsorship of their first major symposium for physicians and consumers in alternative medicine
- Doubled funding from corporate, foundation and individual donors

Sound Shore Medical Center, New Rochelle, NY and The Mount Vernon Hospital, Mount Vernon, NY

Director of Development; Director of Human Resource Government Contracts

1994-1999

- Initiated and implemented the first Office of Development during a period of major financial and public relations distress
- Generated a 400% surge in positive press coverage; doubled community outreach programs
- Instrumental in facilitating a merger with a major medical center
- Assisted in garnering \$35 million in government grants and contracts for merged entity.
- Brought Denzel Washington to Gala Event to raise \$500,000 in 1998

Iona College , Advancement , New Rochelle, NY

Director of Grants

1987 to 1994

- Conducted effective lobbying campaign, boosting government appropriations by 300%
- Aggressive programs increased funding levels by more than 1000% within 5 years
- Generated over \$2.1 million from corporate, foundation and government sources.

College Faculty Positions, Departments of English

1965 to 1987

- University of Maryland, College Park and Heidelberg (European Division); University of Delaware, (Newark, Delaware); St. Francis College(Brooklyn, NY); Iona College (New Rochelle, NY)

Education

PhD, English Literature, University of Maryland, College Park, Maryland, 1977

BA, English & Education, Loyola College (formerly Mount Saint Agnes), 1965

Certified Fund-Raising Executive (CFRE), Awarded 2000, 2004, 2006

Community Service

Foundation for the Advancement of Innovative Medicine (FAIM), New York City; SUNY Purchase, Purchase , New York; Tarrytown Music Hall, Tarrytown, NY; National Medical Fellowships, New York City/Chicago/Los Angeles/ San Francisco; ArtEgg Studios, New Orleans, Louisiana; Partners for the Americas, Government of St. Lucia, Dutch Antilles 2003

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Affiliations

Association of Fund-Raising Professionals

Women in Development, New York

Philanthropic Planning Group of Greater New York

A List of Selected Articles and Presentations

Presentation: "Karaoke, Wheelchairs, and the Harvest of Suffering: The End of Year Gift,"

Association of Development Officers, October, 2009

"Jean Little," *CNR Quarterly*, Winter 2007

"Remembering the Past: Peggy McConnell" *CNR Quarterly*, Spring, 2005

Presentation: CASE Conference, February 2006 "Planting the Seeds of Philanthropy"

Honors Convocation Address, CNR SAS, SON November 2003 The College of New Rochelle

"The Odyssey of a Fund Raiser", *ADO Newsletter, Long Island* 1999