

Elizabeth Cameron

Professional Summary

Nonprofit professional with extensive development experience. High-success rate of securing philanthropic support through all revenue streams for nonprofit organizations including major gifts, corporate giving, foundation grants, and special events.

Skills

- | | |
|-----------------------------|-------------------------------------------|
| - Board development | - Grant writing |
| - Strategic planning | - Strong verbal and written communication |
| - Project management | - Excellent public speaking skills |
| - Donor centric fundraising | - Established advocacy |
| - Data management | |

Work History

April 2019- Present

Executive Director

Mendocino Area Parks Association (MendoParks)- Mendocino, CA

Oversee staff and volunteers; Responsible for hiring, firing, maintaining records, compliance, fundraising, project management, program development, and ensuring sound financial practices; Support board development and recruitment. Established premier documents within first year in position: strategic plan, fundraising plan, annual plan with California State Parks, marketing plan, and initiated board development and JEDI trainings (justice, equity, diversity, and inclusion).

January 2017 – April 2019

Director of Development

Mendocino Woodlands Camp Association- Mendocino, CA

Create and implement development plan; Establish fundraising program and Increase individual donor contributions (Increased unrestricted donations by 194% in 2017 and by an additional 27% in 2018) ; Increase visibility to local community and statewide; Research fundraising opportunities; Write proposals and reports; Establish grants' pipelines; Update print and online materials (brochure, case statements, website, social media); Build relationships with partners and legislature; Advocacy work locally and in Sacramento; Assist Board with revising mission statement; Assist Board with revising and

developing strategic plan; Craft annual appeal and fundraising language for direct and email solicitations; Establish sponsorship with local businesses; and, Create quarterly newsletter.

May 2014 – January 2017

Director of Development

Dancing Earth Indigenous Dance Creations- San Francisco, CA

Researched funding opportunities; Wrote proposals and reports; Secured nominations and awards for company and Artistic Director, including the 2018 Kennedy Center Citizen Artist Award; Established fundraising program; Developed written materials (case statement; strategic plan); Increased social media marketing; Developed grants calendar; Planned annual budgets along with Director and key staff; Crafted annual appeal and fundraising language for email solicitations; Completed DataArts profiles; and, Edited newsletters.

July 2015 – January 2017

Grant Writer

Sacred Places Institute for Indigenous Peoples- Santa Monica, CA

Research funding opportunities; Develop strategic plan for proposals; Write proposals; Develop budgets; Communicate directly with Executive Director; Submit proposals for grants; Follow up on status of proposals submitted; Maintain records of proposals submitted; Develop and maintain spreadsheets outlining potential funding opportunities and submitted grant statuses.

August 2013 – January 2017

Grant Writer

Sherman Indian High School and Sherman Indian Museum- Riverside, CA

Research funding opportunities; Develop strategic plan for proposals; Write proposals; Develop budgets; Communicate directly with Executive Director; Submit proposals for grants; Follow up on status of proposals submitted; Maintain records of proposals submitted; Develop and maintain spreadsheets outlining potential funding opportunities and submitted grant statuses.

Education

Bachelor of Arts (BA) in Dance
Minor in Native American Studies
University of California, Riverside
June, 2015

Professional References: Available on Request
