

JAMES QUINTON SNODGRASS

SUMMARY:

Dynamic, innovative professional with more than fifteen years of experience serving the underserved through exceptional health and human service organizations. A charismatic leader with proven ability to manage and motivate staff and volunteers. Comprehensive knowledge and applied experience in resource development, including board development, major gifts, corporate and foundation management, as well as strong skills in project management, business administration, finance and operations management. A consensus builder; coordinating effectively with a broad range of constituents. Outstanding presenter with strong oral and written communication skills. Creative thinker, with proven competency in initiative development, generating solutions and new approaches which create organizational success.

PROFESSIONAL EXPERIENCE

UNITED WAY OF LAKE COUNTY – Lake County, IL

7 million-dollar organization focused on Kindergarten Readiness, Early Education and Safe and Stable Families

Vice President Feb 2017 to Present

Currently leading a team focused on corporate and community engagement with strong emphasis on public/private partnerships

Selected Accomplishments:

- After attending 2024 ALICE national conference, partnered with members of the senior team to drive the integration of ALICE methodology and data sets into existing programming and messaging, to the benefit of programmatic and fundraising outcomes.
- Managed fundraising strategic planning and day to day operations including but not limited to employee giving campaigns, special events, foundation outreach, new business development and major gift solicitation and cultivation.
- Just prior to COVID, helped drive the launch of and funding for 211, a 24-hour information and referral service that started serving 750K Illinois residents, and has since been replicated in Chicago and now covers 95% of homes statewide.
- During COVID, led the creation of an emergency response fund which raised \$1.3M and allocated emergency grants to programs and services in critical need as identified by 211 caller requests for assistance.
- In 2020, one of 20 people nationwide selected to participate in United Way Worldwide's Advanced Leadership Program, a year long course to train future executive directors in leadership, management, PR and community organizing.

UPWARDLY GLOBAL – Chicago, IL

5 million-dollar organization helping skilled, legal immigrants, refugees, and asylees connect with employers in need of STEM trained professionals.

National Director of Development 2014 to 2017

Built Upwardly Global's network of individual supporters through board recruitment, active employer partnerships, a national direct response initiative and individual engagement.

Selected Accomplishments:

- Directing and training a national team of executive leaders on the strategy of individual and institutional partnership and prospect development.
- Restructuring the organizational database to enhance reporting, analysis, revenue tracking and donor communications.
- Developing a strategic \$100K Direct Response program to connect individuals with the organization's mission, in order to drive awareness and philanthropic support.
- Drove national annual gala events in three distinct geographies, while managing leadership, logistics, sponsorship and presentation.

INTERFAITH YOUTH CORE – Chicago, IL

4.5 million-dollar organization dedicated to helping college students become inspiring interfaith leaders capable of leading a movement of interfaith cooperation.

Director of Institutional Advancement, 2012 to 2014

Built Interfaith Youth Core's mid and major gift donor engagement strategy. Developed a peer to peer, volunteer directed, membership society (the President's Council) to engage donors giving more than \$1,000.

Selected Accomplishments:

- Cultivated new relationships with individuals and organizations that generated new corporate partnerships, board recruitment opportunities, increased foundation support, and active involvement of local and national volunteers.
- Planned and implemented multiple events which engaged high level external partners, donors and executive staff.
- Developed a system of peer to peer lead generation and pipeline management, where lead generation was previously the near exclusive role of the founder and president. In the first year, this system generated 368 direct donor referrals and increased the number of \$1,000+ donations by more than 300%.
- Managed internal managerial aspects of the development team such as budgets, staff reviews, strategic planning, foundation and program support.

BUILDON – Chicago, IL

7 Million-dollar organization supporting at risk youth by engaging them in after school service activities and building schools in developing countries.

Vice President Midwest, 2010 to 2012

Coordinated all the executive level functions of the buildOn Midwest Chapter, including but not limited to, board recruitment, board engagement and meeting coordination, major gift fundraising, volunteer management, corporate and media relations, and management of CPS and charter school relationships.

Selected Accomplishments:

- Expanded local board of directors by 60% with notable members such as the CFO of Mesirow Financial, a Senior VP from Edelman Public Relations, and a partner from PricewaterhouseCooper.
- Established new corporate partnerships with Groupon, NBC, The Chicago White Sox, Mesirow Financial and many more.
- Instituted a new program branch working with ACE Tech Charter High School, serving the Washington Park Community.
- Organized the highest attended and largest grossing buildOn event in Chicago, with over 650 guests in attendance and an in-room appeal that generated more than \$60,000 on the day of the event.

CARE USA – Atlanta, GA

500 Million-dollar organization providing emergency relief and long-term poverty relief in 70 of the poorest nations in the world.

Director of Special Giving, 2008 to 2010

Managed fundraising and donor stewardship functions for a portfolio of 3,300 donors, overseeing a \$6.9M revenue goal, a budget of \$655,000 and an 8-member team. Directed all donor communications for donors within the continental United States giving \$5,000-\$25,000 annually.

Selected Accomplishments:

- Created and implemented the annual and special giving donor retention programs based on moves management systems, and direct mail best practices to develop donors from the direct marketing programs into prospected and qualified donors capable of major gifts and high level organizational support.
- Worked with staff and high level volunteers to engage donors in advocacy goals that targeted key legislators for in district meetings and engagements on Capitol Hill that supported CARE's mission of international poverty relief.
- Implemented a structured system of record keeping and database management through Donor Direct, which allowed staff to easily reference donor or volunteer interactions and allowed management to easily report fundraising success.
- Gained valuable experience and knowledge regarding many areas of international development and humanitarian relief work such as, Emergency Response, Health and Sanitation, Food aid, Sustainable agriculture, Climate Change, Education, and Conservation.
- Managed a full spectrum of departmental budgets that at the end of 2009 came in not only on budget, but 9% below budget due to cost saving measures and elimination of past duplication of work.

UNITED WAY OF METROPOLITAN CHICAGO – Chicago, IL

70 Million-dollar organization supporting health and human service organizations throughout metropolitan Chicago

Campaign Director, 2005 to 2007

Annual Fund Director, 2004

New Business Fundraising Director, 2002-2004

Advanced through a series of promotions culminating in the management of the general campaign staff of between 5-24 full and part-time staff, and responsibility for groups that generated \$11M-\$27M annual campaign revenue.

Selected Accomplishments:

- Worked with volunteers as solicitors, and through boards to achieve measurable results and outcomes in terms of benchmarks in revenue goals and process implementation.
 - Developed internal processes to facilitate Donor Cultivation models for corporate and individual asks, which rely on consistent consultative sales approaches and measurable activity within multiple working groups of solicitors.
 - Maintained a personal schedule of speaking engagements, and individual cultivation meetings to develop donor relationships and educate donors on the mission of United Way and importance of health and human service work and function.
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EDUCATION

BUTLER UNIVERSITY – Indianapolis, IN

Bachelor of Science, 1998

- Major: Business & Marketing I Graduated with honors
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