

hollymillion

FUNDRAISING CONSULTANT

182 HOWARD STREET #401, SAN FRANCISCO, CA 94105 | 415-902-0558 | HOLLY@HOLLYMILLION.COM

education 6/90 **STANFORD UNIVERSITY** STANFORD, CA
MA in Education. Teaching Credential in English.
Newman Fellowship for teaching excellence.

6/87 **HARVARD UNIVERSITY** CAMBRIDGE, MA
BA, magna cum laude, in English and American Literature.

development

experience 2/02 TO 6/06 **GIRLSOURCE** SAN FRANCISCO, CA
DIRECTOR OF DEVELOPMENT

start-up Created first-ever individual giving program for nonprofit organization providing meaningful jobs and leadership opportunities for low-income young women ages 14 to 18. Provided fundraising training to board of seventeen. Coordinated event called WAVE — Women of Achievement, Vision and Excellence — honoring women over 70 for lifetime achievements. Event grossed \$110,000, attracted 500 attendees and 20 corporate sponsors including Charles Schwab & Co., Wells Fargo Bank, McKesson, Genentech, Union Bank, Mervyn's, and Levi-Strauss & Co. Coordinated board of directors in record-breaking campaign that netted \$145,000 against a goal of \$125,000 in a three-week period.

merger 9/00 TO 2/02 **ACTERRA: ACTION FOR A SUSTAINABLE EARTH** PALO ALTO, CA
CO-EXECUTIVE DIRECTOR

Co-directed two nonprofit environmental organizations (Bay Area Action and Peninsula Conservation Center Foundation) with a staff of 19, two boards totaling 24 people, 20 programs, and a combined budget of \$1.3 million through merger. Managed human resources, finance, and development. Restructured financial systems, merged books, co-wrote first merged budget. Wrote first employee handbook and managed administrative staff. Conducted all major gift solicitations and wrote all foundation proposals, including successful two-year, \$350,000 government grant. Secured corporate grants from companies such as Working Assets, Deutsche Bank, and Oracle Corporation.

redesign 7/99 TO 9/00 **SAN FRANCISCO JAZZ ORGANIZATION** SAN FRANCISCO, CA
DIRECTOR OF DEVELOPMENT

Restructured development effort of West Coast's leading jazz institution, guiding organization to first-ever \$1 million in contributed revenue against a \$750,000 annual goal. Managed full-time development staff of four. Cultivated and upgraded top individual donor to \$200,000 gift — her next contribution was \$5 million. Developed strong working relationships with board. Recruited two powerful new board members from donor pool. Recruited eight major donors to serve on board committees. Secured major government grants from California Arts Council and National Endowment for the Arts.

build-out 10/95 TO 7/98 **INTERPLAST, INC.** MOUNTAIN VIEW, CA
DIRECTOR OF DEVELOPMENT

Oversaw fundraising and marketing for international nonprofit providing free surgery for children with birth defects. Managed staff of four full-time employees in addition to consultants and interns. Increased revenue by 61% during time with organization, bringing in \$2 million in FY98. Elevated foundation requests to new level between \$50,000 and \$250,000. Oversaw special events nationwide. Conducted major donor work nationwide, securing record-setting gifts including \$72,000 for Academy-Award-winning documentary film on organization, \$83,000 for new medical staff position, and \$150,000 individual gift for equipment. Developed organization's first-ever corporate giving program. Secured major contributions from companies such as Mattel, Hasbro, Mobil Oil, Coca-Cola, and Newman's Own. Largest corporate contribution secured was \$1 million from McDonald's.

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television producer 1997 TO PRESENT **PRODUCER** SAN FRANCISCO BAY AREA

I RAISED MONEY FOR THE FOLLOWING FILMS AND TELEVISION PROGRAMS:

Changing Room, a television show I wrote and directed that aired on PBS in 2005.

A Story of Healing, a film by Dewey-Obenchain Films that won the 1997 Academy Award for best short-subject documentary.

Blind Spot: Murder by Women, a film by Oscar-winning filmmakers Allie Light and Irving Saraf that premiered on HBO in 2000.

Everyday Heroes, a documentary film by Oscar-nominated director Rick Goldsmith that aired on PBS.

Stories of Lupus, a documentary which aired on KQED in 1999.

I WAS A FUNDRAISING ADVISOR FOR:

nonprofit consultant **ROB NILSSON**, a director who won the Camera d'Or at the Cannes Film Festival for Northern Lights and Grand Jury Prize at Sundance Film Festival for *Heat and Sunlight*.

JOHN KORTY, an Emmy- and Oscar-winning director whose films include *Farewell to Manzanar* and *The Autobiography of Miss Jane Pittman*.

ELISE ROBERTSON, director of *King of the Bingo Game*, which aired on PBS in 2000.

1991 TO PRESENT **CONSULTANT** SAN FRANCISCO BAY AREA

Provided public-relations, event-coordination and fundraising services for nonprofit clients in a variety of fields, including human rights, the environment, education, alternative healing, seniors, the arts, transportation, disability issues, social services, journalism, housing and homelessness. Wrote fundraising book, *Fear-Free Fundraising: How to Ask People for Money*.

REPRESENTATIVE NONPROFIT CLIENTS INCLUDE:

personal **BAY AREA GIRLS CENTER** 10/00 TO 10/01

Directed successful campaign to raise \$75,000 through efforts of 6-person board of directors for nonprofit whose mission is to empower adolescent girls.

AMNESTY INTERNATIONAL 2/95 TO 10/95

Managed start-up phase of \$2 million endowment fund promoting human rights.

BAY AREA ACTION (BAA) 12/91 TO 4/94

Organized Earth Day events attracting thousands of participants. Conducted Bay-Area-wide public relations effort. Co-directed fundraising effort two years straight to secure corporate sponsorships that included Bank of America, Lockheed, Odwalla, and Tom's of Maine among others.

Filmmaker. Writer. Reader. Surfer. Drummer. Explorer of interior and exterior landscapes. Interests in animals, food, storytelling and folklore, philosophy, psychology, and politics. Served on two nonprofit boards of directors. Bay Area transplant, with homes-away-from-home in Pittsburgh and Boston. Have traveled extensively throughout the United States, including coast to coast on the mainland and in Alaska and Hawaii. Have also traveled to South Korea, China, Thailand, Canada, Mexico, Nepal, and Mongolia. Good Spanish-speaking ability