

Amanda White

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Results-driven fund development professional with over 15 years of non-profit leadership experience in the Madison community

- Launched successful fund development consulting business in 2013
- Led fundraising consulting projects with over 15 Madison non-profits to raise over \$20 million collectively
- Raised over \$2,000,000 for a local non-profit over the last 2 years
- Prepared 6 non-profits for capital campaigns, assisting them to successfully secure six and seven-figure lead gifts
- Planned gala event that raised \$100,000
- Consistently grew fund development programs by 50-100% annually

Current Projects

- **Madison Public Market** – Lead \$5 million community capital campaign to build the Public Market
- **Housing Initiatives** – Re-brand entire organization and complete \$3 million capital campaign to build 60 units of affordable housing for homeless individuals with mental illness
- **Forward Theater Company** – Provide coaching on annual giving and conduct Board trainings
- **Madison Circus Space** – Provide coaching on implementation of a \$1 million capital campaign

Work Experience

- Amanda White Consulting, Madison, WI *President* 2013 -
- Provide strategic direction for capital campaigns
 - Identify lead gifts for capital campaigns/annual giving programs
 - Coach non-profits on identifying and cultivating major donors
 - Offer Board development advising
 - Provide brand development and messaging
 - Lead strategic planning
- Wisconsin Bike Fed, Madison, WI *Associate Director* 2009 – 2013
- Secured 4, 5, 6-figure gifts to support \$1.5 million budget
 - Managed the entire staff of 12 people
 - Wrote organization's strategic plans
 - Lobbied at the State Capitol with state legislators
 - Organized the nation's largest bike advocacy gala raising \$100,000+
- Community Car, LLC, Madison, WI *Vice President* 2003 - 2008
- Led company's financial growth from start-up phase to profitability
 - Managed the company's daily operations and staff
 - Recruited 1,000 carsharing members
 - Sold and managed \$100,000+ contracts
- Wisconsin Association of Lakes, Madison, WI *Development Officer* 2003
- Better Housing for Tompkins County, Ithaca, NY *Development Coordinator* 2001 - 2002

Education

University of Northern Iowa, B.A. Communication Arts, focus in Public Relations

2000

Leadership/Community Service

2003 – present: Downtown Madison, Inc. member
2013 – present: Association of Fundraising Professionals member
2014 – present: Marquette Neighborhood Association Board of Directors, Vice President
2010 – 2011: City of Madison Sustainability Plan Rewrite Committee
2007: Wrote a business plan that placed in top 12 out of 400 entries in the Governor's Business Plan Competition
2005 – 2014: City of Madison Transit and Parking Commission citizen appointee
2006: Named as one of Madison's *40 Under 40*

References

"I have found Amanda's expertise and knowledge to be at the highest level. We are so happy with her guidance of our capital campaign that we have extended Amanda's contract to see us through the entire campaign."

- Dean Loumos, Executive Director, Housing Initiatives

"I worked with Amanda to initiate a marketing and fund raising plan for Madison Audubon Society. I found her to be incredibly responsive to our needs. Also timely in her delivery. I would highly recommend Amanda to any other organization."

- Marcia MacKenzie, Board of Directors, Madison Audubon Society

"Amanda produced a well-researched Capital Campaign Feasibility Study and an attractive Case for Support for Red Caboose. I recommend Amanda highly as a Capital Campaign consultant. She is professional, energetic, and hardworking. Plus she is fun to work with!"

- Wendy Rakower, past Executive Director, Red Caboose Day Care