



Judith Coleman
Management Consultant

Areas of Expertise

- Grantor Relationship Management
- Strategic Initiative Development
- Project Management
- Resource Acquisition Strategy
- Content Management System Administration
- Affordable & Market Rate Housing Program Administration
- Conference Planning and Execution
- Personnel Training and Capacity Building
- Cross functional team leadership
- Community Engagement and Outreach

Summary of Experience

Ms. Coleman has extensive experience in management of grantor relationships, development of strategic initiatives, and project management. She has crafted resource acquisition strategies that have resulted in over \$10M raised. She has successfully recruited, trained, and managed both staff and volunteers. Her skills include management of affordable and market rate housing. She also plans and executes conferences and fundraising events.

Ms. Coleman's degree in urban studies, provides her with a robust foundation in critical areas crucial for effectively navigating the intricacies of government contracts. Her comprehensive background has equipped her with an extensive knowledge of policy analysis, government management, and social welfare. Ms. Coleman has dedicated her career to making a meaningful impact within the community. Her unique understanding of the complexities of the urban landscape has been applied through her work at nonprofit agencies, where she has consistently demonstrated her commitment to fostering positive change.

EXPERIENCE

Covenant House Illinois

With an emphasis on research, cultivation, engagement, and stewardship, Ms. Coleman is responsible for moving individual donors along the philanthropic spectrum and maximizing giving potential through a strategic and collaborative process. Also manage a portfolio of 150 donors, which includes local and national donors, managed through 2 separate databases; have raised in excess of \$4M since May 2020; and created a legacy giving program, increasing bequest gifts by 25%; and oversees donation documentation and stewardship process.



Roosevelt University

Ms. Coleman was responsible for Identifying, cultivating, and soliciting donors for major gifts, high impact annual gifts, planned gifts. Prepare stewardship reports for individuals, corporations, foundations. As Development Director, led all fundraising activity for College of Pharmacy, College of Education, Athletic Program, managing a portfolio of 175 donors. Identified, cultivated, and solicited donors for major gifts, high impact annual gifts, and legacy gifts. Prepare stewardship reports for individuals, corporations, foundations. Recruited nine Advisory Board members each for the College of Pharmacy and the College of Education. Created planned giving strategy for College of Education. Increased planned gifts by 20% within 1 year.

Increased database usage for constituent research, record maintenance, mailings, and events management by 50%. She improved the fundraising and donor relations process by establishing and implementing solutions to streamline the efficiency of pledge and gift processing and acknowledgements to 5 days or less. Collaborated with individuals at all levels of the university community to plan annual golf scholarship outing, advisory board meetings, and department events.

Voices for Children

Ms. Coleman was responsible for Volunteer Screening, Recruitment, Training & Management, Communications and Outreach Events. Developed and implemented a comprehensive volunteer recruitment plan which included the creation and launch of a Community Awareness Campaign. Increased recruitment of sworn-in Court Appointed Special Advocates by 50% within 12 months, to a total of 200. Identified continuing education opportunities and formulated retention initiatives to support volunteer development. Devised and implemented outreach strategies to identify a diverse pool of prospective volunteers through public presentations, information sessions, networking, special events and volunteer fairs, increasing the percentage of advocates of color by 25%.

Unity Christ Church

Was responsible for leading governance; board & executive committee leadership; membership guidance; set Agendas, presided at monthly meetings, appointed committees, composed monthly newsletters. She negotiated and finalized real estate transaction of a church property that yielded revenue 400% above appraised value. Created successful annual evaluation of church leadership. Wrote "Notes from the Board" article for monthly newsletter. Increased membership by 10% through outreach and community engagement. Donations increased by 25%.



Aim High St. Louis

Managed primary fundraiser managing 30 volunteers. Increased event revenue by 25% over prior year and increased Annual Giving Campaign by 25%. Designed and organization's first newsletter and marketing plan.

From 1994 – 2008 conducted fundraising consulting, planning and executing events and managing volunteers for the following organizations, raising in excess of \$500,000: Aim High St. Louis, John Burrough School Parents Council, Booklovers of St. Louis, Wesley House, Junior League of St. Louis, Parents as Teachers National Center

Phoenix Properties

Administered \$1.5M budget, supervised staff of 4 at 112-unit (market rate and Section 8) apartment complex and 96-unit (Section 8) apartment complex.

Education

B.A., Urban Studies, Mount Holyoke College

Certificate, Nonprofit Leadership Center Management Essentials Online Connection, The Allstate Foundation

Certified Fundraising Professional (CFRE) Credential

Systems and Languages

Microsoft Office Suite Products

Apple Office Products

Raiser's Edge and Every Action Databases

Employment History

2020 - Covenant House Illinois

2015 – 2020 Roosevelt University

2010 – 2012 Voices for Children

2009 – 2011 Unity Christ Church

2008 – 2009 Aim High St. Louis

1994 – 2008 Fundraising Consulting

1981 – 1984 Phoenix Properties