

Penny S. Harris

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SUMMARY

Development Professional with proven success establishing and managing fundraising programs, campaigns, and feasibility studies; consistently met and exceeded goals within required time-frames in the roles of staff member, consultant, and community leader. Skill building focused on raising six and seven figure gifts. Background includes experience in diverse organizations - universities/nontraditional schools, hospitals, historical museums, arts center, and social services agencies. Extensive experience working with volunteer leaders and leading staffs both with professional and support team members.

STRENGTHS

Strong leader with collaborative style * strategic fund development planning * demonstrated skills at balancing organizational goals with donors' interest, building strong teams for success and synthesizing large amounts of information to develop and implement strategic direction * proactive communication * relationship-centered approach to donors * adept at prospect research

PROFESSIONAL EXPERIENCE

Renewable Philanthropy LLC, South Portland, Maine 2013 - present
Professional Fundraising Coach

- Developed Mission Centered Fundraising
- Presentations and workshops
- Focus on building authentic donor relationships to support high donor renewal
- Thought leadership in creating fundraising as center of community building

PS Harris Associates, South Portland, Maine 1997- 2013
Consultant in Philanthropy:

- Organized and completed more than ten feasibility campaign studies conducting hundreds of interviews with people of interest and capacity to make leadership gifts throughout the United States
- Initiated and completed six capital campaigns ranging from \$3-6.3 million goals
- Authored numerous Cases for Support
- Worked with a small regional fundraising firm 1997-2001 doing capital campaigns and feasibility studies

Northeast Health, Rockport, Maine 1995-1997
Capital Campaign Director

- Directed a successful \$5.5 million capital campaign for this \$70M health care institution
- Developed strategy and leadership for solicitations of six and seven figure gifts
- Managed a staff of four including professional and support personnel
- Created and produced all campaign promotional materials, collateral and a video

Eastern Maine Healthcare/Eastern Maine Medical Center, Bangor, Maine 1989-1994
Director of Development

- Created, developed and implemented the Center's largest capital campaign raising \$6.3M slightly over goal
- Responsible for oversight of Campaign Director, development of major gift strategies and management of campaign leadership
- Managed and hired a staff of six professionals
- Assumed responsibility for directing Children's Miracle Network telethon, brought television broadcast on-site and increased funding by 30% (\$200,000)

Maine Public Broadcasting, Bangor, Maine
Corporate Support Director

1985-1989

- Created and implemented corporate underwriting program for Maine Public Broadcasting increasing business support by 300% (\$300,000) from well-known businesses statewide
- Produced and participated in on-air fundraising campaigns raising over \$1M annually

VOLUNTEER LEADERSHIP

- Oversaw merger of Maine Public Broadcasting television and radio entities while serving as University of Maine System Trustee and was responsible for recruiting the first Board of Trustees for the new organization
- Created, organized, and raised funding for the first statewide live televised Gubernatorial and US Senatorial debates in Maine as Trustee of League of Women Voters of Maine
- Chaired four campus president searches as University of Maine System Trustee
- Chaired two searches for Executive Directors at Center for Maine Contemporary Art Center. Guided this small arts organization as Trustee and Board Chair through transition from volunteer managed to professional staff; encouraged governance and culture shifts
- Presented at a National Press Conference for League of Women Voters in NYC which included Elizabeth Dole and other national figures.
- Presented eight well-attended workshops on “Writing a Case for Support” and “How to secure major gifts from individuals”.
- Advised the 1988 Presidential debate in New Hampshire for League of Women Voters of the United States
- Oversaw national fundraising planning (major gifts, direct mail, telephone solicitation) as Treasurer of League of Women Voters of the United States

EDUCATION

MS Business
BS Sociology

Husson University
University of Maine

Bangor, Maine
Orono, Maine

PROFESSIONAL DEVELOPMENT

- Gestalt International Study Center, Certification for Professional Coaching, 2013
- The Dream Partners - Integral Leadership Seminar – 2008
- Hurricane Island Outward Bound School – 5-day Leadership Invitational - 1999
- Harvard Business School/Executive Education – Critical Issues for Board Leadership ‘99

CURRENT PROFESSIONAL ACHIEVEMENT AND MEMBERSHIPS

- **International Coaching Federation - certification 2013**
- Certified Fundraising Executive – 2003 re-certified in 2006 and 2009
- Association of Fundraising Professionals 1993 - present
- Women in Development in Greater Boston 2013 - present

COMMUNITY SERVICE

- Creative Portland, Board of Directors 2010 - 2016
- Center for Maine Contemporary Art, Rockport, Maine. Board of Trustees 1991–2010, Board Chair 2003-09
- University of Maine System Board of Trustees gubernatorial appointment)1991-2001
- Maine Public Broadcasting Network, Board of Trustees 1992-1995
- League of Women Voters of United States, Board of Directors and Treasurer 1985-89
- League of Women Voters of Maine, Trustee and Board President 1980-1984