

Stephanie Stenglein, CFRE

3137 Columbus Circle, Charlotte, NC 28208 706.372.0956 stephanie.stenglein@gmail.com

Change agent and revenue generator leading organizations to their next chapter of growth

PROFESSIONAL OVERVIEW

- ✓ **Influential** communicator with a track record of progressive responsibility in the nonprofit sector; excels in developing and aligning strategy with an organization's missions, revenue goals, and long-term success
- ✓ **Recognized** as a superior project management specialist able to research and bring cost-effective solutions in-house while driving sustainable financial/donor growth
- ✓ **Dynamic Leader** who is widely respected for both professional work and community contributions
- ✓ **Strategic** and cross-functional contributor who can build/scale high-performing teams and consistently foster an environment of open communications, motivation, and engagement

DEMONSTRATED COMPETENCIES

- Fundraising Strategy
- Partnership Growth
- Grant Writing
- Communications
- Stakeholder Relations
- Program Development
- Project Management
- Board Management
- Budgetary Controls
- Strategic Planning
- Team Leadership
- Legacy Giving

PROFESSIONAL EXPERIENCE

- ARTS+ (Formerly Community School of the Arts), Charlotte, NC 2011 – Present
- Associate Executive Director** (2020 – Present)
- Vice President of Institutional Development** (2016 – 2020)
- Chief Development Officer** (2011 – 2016)
- Acted as Interim Executive Director for eight weeks in fall 2022 while ED was on sabbatical overseeing all aspects of the organization including board meetings, the inaugural advisory council meeting, program and staff management, strategic planning, and financial decisions.
 - Raise \$1M+ annually by overseeing a development plan that included broad strategies to accomplish fundraising goals
 - Tripled individual, foundation, and corporate giving—with revenue of just over \$300K for FY2012 and \$900K+
 - Planned and implemented Continuo (leadership giving circle) which currently has more than 80 members
 - Developed KPIs (key performance indicators) to monitor results and evaluate the effectiveness of the Arts+ development program
 - Attract, retain, and motivate donors by creating a funding mix of donor sources and solicitations programs tailored to the needs of the organization
 - Built a high-performing team of three, including an operations coordinator, communications manager, and philanthropy manager
 - Oversaw development and execution of strategic marketing initiatives that included renaming and rebranding of the organization
 - Integral part of the facility team to find a home for Arts+ and raise capital to support the building
 - Manage all aspects of creating and analyzing the budget and forecasts, along with working with consultants for annual audit and 990
 - Implemented donor database, eTapestry, oversee its functionality and train all users
 - Instituted a successful organizational work-from-home program during COVID and displacement from the facility
 - Act as liaison between the organization and an outsourced vendor for all IT and HR-related needs

CHARLOTTE SYMPHONY, Charlotte, NC 2010 – 2011

Manager, Annual Campaign and Patron Information

- Managed the Symphony's \$1M annual fund in conjunction with other development activities, including volunteer leadership, major gift fundraising, grants, corporate sponsorships, and stewardship and events
- Administered annual campaign; designed, executed, and oversaw phonathon, direct mail solicitations, personal asks, and email solicitations, ensuring their tactical success and strategic effectiveness

- Worked with board, committees, auxiliary groups, and musicians on development efforts
- Ensured consistent tracking, data management, and reporting of donors in Raiser's Edge

QUEENS UNIVERSITY OF CHARLOTTE, Charlotte, NC

2006 – 2010

Director of Annual Giving

(2008 – 2010)

Coordinator of Annual Giving

(2006 – 2008)

- Met and exceeded a \$1.75+M The Queens Fund annual giving goal for 2006 – 2009
- Developed and implemented strategies to cultivate, solicit, and steward Royal Society members (leadership annual giving donors) and planned/implemented a consecutive donor gift society
- Cultivated and maintained significant relationships and successfully solicited annual gifts from more than 50 mid-level prospects
- Enlisted volunteers to assist in various aspects of fund solicitation programs while providing training and support for those volunteers
- Created tactics and programs to increase alumni participation and dollars to The Queens Fund
- Planned cultivation and recognition programs and events for The Queens Fund and directed special reunion class giving projects
- Supervised the Coordinator of Alumni Programs and Annual Giving (50% of the time) and managed The Queens Fund committee of the Alumni Association Board of Directors
- Maintained records of solicitations and responses while monitoring trends and adjusting strategies when appropriate
- Directed the senior class gift campaign, leading the Class of 2008 to the largest gift in Queens' history
- Designed and wrote successful solicitation pieces segmented by constituency as well as articles published in the donor report, website, and alumni publications
- Trained, hired, and managed a student phonathon, raising over \$150,000

PROFESSIONAL CERTIFICATIONS

- Certified Fundraising Executive (CFRE), 2012 – Present
- Inclusive and Ethical Leadership Certificate, University of South Florida, 2021

EDUCATION

- *MA, Public Administration* (Nonprofit Management Concentration) University of NC at Charlotte
 - Serve on the program's advisory board, 2019 – present
 - Participate in the mentorship program and a frequent guest speaker
- *BA, Journalism*, University of Georgia, Athens, GA

CONTINUING EDUCATION

- *Participant*, PMA's Mastermind Leadership Development Program, 2022
- *Graduate*, Institute of Philanthropic Leadership's Leadership Gift School, 2014 and 2018
- *Graduate*, Community Builders Initiative's Leaders Under 40, 2017
- *Participant*, Arts & Science Council's Lead with Intention – Leadership Training Course, 2012

COMMUNITY OUTREACH/VOLUNTEERISM

- *Board Member*, Historic Camp Greene Neighborhood Association, 2017 – Present, President 2020 – Present
- *Member*, Freedom Corridor Collaborative Steering Committee, 2022 - Present
- *Mentor*, Communities in Schools, Ashley Park PreK-8 School, 2017 – 2020
- *Volunteer*, Humane Society of Charlotte; Senior Dog Walking Trainer, 2005 – 2020
- *Board Member*, Symphony Guild of Charlotte, 2013 – 2017; member 2011 – Present

PRESENTATIONS

- *Presenter*/Institute of Philanthropic Leadership Development Professionals, 2016 – Present
- *Presenter*/NC Philanthropy Conference, 2017, Strong Internal Relationships = Success
- *Presenter*/NC Philanthropy Conference, 2015, Don't Drop the Ball! During Executive Transition

PROFESSIONAL AFFILIATIONS & RECOGNITION

- Women's Impact Fund Member, 2021 – Present
 - Lunch & Learn Committee Co-Chair, 2023
- West Side Community Land Trust Member, 2021 – Present
- AFP Charlotte
 - *Member*, Association of Fundraising Professionals, 2006 - Present
 - *Board Member*, 2011– 2018; President, 2017
 - *Mentor*, AFP Charlotte Chapter, Class of 2016, 2014, 2013, and 2011 Mentoring Program
 - *Chairperson*, AFP Charlotte's annual National Philanthropy Day event, 2011 and 2012
- AFP Charlotte's Outstanding Fundraising Executive, 2019
- Charlotte Business Journal's 40 under 40, 2016
- AFP Charlotte's Outstanding Emerging Philanthropist, 2014

ADDITIONAL EXPERIENCE

QUEENS UNIVERSITY OF CHARLOTTE, Charlotte, NC

- Adjunct Faculty, Arts Leadership and Administration, 2018 - Present
 - ARL 200 Introduction to Arts Leadership and Administration
 - ARL 202 Arts Development
 - ARL 301 Entrepreneurship in the Arts