

Deborah Vick, J.D. Development/Fundraising Consultant

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***Business Profile:** Consult with non-profit organizations nationwide on fund raising campaigns and development projects. Evaluate board, staff and donor capacity, databases and marketing plans; produce creative ideas and solutions. Present strategic and practical recommendations to ensure profitable outcomes.*

Summary of Qualifications

- . • Raised more than **\$12 million** during 18 years' experience in non-profit development and fund raising.
- . • Presided over regional and national non-profit boards of directors.
- . • Motivated and developed volunteers at all levels.
- . • Cultivated donors and built strong relationships between organizations and communities.
- . • Created and implemented innovative ways to raise funds.

Relevant Experience

Capital Campaigns

As trustee, developed campaign strategies, interviewed and contracted with consultants, and worked to sustain long-term major donors.

- . • Eastside Domestic Violence Program—raised \$4.5 million
- . • Issaquah Village Theatre—raised \$3 million

Event Planning & Evaluation

Organized and hosted fundraising events across the country, including galas, auctions, and conferences. Negotiated contracts, recruited local volunteers, cultivated sponsors and donors.

- . • Negotiated and hosted private functions at exclusive venues nationwide, including “Fallingwater,” a world-famous Frank Lloyd Wright house in Pennsylvania, raising \$10,000 for the FLW Building Conservancy.
- . • As conference chair, brought hundreds of scholars, historians, preservationists, and clients together for five-day educational conferences, tours and fundraising events in cities such as Seattle, San Francisco and Los Angeles.
- . • At one of many successful charity auctions, increased profits from \$65,000 to \$300,000.

Program & Volunteer Development

- . • Instituted easement program to insure legal protection of buildings designed by Frank Lloyd Wright. Profits from building sales contribute to Conservancy operating funds.
- . • Instrumental in securing \$4.5 million loan for the restoration of a significant historical building in Los Angeles. Successfully nominated this structure as one of the 11 Most Endangered Buildings in the country.
- . • Worked closely with board members to develop their fund raising skills. Aligned

board members with individuals and organizations best suited to their interests, significantly increasing donations as a result.

Solicitation/Annual Giving

Cultivated donors on a one-to-one basis, with a high level of success:

- . • Eastside Domestic Violence Program donor increased her annual contribution of \$5,000 to a Planned Gift of \$100,000.
- . • Persuaded annual \$1,000 Village Theater donor to give an unrestricted donation of \$50,000.
- . • Initiated Planned Giving program, procuring a \$2 million gift for the Frank Lloyd Wright Building Conservancy.

Work History

1988-present Trustee for a variety of non-profit organizations with a focus on human services, the arts, historic preservation and education:

Frank Lloyd Wright Building Conservancy, Northwest Women's Law Center, Women's Network, Eastside Domestic Violence Program, Issaquah Village Theatre, and Washington Trust for Historic Preservation.

1984-88 Independent Legal Tax Consultant 1979-1984 Tax Attorney, Touche Ross & Co., Seattle, WA

Education

- . • Jurist Doctor, University of Puget Sound School of Law, Tacoma, WA
- . • B.S., Mathematics, University of New Mexico, Albuquerque, NM