

DOUGLAS E. SCOTT

BUSINESS DEVELOPMENT AND FUNDRAISING EXECUTIVE

Versatile leader with more than 25 years of experience in business management, non-profit development, board leadership, mentorship, and volunteer service.

- *Entrepreneur*
 - *Visionary Leadership*
 - *Organizational Management*
 - *Strategic Partnerships*
 - *Business Development*
 - *Marketing and Branding*
 - *Relationship Building*
 - *Public Speaking*
 - *Community Service*
 - *Chef and Culinary Background*
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PROFESSIONAL EXPERIENCE

The Healing Place Inc., Louisville, Kentucky

2019- Present

Vice President Mission Advancement

Responsible for strategic leadership in the management and growth of the organization's revenue generation, with special emphasis on business development. Work with the executive team and the board of directors as a senior member of the leadership team to develop, plan and execute business and philanthropic activities.

KEY INITIATIVES

- Oversee the Development Department to design and execute a comprehensive fundraising plan to meet annual philanthropic goals currently at **\$1,750,000 - approximately 20% of the entire operational budget.**
- Create new business initiatives that generates revenue to support operations and advance the mission such as a billable drug testing program.
- Build and maintain relationships with key stakeholders, clients and donors, community leaders, local agencies and government entities.
- Maintain and cultivate a portfolio of high- end donors and investors.
- Manage the business operations of Medicaid billing programs with revenue goals of **\$1,481,000 – approximately 16% of the organization operational budget.**

The Healing Place Inc., Louisville, Kentucky

2015-2018

Major Gifts Officer

Worked directly with the board, executive leadership and director of development to create, plan and execute successful programs for fundraising activities, communications, and alumni relations. Built a portfolio of major gift donors and increased giving through cultivation, solicitation and stewardship.

KEY INITIATIVES

- Primarily responsible for leading a **\$29 Million Capital Campaign**. Directed a team of board members, executive leadership, development staff and volunteers that raised over \$12 Million in philanthropic gifts from individuals, foundations and corporations.
- Directly cultivated and secured a catalyst **\$1.6 Million investment** from Louisville Metro Government that allowed construction to start on the project.
- Closed multiple \$100,000+ gifts and dozens of \$10,000- \$99,000 gifts for both Capital and Annual Campaigns
- Assisted in developing the annual budget and goals for the Development Department. Helped **lead the development team to increase annual giving over 53% in 3 years** while successfully closing out the Capital Campaign.
- Helped manage and craft the messaging and cultivation of multiple five and six figure grants.

DIRECTOR OF BUSINESS DEVELOPMENT, SALES AND OPERATIONS

Directly responsible for generating new business for sustainable food process company organized in 2012. Lead initiatives in account management, brand marketing, processing resources, and distribution of products. **Cultivated 40% of total company sales in 2013. 2014 sales growth tracking at 75% verses company growth of 33%.**

KEY INITIATIVES

- Spearheaded the **Kentucky Vegetable Program** start-up, a locally grown initiative to provide orange and red vegetables to public schools in Jefferson County, Fayette County, and Henry County systems. Secured contract with Kentucky Farmers, schools, and regional distributors for 40,000 pounds of squash and sweet potatoes for processing and distribution.
- **Quadrupled Frozen Vegetable Program sales and gained bid access to 75 school districts across Kentucky.** Supported Kentucky Department of Agriculture Farm to School Initiative through collaborative relationships, resulting in coordinated provision of meal plans such as chili, cheesy chicken, and spicy beef within schools.
- **Established big box accounts such as Kroger, Walmart, Wholefoods and Lucky's.** Delivered face to face presentations to Kroger and Walmart resulting in placement of three product lines in 400 Kroger stores and Mossy Oak Salsa in 980 Walmart Stores. Coordinated shipping to 16 distribution centers across the country.
- **Negotiated exclusive commercial use private label to the largest food distributor in the country** while sustaining on premise use in Universities, Hospitals, and Centerplate. Exceeded sales of \$400K in year one.
- Worked closely with regional account buyers such as Rainbow Blossom, Valu Market, Remke, and Lotsa Pasta.

OPERATIONS MANAGER / SALES REPRESENTATIVE

Effectively managed the production of shelf stable acidified foods including recipe and product development, product to bottle processing, distribution, and delivery. Directly accountable for operational efficiency, process improvement, and cost control.

KEY INITIATIVES

- **Developed recipes and product formulations** for Café Kilimanjaro sauces that would be bottled, marketed and packaged for wholesale purchase. Invented tomato based Palava and Wot sauces, creating an additional category of cooking sauces in the international set.
- **Developed a grass roots distribution and sales program** for manufactured products that led to placing two Pop's Pepper Patch items in over 600 Kroger stores.
- Researched and developed recipes for restaurant industry clients resulting in retail market penetration and placement of new products.
- Utilized extensive chef and culinary background to identify improvements in operational processes and supervise production team to define processes best used to efficiently yield proprietary recipes.
- Maintained all Good Manufacturing Practices (GMP's), Hazardous Access and Critical Control Points (HACCP), and Food and Drug Administration standards and compliance regulations.

EDUCATION, PROFESSIONAL DEVELOPMENT, CERTIFICATIONS

Indiana University, The Fundraising School - Certificate in Fundraising Management, 2017

University of Louisville, Louisville, KY - College Coursework: Fine Arts, 1989 – 1991

Fishburne Military School, Waynesboro, VA - Leadership Development Training; High School Diploma, HONORS, 1985 – 1989

University of Kentucky Food Service Center, Lexington, KY - HACCP, Acidified Foods, and Serve Safe Certification; GAP Training

SCORE Louisville/Small Business Development Center - Basic Marketing, Social Media, Online Marketing, Business Finance

COMMUNITY ENGAGEMENT

Leadership Louisville - Class of 2018

Token3 - Board of Directors, 2017- Present

Beacon House - Board of Directors, 2011 - Present

The Healing Place - Peer Mentor, New Initiative Committee, Open Recovery Dynamics Class Facilitator