

# BETH CLINGAMAN, CFRE

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## Professional Summary

- Talented and highly ambitious Vice President responsible for the office of advancement; overseeing strategic planning, operational budget, advancement of organization's mission, daily operations and staff of fourteen.
- Performance-driven fundraiser with results-oriented goals and objectives accomplished through donor cultivation, capital campaigns, planned giving, special events, major gifts, direct mail, telemarketing and annual giving.

## Core Competencies

- Mission Integration
- Goal Focused
- Analytical
- Marketing and Branding
- Professional Fundraiser
- Strategic Planning
- Relationship Builder/Donor-Centric

## Work History

**Vice President for Advancement**, 09/2015 to Current

**Sacred Heart Schools** – Louisville, KY

**Executive Director of Institutional Advancement**, 09/2015 to 06/2018

A Catholic community rooted in Ursuline tradition, inspires diverse learners to become globally minded, compassionate leaders. With an annual budget of approximately \$22,500,000, advancement office is responsible for enrollment dollars of \$18,000,000 and raises approximately \$4,500,000 annually through capital contributions, annual fund, special events and major gifts.

Responsibilities included:

- Successfully merged development, alumni, enrollment and marketing/communications department into one advancement shop that works together as a team to advance the mission.
- Revitalized the development department to double dollars raised from \$2,00,000 in 2015-2016 to \$4,500,000 in the past and current fiscal year.
- Streamlined marketing, communication and enrollment efforts into a campus wide, cohesive effort that led to nearly 20% more test takers for 2019-2020 school year.
- Increased alumni engagement through strategic programming enhancements.
- Serve as a non voting member of the Board of Trustees, Finance Committee, Governance Committee and staff liaison for the External Affairs Committee. Assisted with strategic planning and SACS accreditation.

**Executive Director Of Institutional Advancement**, 07/2008 to 12/2011

**Sacred Heart Schools - Louisville, KY**

- Provided overall strategic direction and leadership for the office of institutional advancement including development, alumnae and marketing/communications efforts for Sacred Heart Schools.
- Developed and successfully implemented a comprehensive fundraising plan which included the closing of a \$9,550,000 Ursuline United campaign, increased the annual fund by 27%, implemented a major gifts program, developed a planned giving program and began the feasibility study for an endowment campaign.
- Served as chief advancement officer for SHS with a portfolio of major donors to work through the MOVES process.
- Worked in daily collaboration with the President, Board of Trustees, administrators of four schools, volunteer and donors of all levels to advance the mission of SHS.

**Director**, 04/2005 to 07/2008

**American Diabetes Association** – Louisville, KY

The American Diabetes Association is the nation's leading health organization providing research, information and advocacy with programs in all 50 states, reaching hundreds of communities and revenues of over \$300 million. As Director of the Louisville - Lexington offices, directed staff of up to 5 and responsible for budgeting, managing and raising funds for \$1.2 million annual budget.

Responsibilities included:

- Developed strategic plan for state market to advance the organization's mission through redevelopment of board of directors, tighter fiscal management, increase of fundraising goals and public relations plan.
- Successfully exceeded \$1,000,000 statewide fundraising goal by expanded donor base, improved budgeting, decreased expenses and consolidation of staff.
- Increased Kentucky's income over 25% from approximately \$780,000 to \$1,100,000 while doubling Louisville market's net income.
- Created fundraising plan and managed 7 special events, including Step Out for Diabetes, Tour de Cure, School Walk for Diabetes and Golf Tournament while directing Stand Up Diabetes Gala.

**South East Regional Political Director**, 07/2002 to 10/2004

**National Federation of Independent Business** – Louisville, KY

The National Federation of Independent Business (NFIB) is the nation's leading small business association, with offices in Washington, D.C., and all 50 state capitals. As South East Regional Political Director responsibilities included:

- Created and implemented overall strategy for political and grassroots programs to help elect National Federation of Independent Business candidates.
- Fielded press calls regarding candidate endorsements and NFIB policy positions, as well as represented NFIB at press conferences in S.E. region.
- Responsible to find 50 new major donors (\$1,000-\$25,000) and renew 50 previous donors.
- Served as liaison to national headquarters on behalf of candidates, small business activities and opportunities in over 10 states.

**Education**

**B.A:** 1995

**Elon University** - Elon, North Carolina

## **Affiliations**

Association of Fundraising Professionals (National and KY)

Center for Non Profit Excellence

Certified Fundraising Executive

Council and Support of Education (National and KY) (CASE)

National Association of Independent Schools

## **Accomplishment**

Certified Fundraising Executive, 2019

CASE Kentucky Conference Independent School Chair 2018, 2019

CASE Kentucky Conference Presenter, 2019

CNPE: Destination Excellence Course Completion, 2018

U of L Delphi Center for Teaching and Learning Certificate in Developing Excellence with Strength Finders, 2018

Gonser Gerber Conference Presenter, 2018

Head of School Search SHMS, 2015

Holy Trinity PTA President, 2015

Holy Trinity Chair of VIP Dinner/Auction, 2014 and 2015

SHS Search Committee for V.P. Operation, 2018

SHS Strategic Planning Committee, 2007 and 2020

Whitehall Mansion Fundraising Chair, 2013