

Steven Michael Carr

Louisville, KY

Email: [REDACTED]

LinkedIn Profile: [REDACTED]

Nonprofit Development Professional

Relationship Building
Verbal Communication
Project Management

Grant Writing
Public Speaking
Fundraising

Degrees: BA, English, Psychology, Bellarmine University

Languages: English

Technologies: Microsoft Office 365, Kindful CRM, Quickbooks, Square, Salesforce, Constant Contact, Facebook Advertising

Industries: Human Services, Nonprofit

WORK HISTORY

Director of Development, Mattingly Edge, Louisville, KY (2016 – present)

- Increased gifted revenue by 1.1 million annually from 2016
- Consistently met fundraising goals, including 224% of goal from FY20
- Formed and managed Development Committee, which includes board members, community members, and individual stakeholders
- Identified and cultivated donor prospects to increase individual giving alongside Board of Directors and Development Committee, a 119% increase from 2016 with a retention rate of 49%, approx. 4% higher than the average 40-45% rate
- Diversified revenue streams through creation and organizing events, donor campaigns, grants, and collaborations, including a \$350,000 grant from the James Graham Brown Foundation
- Led the implementation and management of Kindful CRM tool, which tracked an increase of 469 new donors in the past 12 months
- Guided organization through Better Business Bureau Charity Seal Holder accreditation
- Completed Principles of Fundraising Certification from Lily School of Philanthropy at Indiana University-Purdue University Indianapolis
- Generated bi-monthly development reports for Board of Directors to track progress

Community Facilitator, Mattingly Edge, Louisville, KY (2015 – 2016)

- Managed four Direct Support teams, overseeing approx. ten employees
- Planned and Implemented capacity building for Community Access Program alongside Leadership Staff

- Trained new employees on best practice for supporting clients with intellectual and developmental disabilities
- Supported five clients with intellectual disabilities into valued social roles within their respective communities

Direct Support Professional, Independent Contractor, Louisville, KY (2009 – 2015)

- Supported individuals with intellectual and developmental disabilities into valued social roles within their respective communities
- Provided physical support to allow people with disabilities to live in their own homes

EDUCATION

Bachelor of Arts, English, Psychology, Bellarmine University (2011)

ADDITIONAL EXPERIENCE

➤ Volunteering

Board Member, The Big Table, Louisville, KY (2021 – Present)

- Generated potential sponsor lists for annual event
- Created Gift Range Chart for organizational implementation
- Coached Executive Director on the art of asking for donations, resulting in \$11,000 in additional gifted revenue in one month
- Wrote copy for event and fundraising pages

Faithful Giving, Highland Baptist Church, Louisville, KY (2018-2020)

- Chair, Faithful Giving Ministry Group
- Oversaw team of five volunteers to generate Legacy Giving Program
- Recruited volunteers to speak during services about their reason for donating

➤ Certifications and Awards

Principles of Fundraising, IUPUI (2020)

20 People to Know in Nonprofits, LBF (2019)

BF Young Professional Award, Chamber of St. Matthews (2019)

Ignite Louisville Award, Leadership Louisville Center (2021)

➤ Associations

Member, Chamber of St. Matthews (2017 – Present)

Member, Profit Partners Online (BNI) (2021 – Present)

Member, Greater Louisville, Inc. (2020 – Present)

Participant, Community Activation Network (CNPE) (2020 – Present)

Participant, Beloved Community Network (2020 – Present)