

Kris White, J.D., CAP, CFRE

105 Windsor Drive • Swedesboro, NJ 08085 • KrisWhite85@gmail.com • (513) 310-7557

PROFESSIONAL EXPERIENCE

Compass Working Capital, Philadelphia, PA

September 2021-Present

Director of Development

- Lead planning and execution of two major fundraising appeals
- Manage a portfolio of individual donors and prospects
- Qualify donors and assign to members of the Development team and CEO
- Lead and support two Advisory Board
- Manage relationships between local and national corporations and foundations
- Produce high-quality proposals and reports
- Facilitate Development team meetings to support team learning and coordination of workflows
- Plan and execute cultivation and fundraising events

William Way Community Center, Philadelphia, PA

April 2019-September 2021

Director of Individual Giving

- Provide analysis and strategy to the Executive Director to determine which donors are best aligned with supporting William Way
- Develop and execute plans to engage and upgrade donors through face-to-face visits, special appeals and campaigns
- Manage a portfolio of donors and lead all stages of engagement
- Collaborate with other staff and volunteers on rating, solicitation and stewardship strategies
- Manage the Major Gifts Fundraising Committee to ensure fundraising goals are met
- Responsible for a continuing donor acknowledgment process, including appreciation and recognition
- Furnish regular reports to management, staff and Board on the success of fundraising
- Manage and maintain the donor database and donor record keeping process to ensure accuracy and efficiency
- Manage and oversee Board Relations and Board Giving to meet budget goals

Broad Street Ministry, Philadelphia, PA

August 2016-April 2019

Development Manager

- Managed the creation, budget and implementation of a peer-to-peer fundraising model
- Recruited and provided support to third-party event organizers and peer-to-peer fundraisers
- Investigated, selected, and oversaw the online fundraising platform
- Assisted in management of special events from large-scale fundraisers to smaller events
- Assisted in management of direct mail program
- Developed content for newsletter, social media, and other outlets that appeal to individual prospects and donors
- Identified, cultivated, solicited, and stewarded donors and prospect relationships
- Managed a portfolio of donors and cultivate them through monthly engagement activities

Philadelphia Education Fund, Philadelphia, PA

February 2015-August 2016

Development Manager

- Organized and executed United Way workplace Giving Campaign
- Supervised development interns
- Conducted grant research through Foundation Maps, Pennsylvania Foundations Online and Foundation Directory Online
- Conducted grant writing and tracking of proposals
- Conducted individual donor research through Wealth Engine and supported donor cultivation strategies and stewardship
- Planned and coordinated three major fundraising events, including logistics, fundraising, and volunteer management
- Managed donor database and ensured donor and financial records were in compliance with department standards

YouthBuild Philadelphia Charter School, Philadelphia, PA

March 2014-February 2015

Individual Giving Coordinator

- Supported Executive Director and Director of Development in creating and implementing fundraising strategies
- Managed donor database and files of donors, partners and volunteers
- Developed and oversaw a timely gift acknowledgment program to ensure high level stewardship to donors
- Created gift processing and gift acknowledgment policies for Development Department
- Planned and steered donor stewardship, including thank you phone calls, personal hand written notes, and coordinated stewardship strategies with the Executive Director
- Planned and executed all fundraising events, including managing logistics, in-kind donation requests, communications, and sponsorships
- Coordinated and executed individual fundraising efforts, including the organization's annual giving campaign and online giving campaigns
- Represented the organization at social and networking events to potential donors, partners and volunteers

Food Allergy Research & Education, Dallas, TX

January 2013-March 2014

Regional Development Coordinator-Southwest Region

- Traveled throughout the region to meet with volunteers, event Chairs, and donors
- Managed mailings to donors including introductory letters, thank you letters, and invitations
- Conducted research to identify and solicit potential sponsors for events
- Managed Blackbaud Sphere and Raiser's Edge to manage donor and financial record keeping
- Planned and executed all logistics pertaining to assigned events, including site identification, venue fees, insurance coverage and other activities
- Recruited new participants for fundraising events through outreach, networking and marketing
- Supported, built and managed volunteer leadership committees and Chairs for fundraising events to maximize revenue goals

EDUCATION & PROFESSIONAL DEVELOPMENT

Morehouse College, Atlanta, GA
Bachelor of Arts in Psychology, 2008
Magna Cum Laude, Phi Beta Kappa

LaSalle University, Philadelphia, PA
Certificate in Fundraising, 2016

Certified Fundraising Executive International
CFRE, Certified 2021

Benevon Advanced Sustainability Workshops
Team Lead & Participant (2019-2021)

LaSalle University, Philadelphia, PA
Certificate in Non-Profit Management, 2021

Leadership Philadelphia, Philadelphia, PA
Core Program (2022 Cohort)

Chartered Advisor in Philanthropy, American College of Financial Services
Advisors of Color Cohort (Awarded 2022)

Planned Giving Council of Greater Philadelphia
(Member since 2022)