

# DANIELLE MAY

479.366.2018 | confettimays@gmail.com

Portfolio: 2911Mays.journoportfolio.com | LinkedIn: daniellemay

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Nonprofit development professional with over 15 years of demonstrated success in connecting people and resources for lasting impact

- Fundraising and communications strategy
  - Storytelling and narrative development
  - Grant writing, management, and reporting
  - Complex process development and refinement
  - Relationship cultivation and stewardship
  - Logic models and outcome measurement
  - Graphic design
  - CRMs (Salesforce, Donor Perfect, Classy, Kindful)
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## PROFESSIONAL EXPERIENCE

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### **Founding Board Member – The Equality Crew (NW Arkansas) 2021 – Present**

Launched state's only LGBTQ+ youth-founded organization focused providing safe spaces for LGBTQ+ youth (PreK-12<sup>th</sup>) in NW Arkansas. Facilitate community-centric fundraising, strategy and program evaluation. Oversee organization's paid staff and volunteer community. Collaborate with Board of Directors and Youth Advisory Council on strategic planning and community building efforts.

- Secured organization's 501c3 status and fully funded first 2 years of aspirational organization budget within 3 months
- Created and maintained state's only Affirming Teacher & School Staff Database
- Hosted state's only Queer Prom, providing a safe and inclusive experience for over 150 teens and 75 volunteers
- Spearheaded the first-ever Youth Zone at NWA Pride 2022 with over 30,000 in attendance
- Collaborating with UAMS College of Public Health to conduct year-long needs assessment of LGBTQ+ youth quality of life in Northwest Arkansas

### **Grant Writer – United Network for Organ Sharing (Remote) 2021 – Present**

Lead national grant seeking and management efforts to support research and innovation projects within the nation's organ sharing and transplant system. Built comprehensive funding pipeline to engage new and lapsed foundations with targeted cultivation and solicitation plans.

- Exceeded annual fundraising goal for grants at UNOS within first quarter
- Secured UNOS' largest grant in organizational history
- Led development of strategic funding plan for the UNOS Innovation Center, incorporating the coordination of a 15-external partner collaborative application for the next CZI BioHub

### **National Grants Manager – Breakthrough Collaborative (Remote) 2019 – 2021**

Directed grant strategy for the National Office and 24 affiliates across 16 states. Synthesized information from a deep history and wide variety of sources to craft and update case for support, compelling concept papers, cultivation materials, grant proposals and applications, reports, presentations, and stewardship touchpoints.

- Spearheaded Collaborative-wide Community of Practice for Development & Communications
- Immediately secured \$500K in COVID-19 emergency funding for Breakthrough Collaborative's virtual summer programming

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## **Grants Consultant (Writer/Manager) – Freelance & Contract Clients (Remote)**

**2017 – 2019**

Managed robust foundation, corporate, government and multi-lateral funding pipelines for regional, national and international nonprofit organizations. Strategically researched, cultivated, solicited, and stewarded high-value grant relationships.

### *CLIENTS*

- 1Million Project
- Build Change
- Heels to Heal
- Hope Cancer Resources
- NWA Equality
- Sprint
- Transgender Equality Network

### *FOCUS AREAS*

- Community development
- Disaster relief
- Early to higher education
- International development
- LGBTQ+ issues
- Pre-disaster mitigation

### *PORTFOLIO HIGHLIGHTS*

Work with diverse set of donors and funders including development agencies (USAID, UNDP, UNOPS), development banks (The World Bank, Asian Development Bank), relief agencies (American Red Cross, Mercy Corps), and a myriad of foundation and corporate partners (Arkansas LGBTQ+ Advancement Fund, Charles and Lynn Schusterman Family Foundation, Chan Zuckerberg Initiative, Gilead, S.L. Gimbel Fund, Tyson, United Way, U.S. Department of Health and Human Services/HRSA, U.S. Department of Justice, Walmart, and Walton Family Foundation).

- Supported successful capital and endowment campaigns totaling over \$50 million
- Secured Build Change's first FEMA grant to launch U.S. expansion

## **Development Director – Heartline Haiti (Remote)**

**2017 – 2019**

Facilitated mutually transformational partnerships by expanding relationships with both current and prospective donors. Created compelling development materials including grant proposals and reports, campaign communications, letters of interest, sponsorship proposals and presentation decks, and annual reports. \$1.6M portfolio included: 50 grantors/partners, 50 major donors, 75 mid-level donors, 200 monthly donors, and 4 campaigns.

- Increased grant dollars received by 400% and maintained 60% donor retention rate
- Improved organization's capacity to pursue global partnerships and replicate the Maternity Center's proven model in other developing countries

## **Grants & Outcomes Manager – Samaritan Community Center (Rogers, AR)**

**2014 – 2017**

Executed annual development plan to expand new and existing relationships within \$3M portfolio. Managed entire proposal project from concept development to submission, including convening of subject matter experts and program/organization leadership; proposal writing and editing; outcome development and measurement; identifying and researching appropriate prospects; and delivering exceptional donor stewardship.

- Cultivated and secured new partnership with Walton Family Foundation
- Fully funded expansion of SnackPacks for Kids program (largest in state) through foundation, corporate, and in-kind gifts

*Additional experience includes Cancer Care Ministry Director, Development Manager, Grant Writer, Contract Administrator, and Paralegal. Please see [LinkedIn profile](#).*