

WENDY DARWIN JACKSON

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NON-PROFIT MANAGEMENT & ORGANIZATIONAL LEADERSHIP

Consummate philanthropist with 25+ years of dedicated support and commitment to environmental protection causes. Combines strong business acumen and political savvy to advocate environmental conservation as top priority on national agenda. Executive performance strengths and highlights:

- Fundraising
- Long-Range Planning
- Leadership Training
- Grants Administration
- Staff Development
- Public Relations
- Program Development
- Policy Formulation
- Budget Oversight
- Meetings & Conferences
- Management Practices
- Public Education & Awareness
- Legislative Affairs/Lobbying
- Member Communications
- Volunteer Management

FOUNDER / EXECUTIVE DIRECTOR / CHAIRMAN / ADVISOR / BOARD MEMBER

Devoted professional career to start-up, turnaround, and growth of non-profit organizations focused on advancing environmental protection and conservation issues. Consistent record of contributions through financial support, management consulting, and technical training. Effectively met unique organizational, political, and economic challenges to deliver significant impact in membership, volunteer programs, fundraising, grant programs, and endowments. Representative board involvement and executive management experience include:

CO-FOUNDER • DIRECTOR, *Rita's Network*

Organizational Challenge: Institute strategic alliance and professional network of women philanthropists with shared vision of success in the environmental arena. Coach and channel members to assume leadership roles on environmental boards for non-profits, corporate, government agencies, and commissions.

Impact: Organization has vibrant group of 200 women actively involved in environmental funding, conservation issues, and politics. Proactive leadership program has already placed 50 women on national boards.

- Solicited and retained 10 initial investors at the \$75,000 level and recruited additional members at \$15,000 level.
- Planned and established annual 3-day networking meetings held on the East and West Coasts.
- Developed ongoing member programs including speaker series, teleconference briefings, list serv, training workshops, board placement, and personal profile directory.

CHAIRMAN • ADVISOR, *Garden Enthusiasts*

Organizational Challenge: Devise effective long-range planning and strategic direction to 75-year old organization with 25,000 members. Tasked with implementing solid infrastructure to sustain active volunteer programs, increased lobbying efforts, and enhanced presence in environmental arena. Served on National Affairs & Legislation and Finance & Investment Policy committees.

Impact: Organization's operating budget grew 100% and its endowment expanded from \$5 million to \$100 million. Today, GCA exhibits greater existence and influence in Congress through strong lobbying committee.

- Created momentum and greater interest in committee participation; volunteer involvement grew from 40 to 300+ members in past 20 years.
- Negotiated and secured \$70 million donation from single funder and planned and instituted non-profit subsidiary to facilitate program management and grant administration.

CHAIRMAN • ADVISOR, *Garden Enthusiasts* continued

- Implemented a research and reporting system for National Affairs committee and enlarged committee membership.
- Improved member communication and information sharing by introducing membership hotline.
- Introduced and established annual three-day lobbying meeting held in Washington, DC.

DIRECTOR • BOARD CHAIRMAN, *Wildlife Protectors*

Organizational Challenge: Lend management expertise and support CEO in complete organizational restructure to improve financial management and organization's reputation in environmental community.

Impact: Organization has experienced dramatic growth in membership, improved influence in public policy and political efforts, and serves as an important leader in the environmental community.

- Helped organization expand funding streams and donations by maximizing personal and professional contacts in the foundation community.
- Strategically recommended CEO for placement on League on Conservation Voters board; organization gained greater credibility and improved relations with foundation funding community.

FOUNDER • BOARD MEMBER, *Strategic Foundation for South Beach County*

Organizational Challenge: Institute and develop a community foundation to financially support volunteer and non-profit sector through annual donations and individual giving.

Impact: Organization has grown to be largest community foundation in state of Florida and plays pivotal role in developing similar foundations. Served as Vice Chair providing tactical advice and managerial support for over 15 consecutive years.

- Developed legal structure of foundation, provided early stage capital and financial resources, and recruited and trained executive management and support staff.
- Assembled board of directors with key community leaders and established offices and grant program.
- Foundation has influential "voice" in local community and helps to tackle growing social needs not adequately addressed by government services.

DIRECTOR • EXECUTIVE COMMITTEE, *Voters League*

Organizational Challenge: Negotiate and secure \$20 million grant to augment operating budget and increase program resources. Rapidly increase qualified staff to support organization's growing needs and donor interests.

Impact: Within three years, organization established five regional staff offices, supported 15 new state-level LCVs, and incorporated voter education drive programs.

- Conducted long-range planning with staff to strengthen financial management systems, institute quarterly reporting to donors, increase board education, and set up five-year development plan.
- Hand-picked and assembled 15-member committee represented with crucial stakeholders of organization including environmental CEOs, political consultants, and senior staff.
- Supported organization in collectively raising \$10 million and endorsed over 20 major congressional races in election year 2004.

EDUCATION

Bachelor of Science in Business Administration – University of Texas