

Peter M. Parker

1835 Rockhaven Drive
Reno, Nevada 89511

775-745-1325 - cell
petep@parkerdevelopment.com

Summary of Qualifications

- Operates according to passion and perseverance.
- Non-profit leader and expert in fund development, board management, volunteer training, strategic planning, building relationships and marketing.
- Proven experience and understanding of development, major giving principles and collaboration.
- Demonstrated success of managing annual funds, capital campaigns, special projects and events.
- Active community leader through non-profit and corporate-focused organizations.
- Excellent written, verbal and interview skills.
- Strong interpersonal, management and relationship-building skills.
- Comfortable presenter of networking (traditional and social media) for non-profit success.
- Excellent research, cultivation, troubleshooting and coaching abilities.
- Proficient in board retreat facilitation and volunteer training.

Experience

Parker Development Services, President

Reno, Nevada (August 2008 – present)

- Provide consultation and contract management services to community organizations in the areas of fund development, campaign management, volunteer recruitment, board development, retreat facilitation, event coordination and corporate sponsorship.

Sage Ridge School, Director of Development

Reno, Nevada (July 2006 – July 2008)

- Surpassed the 2007 Annual Fund goal and set a new fundraising record by producing compelling solicitation materials, working with volunteers and coordinating a large event.
- Created and completed a six-month special project campaign, which generated the funds necessary to complete a \$1+ million renovation project.
- Identified key prospects through networking, community connections and in-depth research.
- Generated exciting community awareness and recruited new families by developing relationships with corporate, philanthropic and media leaders.

American Heart Association, Executive Director

Reno, Nevada (June 2004 – September 2006)

- Created partnerships and managed a staff of five and volunteer base of 75 to net \$994,000 in the 2005-2006 fiscal year (marking two consecutive years where 125+% actual to goal was achieved).
- Infiltrated the local business and philanthropic communities through partnerships, collateral materials, speaking engagements and health fairs.
- Supervised the coordination of four key fundraising events and five other events.
- Maintained strong leadership in the community by building invaluable relationships with key corporate and philanthropic leaders, while serving without the use of a board of directors.

Fraternity Management Group, Senior Vice President

Tucson, Arizona (July 2000 - June 2004; Consultant - June 2004-November 2008)

- Generated new business and raised funds for college fraternity chapters, particularly three campaigns with more than \$4,000,000 campaign goals.

Peter M. Parker

1835 Rockhaven Drive
Reno, Nevada 89511

775-745-1325 - cell
petep@parkerdevelopment.com

- Cultivated and solicited prospective major contributors, conducted training presentations and worked with teams of board members.
- Managed a 20-person staff charged with creating effective brochures, conducting in-depth prospect research and actively contacting prospects for information and volunteer training.
- Secured new clients by visiting campuses, conducting sales presentations, distributing marketing materials and inviting referrals.

Bishop Manogue High School, Director of Alumni & Development Reno, Nevada (July 1995 - July 2000)

- Created the school's alumni relations and development department.
- Managed a \$22 million campus relocation campaign and coordinated the increasingly successful annual giving program.
- Created and managed a prospect database, containing biographical, volunteer, event and wealth screening information, tailored to attain success with annual, event and capital fundraising efforts.
- Recruited 100+ volunteers to help drive the alumni efforts, special events and giving campaigns.
- Designed appealing and informative newsletters, presentations, invitations, solicitation brochures and on-line bulletins.

Profession & Community

- Angel Kiss Foundation – President, Board of Directors - organization merged (September 1) to form:
 - Northern Nevada Children's Cancer Foundation – Vice President, Board of Directors
- Association of Fundraising Professionals (Sierra Chapter) – Board Member, Membership Chair
- Community Foundation of Western Nevada – Financial Advisor Council Member
- Economic Development Authority of Western Nevada – Past E-Team Committee Member
- Nevada EcoNet – Past President, Board of Directors
- Race Track Industry Alumni Association (U of Arizona) – President, Board of Directors
- Reno Philharmonic Guild – Past Board President; Pops on the River – Past Event Chair
- Reno-Sparks Chamber of Commerce – Past Diplomat Member
- University of Arizona Sierra Nevada Alumni Chapter – President
- Western Industrial Nevada – Member
- Young Non-Profit Professionals Network (Reno/Sparks) – Co-Founder
- Young Professionals Network – Member, Board of Directors; Pebble Project Chair

Awards

- Governor's 2009 Point of Light Award Recipient (Volunteer of the Year – Northern Nevada)
- Reno Gazette-Journal's 2008 "Top Twenty Under 40" Award Recipient
- Reno News & Review's Best of Reno 2009 "Best Volunteer" Award – Runner-Up

Education

Bachelor of Science (1993) from the University of Arizona's College of Agriculture with an emphasis in Business Management and Marketing. Special Emphasis: Race Track Management.