



Raising more money for your mission, one step at a time

LOCKE STEP
PARTNERS

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I have spent nearly 20 years in the nonprofit field in various management, fund development, marketing, and communication roles. After working on both the grantor and grantee side of the table it was clear to me that I could help nonprofits make their sustainable futures a reality. I founded my firm, *Locke Step Partners*, not only to advise, but to work side by side with organizations to reach their potential.

Most recently, I worked as the Gift Planning Officer for the Community Foundation of Lorain County, a \$146M grant-making foundation just west of Cleveland, Ohio. In this role I led all aspects of strategic asset growth, marketing, and community outreach. My primary responsibility was philanthropic advisor for individuals, businesses, financial and legal professionals – *and I loved every minute of it*. Some highlights from my tenure include launching a unique grants program with a nearly \$1M gift from Lakeland Community Foundation, curating a partnership with Leadership Lorain County and the SBDC at Lorain County Community College to advance the quality of nonprofit leadership and orchestrating the *2017 Emerging Opportunities campaign*, which raised \$600K in just six months.

Other work experiences include five years at the Cleveland Clinic where I served as the director of *Speaking of Women's Health*, a national women's health education program with 25 national affiliates. In this role I negotiated multi-million-dollar national contracts, coordinated franchises, built the online platforms and grew the brand locally and nationally. I have also been the Development Director for the Arthritis Foundation, The Singing Angels and the Center for Mental Retardation (CMR). *What this means is I have been where you are. I successfully navigated the bureaucracy of a major healthcare system. I also worked for an organization so small I literally built my own desk out of an old door and two filing cabinets.*

I am a Chartered Advisor in Philanthropy (CAP®), a 2015 graduate of Leadership Lorain County and a 2005 graduate of Cleveland Bridge Builders. I hold a Master of Public Administration and a certificate in Nonprofit Management from the Maxine Goodman Levin College of Urban Affairs, Cleveland State University. I also graduated Magna Cum Laude from Cleveland State University with degrees in Psychology and Communication. In 2019 I was honored to be the recipient of the *Emerald Award for Inspirational Leadership from Leadership Lorain County*.

I currently serve as the Board Chair for the Firelands Association for the Visual Arts (FAVA). My other volunteer and leadership roles include the Center for Public & Nonprofit Management as well as the Dean's Stakeholder & Alumni Advisory Committee at the Maxine Goodman Levin College of Urban Affairs at Cleveland State University, Lorain County Bar Association Fee Arbitration Panel, Nonprofit Communicators of Lorain County and LakewoodAlive.

**I am ready
to help you:**

- Cultivate meaningful relationships with your donors and engage new donors
- Engage your Board in fundraising
- Build capacity
- Mine your donor list for the best prospects
- Solicit major gifts, estate gifts and endowed gifts
- Assess your fundraising program
- Draft and implement your fund development strategy
- Maximize the revenue potential of your fundraising events
- Tell your Story