

Catherine Lockman

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Highlights

- Robust project management including coaching grantees, teaming with donor organizations, and managing project deliverables, evaluation designs and data collection.
- Over twenty years of educational outreach, public speaking/presentation, and direct donor / funder engagement and relationship building experience with community stakeholders, grantees, government, foundation and private sector partners.
- Extensive experience with both grantmaking and grantseeking – including developing and evaluating narratives, evaluation plans, cost/benefit analysis, risk management, statements of work and budget development / reporting.
- Government relations expertise including strategy development, outreach to elected officials and staff, direct engagement and coaching including development of talking points, cases for support and creation of briefings / fact sheets related to key issues / efforts.

Employment History & Highlights

Global Peace Foundation, Washington D.C. 2013 –present. International Director of Organizational Development

- Pursued, won and provided implementation oversight on a law enforcement and community safety project related to preventing extremist violence in the United States, funded by Department of Homeland Security, with partner, the Office of the New Jersey Attorney General. This project was selected by the National Center for Counter Terrorism Best Practices National Conference as the only community prevention project showcased during their 3-day convening in 2019. This project including over 50 state, local and law enforcement partners.
- Pursued, won and provided implementation oversight on three new democracy strengthening projects in Nigeria, including Irish Aid, Robert Bosch Foundation and KAICIID Dialogue Centre for preventing election violence and community peacebuilding with very positive evaluation outcomes and evidence.
- Co-led and facilitated a two-year project which included community mapping and stakeholder workshops to build cross-community engagement across cultural / ethnic / racial / socio-economic divides in Jersey City, New Jersey. Including content development, public speaking and facilitation, as well as organizing and co-hosting ‘community building’ events.
- Provided ongoing project management and grants administration and donor relationship management for various projects.
- Served as on-stage MC galas and shows with televised and live audiences, moderates and facilitates expert panel discussions, corporate briefings and other related events, as well as other public speaking.
- Serves as International Director of Organizational Development for a significant international grantmaking organization with operations in over twenty countries – to build resource mobilization and capacity building for field/project implementations and evaluations.
- Serves as Founder and President of Peace and Security Partners, Inc. a women-led nonprofit start-up organization incubated by a private foundation – manage tax exempt status, organizational filings, initial portfolio of work and start-up funding.
- Leads and manages full cycle of Federal and multilateral resource development from opportunity hunting through proposal and program development, awards, implementation and reporting, and final evaluations and close-outs.

Independent Consultant, Chevy Chase, MD. January 2013 – present. Principal

Certified women-owned enterprise

Provide a range of high-level, high-value services to philanthropic and nonprofit sector clients and partners including strategies to engage institutional and governmental officials and stakeholders to support projects in international / community development, peace and security, transportation and a wide range of organizational development capacity building.

- Provided grant application writing and cost benefit analysis to DART for transportation grants, including a winning application for approx. \$9 million.
- Co-led multiple financial management and database system projects including Salesforce, Raiser’s Edge, Intacct, Financial Edge and other migrations / implementations related to grantmaker and nonprofit financial, grantmaking and fundraising operations.
- Consulting practice has focused on a variety of tax exempt clients including private foundations such as McKnight and Dyson Foundations, professional associations and nonprofit organizations.

United to End Genocide / Save Darfur, October 2011 – November 2012. Director of Development.

- After merger of Save Darfur Coalition and Genocide Intervention Network, led outreach to all legacy major gift and foundation donors to message the merger, expanded work portfolio and introduce the new organization.
- Led the data conversion project, combining 1.2MM legacy data records from a variety of databases into one, new and combined database – Convio Luminate / salesforce.
- Provided strategy and messaging for digital communications, including fundraising and advocacy campaigns received by an active email list of over 750,000 individuals.
- Secured the new organization's first multi-year foundation gift of \$100,000 and first endowment gift of \$100,000.
- Developed all foundation proposals and reports, as well as donor collateral like fact sheets, cultivation materials and annual report.
- Led Board of Directors Development Committee and provided projections, forecasts and analysis of revenue on an ongoing basis and during special events, like George Clooney guest appearance.

Women's Edge / Women Thrive Worldwide, Washington D.C. September 2007 – October 2011. Vice President of Organizational Advancement.

- Built the Development department including recruiting and coaching team, building databases, prospect pipelines, day-to-day operations and a Development Department Manual, also co-led on organizational projects including technology, strategic planning, and financial operations related to grants administration.
- Raised funds to publish, then co-authored and internationally distributed a how-to fundraising guide for women's NGOs in the global south.
- Grew organizational budget from \$1.7M to \$2.3M in economic recession, while gaining new donors including the largest multi-year foundation grant and first-time corporate partner Land O'Lakes.
- Raised approximately \$2MM for new Global Partnerships international development program, traveled internationally to meet with women's cooperatives and partners, and represented work at global food security and women's empowerment convenings focusing on Latin America and Africa.

The Children's Center, Detroit, MI. 2005 – 2007. Director of Corporate, Foundation and Special Gifts.

- Re-visioned "AutoGlow" to gross approx. \$1MM compared to prior year gross receipts of less than \$300k, also doubled the net income for golf tournament.
- Developed endowment policies and guidelines, received Board approval and successfully solicited first 6-digit gift from a high-profile individual.

Morgan Stanley, Rochester MI. 2004 – 2005. Financial Advisor.

- Created and implemented educational/promotional series for professional managers of endowment, foundation and trust funds resulting in a pipeline of over \$90MM in new, cultivated prospects for Senior Vice President. Topics were timely and focused on economic, tax and portfolio allocation issues.

HAVEN, Pontiac MI. 2003 – 2004. Vice President of Development and Marketing.

- Creation of new agency branding initiative, with print materials, ads, brochures and multimedia DVDs to raise awareness and dollars, include a revamping of direct marketing campaign.
- Won Adcrafters Grand Prize in 2004 for non-profit cause-related marketing.

Focus: HOPE, Detroit MI. 2001 – 2003. Senior Development Officer.

- As part of 4-person team, raised over \$78MM in \$75MM campaign including multi-year, multi-million dollar gifts.
- Managed \$20MM government contract/grant portfolio, including writing, winning and reporting on grant funding, as well as educational outreach and advocacy visits to support awards from Federal agencies such as Departments of Labor, HHS, Education, Defense and HUD.

Non-Profit Resources, Ferndale MI. 1998 – 2001. Chief Executive Officer.

- Secured two \$1MM government grants for clients in refugee services and workforce development.
- Designed and published newsletters, brochures and marketing materials – both print and multimedia.
- Developed national fundraising strategies for industry associations and presented at member conferences.

Education & Licensing

- Bachelor of Science, Public Administration and Policy Analysis, Oakland University, 1997.
- Georgetown Law, Continuing Legal Education, Managing and Representing Tax Exempt Organizations, 2017 and 2018.
- DME for Peace, Evaluation Mentor for 2019 Evaluation Mentoring Program
- Executive Coaching, Sheila Maher, six months of professional coaching for leadership development, 2010 – 2011.
- Planned Giving certification, “Touch the Future,” Community Foundation for Southeastern Michigan, 2002.
- Raising More Money/Benevon sustainable fundraising series – 101 through 104, 2006 – 2007.
- Completed the Morgan Stanley’s rigorous two-year “Professional Foundations Program” and earned SEC, NASD and state licenses Managed Futures, Life, Accident, Health and Disability Insurance, Uniform State Law, and General Securities including Series 7, 66, 63 and Insurance, 2004-2005.