

## M. ANGELA STRAIN, GPC

Creative, strategic nonprofit professional with more than twenty years experience  
growing the resources and capacity of organizations to meet their missions

### SKILLS

- ▶ Organization Leadership
- ▶ Program Planning & Administration
- ▶ Grant Professionals Certification Institute™ Certified
- ▶ Staff Management, Hiring & Training
- ▶ Strategic Planning
- ▶ Donor & Community Relationship Management
- ▶ Fund Development Planning & Execution
- ▶ State / Local Advocacy (TN, FL)
- ▶ Extensive Public Speaking Experience
- ▶ Volunteer Program Administration
- ▶ Communications Design & Management

### Professional Experience

#### **Executive Director: We Care Jacksonville, Inc. (dba WeCareJax) - November 1, 2019 to Present**

- Connecting patients to compassionate care through management of staff, volunteers, and donor resources
- Oversee distribution of more than \$13 Million in donated care from volunteer specialty providers and health systems
- Working to address the gaps in healthcare access for uninsured neighbors in need living at 200% or less of the federal poverty level

#### **Director of Development: University of North Florida / MOCA Jacksonville - 6/2018 - 10/2019**

- Revitalized museum development practices and strategies, culminating in approved fund development plan
- Enriched role of the Board development committee and volunteers, convening task force for membership program update and engaging community advocates across the region
- Secured state, local, and foundation funding above prior year totals
- Developed operations and solicitation plan for three-member team

#### **Director of Development: JASMYN, INC. (Jacksonville, FL) - 2014 - 2018**

- Inaugural DOD - taking individual philanthropic donations from a baseline of \$19,230 to \$473,445 in the first year
- Developed three-year fund development plan adopted by Board of Directors
- Total fundraising (less government grants and contracts) topped \$1,620,140 by the end of 2016
- Secured three-year, \$1 M matching grant
- Raised capital funds for building renovations and stewarded gift of property
- Updated two signature events to achieve 125% and 130% of net goals
- Launched formal volunteer program, yielding 800+ volunteer contacts and expanded development team to include Volunteer and Community Engagement Specialist

#### **Resource Development - Manager, Grants & Foundations: Wounded Warrior Project, Inc. (Jacksonville, FL) 2012 - 2014**

- Responsible for successful relationship management and pursuit of funding from foundations, corporations, donor advised funds, and others supporting the organization through grant vehicles, more than doubling revenue in the channel from 2012 to 2014
- Authored five-year strategic plan for the Grants & Foundations team
- Managed work of employees, interns, and contracted grant writers/researchers
- Created segmented communications plan adapted across multiple channels
- Portfolio in excess of 350 foundations, major donors, directors/trustees, and other influential partners

#### **Organizational Advancement Director: Community Health Centers Alliance, Inc. (St. Petersburg, FL) 2005 - 2012**

Expanded support for organization programs and initiatives through grant writing, reporting, and research; member relations and recruitment; and fee-for-service menu of member benefits. Coordinated and delivered physician and allied health education; convened Quality Improvement initiatives; and led the Outreach & Education strategy and field of statewide educators for The Center for the Advancement of Health IT (AHIT), a Regional Extension Center serving 41 predominantly rural communities in Florida, including management of seven-member team. Public speaking (regional, statewide, and national presentations), including live and recorded webinars. Communications support included promotional materials, web content, email marketing to multiple audiences; legislative affairs and advocacy; press releases; and more.

#### **Executive Director: Cooper-Young Community Association (Memphis, TN) 2001 - 2005**

Conducted membership / donor campaigns, managed volunteers, gained governmental response to community needs; sought financial self-sufficiency for the organization. Responsible for direct mail and grant applications, grant reports, promotional materials,

and columns in the monthly *LampLighter* Community Newspaper; facilitated annual Board Strategic Planning Retreats (2002 – 2005); headed fundraising events (Art Auction and 4-Mile Run), increasing income, sponsorships, donations, and volunteers annually.

**Consultant:** Alliance for Nonprofit Excellence (Memphis, TN) 2002 - 2013 (*via project-based contract*)

Offered assistance with program planning, funding research, grant writing, and instruction to a wide range of nonprofit organizations in Tennessee, Arkansas, and Mississippi. Taught six-week *Introduction to Grant Writing* for the University of Memphis Continuing Education Department and facilitated multiple *Researching Grant Funding* workshops. Compiled and edited 3<sup>rd</sup> and 4<sup>th</sup> editions of *Internet Resources for the Nonprofit Grantseeker*; edited the 2006 edition of *A Guide to Mid-South Funders*.

*Successful grant applications include: HRSA Community Health Center Renewal (Multiple - \$6M-\$10M); HUD Lead Hazard Reduction (\$4M); Healthy Start: Eliminating Disparities in Perinatal Health (\$3.75M); DHHS Administration for Children & Families (\$2.9M); HRSA Expanded Medical Capacity / Healthcare for the Homeless 2007 (\$500K); Robert Wood Johnson Foundation - Local Initiative Funding Partners (\$650K), State of Tennessee FQHC Expansion (\$550K), The Assisi Foundation (\$500K), HRSA Oral Health 2009 (\$250K Annually); DHHS Runaway and Homeless Youth (\$125K), NEA Access to Artistic Excellence (\$20K); on the writing team for HUD Continuum of Care for the Homeless (\$4M).*

**Vice President & General Manager, Executive Suites Inc (Memphis, TN) - 1997 - 2002**

**Guest Services Manager, Memphis Museums, Inc - 1994-1997**

**EDUCATION**

THE UNIVERSITY OF MEMPHIS: Bachelor of Arts, *Cum Laude* 1989

Major: Political Science (Public Administration concentration) / Minor: English (Creative Writing)

Presidential Scholarship; Completed Internship in the Tennessee General Assembly; Elected President, Student Government Association; served as Chief Justice, Student Court

Received John W. Burgess Award for Service

Selected as one of 100 outstanding graduates to represent University history at the 2012 Centennial Celebration Commencement

**RELEVANT PROFESSIONAL TRAINING**

- Leadership Jax - graduate, class of 2018
- BoardSource Governance Trainer Certification (2014)
- Community Coaches - Class V, Nonprofit Center of Northeast Florida (2013-2014)
- Nonprofit Management for the 21st Century, Lilly School of Philanthropy at IUPUI (2013)
- Raytheon Six Sigma (2013)
- NACHC's Developing Effective Federally Qualified Health Center Programs and Applications (2009)
- Governance as Leadership: Reframing the Work of the Nonprofit Board (2005)
- Grantsmanship Certificate (2002)

*Additional Workshops:* AFP Fundraising Day - New York City (2014); National Conference of the Grant Professionals Association (2016, 2012, 2010); IHI Building Quality Measurement Systems that Work (2009); Ryan White Health Information Technology Workshop (2009); Florida Association of Community Health Centers Annual Clinicians' Conference (2008 - 2012); Understanding the IRS 990 for Nonprofits (2005); Researching Donor Prospects (2003); Strategic Planning for Non-Profits (2001)

**NOTABLE VOLUNTEER ACTIVITIES**

- *Community Coaches Program, Nonprofit Center of Northeast Florida, 2013 - present*
- *North Florida Grant Professionals, inaugural chapter Vice President; served as President and Governance Chair, 2014 - 2018*
- *Board of Directors, Florida Bat Conservancy, 2007 – 2013*
- *WKNO-FM Memphis (Public Radio Fundraising), 1997 – 2005*
- *Board of Directors, Cooper-Young Development Corporation, 2001 – 2004*

**REFERENCES Available Upon Request**

Additional Endorsements / Recommendations online: [linkedin.com/in/angelastrain](https://www.linkedin.com/in/angelastrain)