



VALERIE COSTA

201-744-0601 · valerie@arilconsulting.com

Summary

Recognized for creative and less traditional consultative approaches to project management, fund development and leadership support to organizations in the non-profit sector. Skilled in assessing short- and long-term organizational needs and providing expertise at levels that are doable and accessible to build capacity for long-term results. Core skills: Project management, development strategizing, coaching, writing, research, Raiser's Edge training.

Experience

Aril Consulting, Durham, NC

2011–Present

Founder

A management consulting firm directed to assist and advance the development and sustainability of non-profit organizations. A worker-owned business, Aril Consulting brings a team approach to all projects, offering tailored, expert, yet down-to-earth services.

Representative Accomplishments:

- Consulted with five emerging organizations to develop and successfully execute their first fundraising plan.
- Effectively consulted with a client, nearly tripling fundraising revenue in one year; another tripled their revenue in three years.
- Developed two peer-to-peer fundraising events that engaged their members/ supporters to fundraise for the organization and increased their confidence in asking for money and support.
- Designed a successful strategy to secure funding from a national foundation for a state-based organization and increased visibility and connections for this organization among other national funders.
- Coached busy Executive Directors to stay on target by ensuring regular communication with funders.
- Reorganized Raiser's Edge coding schemes and data entry protocols to allow for reconciliation with accounting to meet auditors' internal controls suggestions.

Current/Past Clients:

350Vermont, MN350, Vermont Workers' Center, Community Learning Exchange, Center for Ethical Leadership, Senior Services and its senior centers, Seattle Neighborhood Greenways, Oregon Justice Resource Center, Tar Sands Free Northeast Coalition, The Healing Center, King County Sexual Assault Resource Center, New Orleans College Prep, Community Foundation of Northern Kentucky.

Senior Services, Seattle, WA

2004 -2010

Vice President/Chief Development Officer

Development generalist excelling in managing a diverse revenue generation plan.

- Directed all private sector fundraising and community relations efforts. Included oversight of all development functions (major gifts and planned giving, events, corporate and foundation support, annual campaign, direct mail, and online fundraising), \$3 million endowment, as well as public relations and marketing.
- Ensured that agency fundraising goals (\$2.4 million in 2010) were met through the creation and management of annual development plan and budgets. Increased net revenue by 10.5% in 2009.
- Notable progress in “building a culture of philanthropy” within Senior Services.
- Managed 30,000+ constituent database, Raiser’s Edge.
- In prior position as Grants Manager, increased foundation revenue in one year by 50% by identifying new funders. Prior positions held include Evaluation & Accountability Manager, Grants & Online Fundraising Manager, Development & Communications Associate and Administrative Assistant.

Previous Positions Held

- SEIU Local 509, Chapter/Mailing Specialist, Watertown, MA: 2004
- Barnes & Noble @ Boston Univ., Community Relations Coordinator, Boston, MA: 2002 - 2004
- Massachusetts Jobs with Justice, Organizer, Boston, MA: 2002

Civic Engagement

Regularly provides volunteer fundraising counsel to non-profits.

Current Leadership Roles: Nicaragua Pueblo Project, Advisory Board; International Campaign for Justice in Bhopal, Coordinating Committee.

Education

B.A. in History & International Relations, Boston University. 1999–2003

Certificate in Fundraising Management, Univ. of Washington. 2006 - 2007

Certificate in Sustainable Building & Design, Yestermorrow D/B School, pending

Skills & Training

Language: Passable conversational Spanish.

Software & Web Design: Proficient in Microsoft Office Suite and Adobe Creative Suite. Expert knowledge of Raiser’s Edge, Salsa Labs, NationBuilder, and CiviCRM development databases. Proficient in Wordpress. Basic HTML and CSS. Designed multiple webpages.