

# Katherine Rose Fife

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## Relevant Professional Experience

### **Salt Lake County, SLC, UT**

**4/2018-present**

#### *Director, Office of Programs and Partnerships*

- Direct office of federally funded programs, focusing on social systemic issues, including homelessness
- Facilitate the completion of federal grant application totaling over \$10Mill annually
- Convene stakeholders to address issues and identify gaps, needs, priorities, and policy recommendations
- Collaborate with internal and external partners to solve issues and identify and implement solutions

### **University of Utah, Honors College, SLC, UT**

**8/2017-5/2018**

#### *Co-Instructor of Honors Praxis Lab: Worlds Apart? Assessing Utah's Urban-Rural Divide*

- Facilitate a unique and rich learning experience for students seeking to understand and address issues throughout Utah
- Connect students with resources, stakeholders, community leaders, and organizations working to address statewide issues
- Support students as they complete semester-long projects addressing rural issues that could ultimately benefit entire state

### **Philanthropy Matters, LLC, SLC, UT**

**5/2016**

#### *Principal Consultant*

- Trusted advisor to individuals, corporations, foundations, entities, and leaders in developing and advancing their philanthropy
- Help philanthropies develop and implement strategies and performance indicators that increase efficiencies and impact
- Guide complex community solution efforts, which often involve navigating competing priorities, through philanthropy
- Facilitate cross sector collaborations between government entities, private funders, and nonprofits to address complex issues

### **Community Foundation of Utah, SLC, UT**

**1/2014-5/2016**

#### *Director of Philanthropy*

- Provided strategy and oversight for over 200 endowment funds, helping double assets that exceeded \$50 million
- Managed grant process for all philanthropic funds, including developing, marketing, committees, awarding, communications, reporting, and evaluating, ultimately supporting efforts to deploy over \$20 million for social good
- Responsible for understanding industry trends, innovations, regulations, and best practices for all activities
- Planned and implemented marketing and public relations strategies
- Participated in and facilitated community events, conversation, and partnerships regarding issues and potential solutions
- Educated donors regarding causes and issues that met their giving interests and values
- Worked as liaison between internal and external stakeholders to leverage resources, achieve outcomes, and address issues

### **Guadalupe School, SLC, UT**

**4/2012-12/2014**

#### *Capital Campaign Manager*

- Raised over \$10 million needed to build a new facility
- Sought out complex and innovative funding solutions, including over \$2 million in New Markets Tax Credits
- Championed a fund raising committee of philanthropists, community, and corporate leaders
- Handled all administrative, fundraising, and marketing aspects of the project, with a fastidious attention to detail

### **Nonprofit Development Partners, SLC, UT**

**4/2012-1/2014**

#### *Consultant*

- Helped non-profits and organizations develop, analyze, and implement new and improved initiatives
- Strategically analyzed organization's development, marketing, and strategic programs to design and deliver improved plans
- Successfully wrote grants to foundations and proposals for corporate sponsorships
- Facilitated trainings for board members, key volunteers, and staff, to make continuous improvements

### **Make-A-Wish Foundation of Utah, SLC, UT**

**6/2007-4/2012**

#### *Director of Marketing and Development*

- Planned and implemented all fund raising aspects of organization, successfully raised \$2,000,000 annually in private donations
- Determined and oversaw communications, PR, branding and marketing functions
- Cultivated long-term relationships with sponsors, volunteers, supporters and other community partners and stakeholders
- Worked with national and statewide partners to implement projects and campaigns
- Led a successful and strong team of three staff and interns
- Oversaw the integrity of the donor database (Blackbaud/Raiser's Edge)

**Discovery Gateway, SLC, UT****2/2007-6/2007***Development Manager*

- Identified, cultivated and solicited corporate sponsors and foundations
- Worked collaboratively with other departments as well as community stakeholders

**Muscular Dystrophy Association of Utah, SLC, UT****6/2003-2/2007***District Director*

- Developed and managed \$1,000,000 budget annually
- Initiated, organized, implemented, and marketed over 20 community fundraising programs and events annually
- Recruited, trained, and supervised eight full-time staff and volunteers
- Developed and maintained relationships with media, sponsors, families, and volunteers throughout Utah
- Responsible for marketing, planning, and production of the local Labor Day Telethon on ABC4

**Sorenson Multi-Cultural Center, Salt Lake City Corporation, SLC, UT****2/1999-6/2003***Youth and Family Program Coordinator*

- Planned, developed, and administered comprehensive programs and events for underserved youth
  - Doubled enrollment in summer youth program
- Created and maintained relationships with partners to enhance programming
- Recruited, trained, and supervised team of eight staff members

**Success By 6 Home Visitor Program, United Way, SLC, UT****5/1997-2/1999***Director*

- Oversaw the daily functioning of the program, including 17 staff across three locations
- Presented program and United Way initiatives/agencies to businesses and community leaders
- Assisted in grant writing and donation solicitations

**Education****University of Utah, SLC, UT****2007**

- Masters of Science, Family Ecology

**Westminster College, SLC, UT****1996**

- Bachelors of Science, Major: Sociology Minor: Business, Graduated Cum Laude

**Honors and Associations**

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|--|--------------|
| • Member, Utah Arts Festival Board of Directors                          | 2019-present |
| • Member, Jumpstart Board of Directors                                   | 2017-2019    |
| • Member, Friends of Guadalupe School Board of Directors                 | 2016-2021    |
| • Member, Salt Lake Community College Planned Giving Advisory Council    | 2015-2018    |
| • Treasurer, Sorenson Multicultural Center Advisory Board                | 2010-2016    |
| • President, Utah Society of Fund Raisers (USFR)                         | 2007-2015    |
| • Presenter, AFP Utah Workshop, Building a Planned Giving Council        | 2017         |
| • Presenter, Utah Nonprofits Association Annual Conference, Stewardship  | 2017         |
| • Member, Intermountain West Funder Network Convening Planning Committee | 2015         |
| • Presenter, Give Salt Lake Conference, Community Philanthropy           | 2015         |
| • Presenter, Utah Nonprofit Association Resources Training               | 2013         |
| • Presenter, Utah Society of Fund Raisers Special Events Panel           | 2012         |
| • Member, Fieldstone Foundation Emerging Leadership Group                | 2010         |
| • Secretary, Utah Amateur Boxing Association                             | 2003-2007    |
| • Chair, Healthy Communities, Glendale/Poplar Grove                      | 1999-2001    |
| • Captain, Westminster College Women's Volleyball Team                   | 1995-1996    |

**Relevant Areas of Expertise and Strengths**

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|---|---|
| • Philanthropic trends and best practices   | • Analytical and driven to continuously improve           |
| • Nonprofit sector and social issues  |   |
| • Strategy development and processes  | • Ethical, trustworthy, and operate with integrity        |
| • Leadership and team management  | • Microsoft Office, Adobe, CRM software                   |
| • Collaborative, community engagement   | • Program and project development and management          |
| • Solution oriented connector and builder of long-term partnerships and relationships | • Revenue generation                                      |
| • Marketing, including social media and website                                       | • Fiscal management                                       |
|   | • Interpersonal, verbal, written, and presentation skills |

- Self-motivated, productive, and dedicated
- Entrepreneurial

- Simultaneously manage multiple responsibilities