

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

- 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

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

- Self-motivated, productive, and dedicated
- Entrepreneurial

- Simultaneously manage multiple responsibilities