

Bridgett Lomax

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PROFESSIONAL SUMMARY

Self-directed non-profit professional with demonstrated skills in management, fundraising, and program development. Adept at adjusting to changing priorities, attracting and mobilizing resources, and setting goals to achieve desired outcomes.

SKILLS

- Written communication
- Initiative
- Analytical thinking

- Research
- Fundraising
- Resource development

WORK HISTORY

GRANT WRITER

02/2018 to CURRENT

Zaman International | Inkster, MI

- Investigate potential funding sources, including state and federal programs and non-profit foundations
- Comprehend programs and services through research and interviews
- Draft high-quality proposals to pursue grants, donations, and contracts as well as progress reports documenting outcomes
- Develop corporate and foundation funding strategies for general operations and core projects in basic needs and workforce development

RESOURCE MOBILIZER

08/2017 to CURRENT

Economic Justice Alliance Of Michigan | DETROIT, MI

- Assemble monetary and non-monetary resources to build organization's profile and fundraising capacity
- Manage maintenance of social media platforms, web site, and other web-based tools such as CRM and Guidestar
- Work with staff and board to develop fundraising proposals; research potential donors and foundations to evaluate funding sources
- Advise senior management and alliance members on philanthropic priorities

SENIOR DIRECTOR, DEVELOPMENT

11/2016 to 06/2017

Gleaners Community Food Bank of Southeastern Michigan | Detroit, MI

- Exceeded revenue goals for foundation and corporate grants by identifying new prospects
- Established cross-functional team meeting to strengthen communication around and knowledge about open grants and new opportunities
- Collaborated with staff and funders to develop programs designed to address shared goals
- Created dashboard and matrices to more accurately track donor relationships and annual performance

SENIOR DIRECTOR, STRATEGIC INSIGHTS

10/2015 to 11/2016

Gleaners Community Food Bank of Southeastern Michigan | Detroit, MI

- Raised \$170,000 for community engagement and evaluation activities
- Developed logic models for key programs
- Designed data collection tools including consent agreements, surveys, and focus group protocols
- Identified, retained, and managed relationship with third-party evaluator

SENIOR DIRECTOR, EXTERNAL RELATIONS

08/2009 to 10/2015

Gleaners Community Food Bank of Southeastern Michigan | Detroit, MI

- Increased corporate and foundation giving program from \$400,000 to annual average of \$2.5 million; secured additional \$5 million in restricted funds to support new and expanded programs, capital improvements, and equipment purchases
- Built grants portfolio from 20 to more than 50 foundation and corporate relationships
- Professionalized and standardized practices related to securing corporate and foundation gifts including improving quality of case statements and elevating grants management procedures
- Secured funding to support significant expansion of school-based feeding and nutrition education programs
- Co-led effort to establish and deliver collaborative, community-based programs that promote increased food security and access in Detroit neighborhoods; matched programs with philanthropic resources

DIRECTOR, DEVELOPMENT

11/2006 to 08/2009

Gleaners Community Food Bank of Southeastern Michigan | Detroit, MI

- Collaborated with communications team to refine and expand marketing, social media, and online giving functions
- Led team in growing attendance for signature special event from 200 to 400 participants
- Worked as part of team to diversify fundraising strategies increasing revenue from \$10 million to \$14 million annually

VICE PRESIDENT, ARTS, HUMANITIES & CULTURE

09/2002 to 11/2006

YMCA of Metropolitan Detroit | Detroit, MI

- Created strategic alliances that expanded program offerings and broadened identity of YMCA as cultural institution
- Managed and programmed arts center at Boll Family YMCA in downtown
 Detroit consisting of 7,000 square feet of programmable space
- Led initiatives to expand Y's arts and cultural mission by commissioning art projects and arts-centered group learning experiences for adults and children
- Collaborated with board and leadership to raise over \$2.1 million to support programmatic and capital efforts

PROGRAM OFFICER

08/1998 to 09/2002

Community Foundation for Southeast Michigan | Detroit, MI

- Co-created \$5.3 million grants-making program to increase cultural participation in seven-county region
- Developed and convened regional capacity-building events for non-profit organizations including technical assistance workshops and forums on best practices
- Staffed and served as primary reviewer for \$45 million donor-advised fund to support arts and culture in southeast Michigan

EDUCATION

Master of Arts | Arts Management

Carnegie Mellon University, Heinz School of Public Policy & Management, Pittsburgh, PA

graduated with distinction

Bachelor of Science | Design And Merchandising

Drexel University, Nesbitt College of Design Arts, Philadelphia, PA

ACTIVITIES ()

Review Panelist, Kresge and Erb foundations arts program, 2014

Bank of America Emerging Leaders Program, 2013

Board Member, Michigan Association for Community Arts Agencies, 2005 - 2006

Review Panelist, Michigan Council for Arts and Cultural Affairs, 2001 - 2004