

KATE CAHILL

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EMPLOYMENT HISTORY

The Remington Group – Principal & Senior Consultant – Beverly Hills, MI

May 2018– Present

- Managed feasibility study for children’s home in Detroit.
- Advising and managing \$100 million campaign for the Holocaust Memorial Center.
- Managing \$100+ million statewide trail campaign.
- Led the creation of case statements for multiple clients including currently for a major veteran’s organization.
- Managed campaign for Michigan Minority Supplier Diversity Council.
- Advised on creative aspects for other TRG Clients.

MindBodyEdge, LLC – Founder – Bloomfield Hills, MI

August 2016 – Present

- Create and facilitate custom mindfulness, meditation and movement programs for a variety of audiences, organizations and institutions including corporations, schools, health care, clubs, private groups, and individuals.

JDRF Metro Detroit and Southeast Michigan Chapter – Executive Director – Southfield, MI

April 2012 – August 2016

- Managed a 12-person staff team and worked closely with the executive committee and board of directors.
- Raised \$5-6 million annually, exceeding budget and setting fundraising records for four consecutive fiscal years.
- In partnership with the board and national leadership, set the strategic vision for the chapter, and worked with committees to meet and exceed goals each year.
- Directed all major gift fundraising activities from identification and cultivation to solicitation and stewardship.
- Supervised the annual Promise Ball gala, which raised more than \$1 million in three consecutive years: \$1.4 million in 2014; \$2.3 million in 2015; and \$1.7 million in 2016.
- Supervised the statewide JDRF One Walk program consisting of eight sites raising over \$3 million annually.
- Supervised the largest JDRF Type One Nation Summit in the country, attracting 1,500 people annually.
- Worked with regional and national staff on strategic task forces and organizational growth initiatives.

St. John Providence Health System Foundations – Major Gifts Consultant - Southfield, MI

May 2010 – April 2012

- Developed relationships and raised funds for key Centers of Excellence and Service Lines including Oncology, Cardiology and Women’s Health.
- Managed identification, cultivation, solicitation, and stewardship of major gift prospects and donors.
- Developed innovative mini-campaigns for priority projects including the Providence Cancer Center, Providence Park Cardiac Rehabilitation Center and Women’s Robotic Surgery Institute.
- Managed sponsorship activities for the 2012 Friends’ Ball.
- Identified and built strategic community partnerships aimed at connecting new constituents with the Providence Health Foundation.
- Served on operational task forces focused on critical growth areas including physician engagement, stewardship/donor relations and grateful patient programs.

Detroit Symphony Orchestra – Vice President of Development - Detroit, MI

2008 – 2010

- Responsible for all contributed revenue including board giving, leadership and major gifts, endowment and planned giving, corporations, foundations, special events, government, direct mail, telefund, and special projects/restricted gifts.
- Raised more than \$11.5 million annually.
- Raised \$642,000 in the one-day Community Foundation Challenge - Arts and Culture.

- Conducted a full operational analysis of the DSO's development programs and implemented strategic changes resulting in greater efficiencies and increased revenue across all sources.
- Managed 12 professional staff and numerous volunteers.
- Staffed board committees including development, nominating and strategic planning.

Community Counselling Service (CCS) - Vice President - Southfield, MI

2002 – 2008

- Raised more than \$130 million in partnership with staff and volunteer client teams.
- Served on the CCS Executive Team, Midwest Management Team and as a Regional Team Officer. Responsibilities included strategic planning, training, mentoring, new business development, client and director recruitment, proposal development, client presentations, sales, marketing, and more.
- Directed transformational fundraising campaigns serving as full-time, on-site resident counsel. Campaign clients included: Detroit Public Television, The Nature Conservancy-Michigan Chapter, Adrian Dominican Sisters, and St. Mary Magdalen Parish.
- Met or exceeded all campaign fundraising goals. Campaign goals ranged from \$4 million to \$82 million.
- Managed all aspects of campaign planning and implementation including but not limited to:
 - Developing and writing campaign documents including case statements, timelines, plans, strategies, policies, correspondence, proposals/gift requests, prospect research/briefing papers, recognition/naming opportunities, prospect lists, tracking tools, marketing, operating and stewardship materials, presentations, reports, and more;
 - Recruiting, training and managing high level campaign volunteers;
 - Managing prospects from identification, qualification, research, and cultivation through solicitation, gift closure, and stewardship;
 - Strategizing, planning and participating in leadership and major gift solicitations with top staff and key volunteers;
 - Directing campaign meetings with staff, trustees and other volunteers; and
 - Providing ongoing communication to client leadership on campaign progress, analysis, challenges/opportunities, evaluation, recommendations, etc.
- Supervised and managed CCS directors serving on-site at clients including St. Joseph Mercy Oakland Hospital, St. Joseph Regional Medical Center, University of Windsor, and Detroit Public Library.
- Conducted feasibility and planning studies, development assessments and special fundraising projects. Clients included: St. Joseph Mercy Oakland Hospital, National Association of Central Cancer Registries, Lutheran Social Services of Michigan, University of Windsor, and Bloomfield Hills Schools.

Marian High School - Director of Development - Bloomfield Hills, MI

2000-2001

- Responsible for all fundraising activities including annual giving, major gifts, alumnae giving, special events, scholarships, corporate and foundation relations, planned giving, and memorials/tributes.
- Staffed board committees including development, strategic planning and facilities.

Fundraising Consultant – Major Gifts, Grants, Events, and Donor Relations – Colorado and Michigan

1998-2000

- National Jewish Medical and Research Center - Denver, CO
- National Multiple Sclerosis Society, Michigan Chapter - Southfield, MI

National Multiple Sclerosis Society

1991-1998

National Management Analyst/Assistant Area Director - Denver, CO

- Served as primary national liaison to presidents of eleven NMSS chapters focused on operational areas including fundraising, client programs, staff/volunteer development, budgeting, data management, community partnerships, marketing, and public relations.
- Conducted comprehensive chapter assessments and operational audits.
- Worked with presidents and boards of directors to develop long-range strategic plans.
- Negotiated chapter collaborations including mergers, sponsorships and innovative marketing opportunities.

National Fundraising Manager - Denver, CO

- Managed a \$13 million revenue line in the national fundraising budget.
- Trained chapter staff and volunteers on annual giving, major gifts and special events.

Development Manager - Southfield, MI

- Managed more than \$1 million in revenue from the MS 150 Bike Tour and Longest Day of Golf.

EDUCATION and RECENT VOLUNTEER POSITIONS

- Marquette University, Milwaukee, WI - B.A. in Writing-Intensive English, Minor in Psychology
- Capital Campaign Cabinet Member, St. Regis Parish; Chair, 2017 Yogathon, Yoga By Design Foundation