

# Mike Miller, CFRE

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A known revenue producer in multiple markets, improving existing programs and creating new ones that engage more volunteers in the organization and generate more revenue for programs.

**Career Driver:** Better Programs + Highly Engaged People = More Investment in Your Organization!

## Select Accomplishments

- Introduced Fireside Chat events that reengaged high level donors (\$10,000+) resulting in 100% renewal of donor giving and deeper commitments of board level involvement.
- Created a new golf marathon fundraising event netting an average of \$71,000 a year during an eight year run, which was copied by a number of other organizations in the community due to its success.
- Volunteered to produce a financially critical outdoor festival with only half of the normal planning time. Blew out the goals, raising \$180,000 in revenue while showcasing 100+ interactive exhibit booths.

## Leadership

Development Director, Granville Christian Academy, Granville, Oh. (2017 – 2018)

Recruited to create development department, improve public image, and secure new students. Generated \$25,000 with first campaign, including 100% board member participation, brought clarity to recruiting process.

Development Officer, SourcePoint, Delaware, Oh. (2013 – 2017)

Established new fundraising department. During a three-year period optimized corporate sponsorship revenue 144%, increased special event net income 175% and annual campaign revenue by 71%. Guided selection of donor software, and recruited attorneys, CPAs and financial planners to serve on a trusted advisor team.

Development Director, Services for Independent Living, Columbia, Mo. (2012 – 2013)

Secured \$200,000+ in local and federal grant funding; recruited 20 volunteer teams to build wheelchair ramps at client homes, netting \$20,000+ in services and outstanding media coverage; led phase one of a capital campaign; maximized guerilla marketing strategies to garner favorable public and corporate support.

Development Director, Heart of Missouri United Way, Columbia, Mo. (2010 – 2012)

Raised \$1,000,000+ during two annual campaigns as manager of Alexis de Tocqueville Society (\$10,000+) and Leadership Circle (\$1,000+) group; increased revenue for a childhood literacy program 186% (from \$23,000 to \$66,000) with new special events and sponsorship programs; recruited sponsors for planned giving seminars.

Director of Finance and Marketing, Great Rivers Council, BSA, Columbia, Mo. (2005 – 2010)

Generated more than \$800,000 net income per year with annual campaign +31%, special events +83%, and popcorn sale +25%; served as consultant for retail store operations; managed a 50 ton (+29%) food drive; directed public relations, media relations, website, and newsletter production for a 33 county territory.

## Professional Certificates

- CFRE (Certified Fund Raising Executive), Association of Fundraising Professionals (2012, 2015)
- CC (Competent Communicator), Toastmasters, International (2009)
- APR (Accredited in Public Relations), Public Relations Society of America (2003)

## Education

BS, Recreation, California State University, San Jose, Calif.

Pi Kappa Alpha Fraternity (President, Social Director), Hospitality Internship (Yosemite National Park)

AA, Mount San Antonio College, Walnut, Calif.

Dean's List, Soccer team (Fullback, Most Inspirational Player)