

Barbara Bellissimo

P.O. Box 1303, West Tisbury, MA 02575

T 1.508.524.8038

bbellissimo@me.com

Uniquely-qualified executive with significant marketing, fundraising, C-level, and entrepreneurship experience in both the nonprofit and private sectors. A singular ability to bring seemingly disparate audiences together to resolve issues that affect them all. Recognized as an outstanding team builder, staff motivator and key executive team player. Raised over \$50 million to support nonprofit and private organizations. Especially skilled at building organizational infrastructure and corporate culture to enable staff to effectively deliver on mission.

Accomplishments

Bellissimo Consulting

March 2023 - Present

Principal

Leader of consulting practice focused on building fundraising capacity in small nonprofit organizations in rural or seasonal communities. Specific engagements include capital campaign consulting, media and communications support, and fundraising campaign design and execution. Creator of Fearlessly Ask For Anything, a 90-day leadership cohort program.

Martha's Vineyard Community Services

November 2018 - February 2023

Vice President of Development, Marketing & Communications

Highly-valued member of the senior leadership team responsible for annual fundraising, capital campaign, Chicken Alley Thrift Shop, marketing/branding and media relations. Increased annual fundraising by 50%, and annual gross revenue from Chicken Alley Thrift Shop to over \$1M to achieve our annual goal of over \$2.6M in gross revenue. Successfully completed an \$8M capital campaign to design and build a state-of-the-art Early Childhood Center. Oversaw the fundraising and disbursement of over \$400,000 in emergency financial assistance to Islanders impacted by the pandemic. Modernized the annual Possible Dreams event to attract in-person and online attendees, created a long-term relationship with host Seth Meyers, and nearly doubled net proceeds to over \$780,000. Managed team of five (plus 14 Chicken Alley staff and over 40 volunteers) and annual budget of \$1M.

Transform Education Kentucky, Frankfort, KY

September 2013 – June 2018

Chief Executive Officer

First CEO at this organization that identified, piloted, and scaled innovation in Kentucky's public education system. Significant accomplishments included: creating an online collaborative platform for educators and community members to define and execute micro-innovations; overseeing the inaugural Elevating and Celebrating Teachers and Teaching convening in Kentucky in Winter 2014, which has since inspired over 1,000 teachers; directing multi-million dollar, multi-year grants from the Bill & Melinda Gates Foundation and others; securing lead gift for the launch of the Innovation Fund.

San Francisco School Alliance, San Francisco, CA

March 2010 – August 2013

Chief Operations Officer

Oversaw all aspects of operations and fundraising (staff of seven) at this nonprofit strategic partner to the San Francisco Unified School District. Built up cash reserves from zero to over six months of expenses during the Great Recession. Executed facilities move that resulted in 33% more space for 9% less cost. Recruited several new institutional donors to the organization, and secured the largest multi-year grant in the organization's history. Managed technology, human resources, facilities and other operational functions to ensure smooth running of organization within budget.

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BUILD, Redwood Shores, CA

June 2007 – October 2009

National Director of Development

Lead the national development team at this entrepreneurship-focused college access program for under-served high school students. Assessed, selected and managed conversion of donor database system to improve cross-functional communication, stewardship and fundraising. Closed over \$2 million in commitments in the first year, and grew the organization's reserve from \$75,000 to over \$950,000 in 9 months.

JobTrain, Menlo Park, CA

September 2006 – May 2007

Director of Development and Communications

Directed the development and marketing team of seven at this career success center for low-income adults and at-risk youth. Responsibilities included annual campaign, events, major donor stewardship and solicitation, corporate fundraising, grantseeking. Within the first 30 days, designed and implemented a Holiday Appeal that raised over \$929,000.

Martha's Vineyard Donors Collaborative, West Tisbury, MA

June 2003 – August 2006

Executive Director

First executive director of this start-up nonprofit organization, focused on expanding philanthropy on Martha's Vineyard and building capacity in local nonprofits. Managed board recruitment, fundraising, community and media relations. Designed and delivered board retreats and workshops on fundraising, major donor programs, capital campaigns, strategic planning, and board development/effectiveness.

People Acting in Community Together, San Jose, CA

November 2002 – May 2003

Development Director

Managed development function at this grassroots leadership training organization. Responsible for raising over \$300,000 in donations from corporations, foundations, and individuals.

Palo Alto Community Fund, Palo Alto, CA

February 2002 – November 2002

Executive Director

First executive director at this community foundation serving Palo Alto and its surrounding communities. Managed grantmaking, supported board of directors, developed organization's first web site. Created and executed direct mail campaign that raised \$100,000.

Privada, Sunnyvale, CA

December 1997 – May 2001

Co-founder and Vice President of Marketing

Founding CEO of this Internet privacy services company, which developed patented technology allowing individuals to control the dissemination of their personal information over the Internet. Grew the company from a staff of two to a staff of over 100, with offices in California, Illinois and London. Participated in raising over \$23 million from individuals and corporations. Global spokesperson to press, analysts, government, strategic clients and other constituencies. Articles and quotes appeared in many publications, including *Forbes*, *The New York Times*, *The San Francisco Chronicle* and *The Financial Times*. Experienced in television and radio, including National Public Radio, KPIX and KGO News (San Francisco).

Publications

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“Fearless Asking for Fundraisers”, e-book, self-published, May 2021.

“How to Ask for Money Quickstart Guide”, e-book, self-published, March 2010.

“10 Biggest Fears Professional Women Have Around Asking for Money and How to Conquer Them”, e-book, self-published, January 2010.

“The Five Most Important Questions to Answer in Your Case Statement”, e-book, self-published, March 2006.

Become Your Own Great and Powerful: A Woman’s Guide to Leading Your Real, Big Life, iUniverse, Inc., April 2005. iUniverse Editor’s Choice and Amazon Bestseller.

Community Involvement

Martha’s Vineyard Nonprofit Collaborative, Board Member, 2023-present

Women 4 Women, Board Member, 2013-2014.

Communities to College, Board Member, 2009-2010.

Martha’s Vineyard Donors Collaborative, Board Member, 2008.

Breast Cancer 3-Day, Participant, 2008.

Women Empowered, Advisor, 2003-2006.

Avon Walk for Breast Cancer, Participant, 2004.

Leadership Midpeninsula, Class of 2002.

Avon Breast Cancer 3-Day, Participant, 2000 and 2002.

Education and Professional Development

The Wharton School, University of Pennsylvania

Philadelphia, PA

Bachelor of Science in Economics: Specializations in Organizational Behavior and International Business

Harold Abel School of Psychology, Capella University

Minneapolis, MN

Masters-level coursework in Counseling Psychology

Ongoing Leadership and Management Development includes:

- Situational Leadership
- Managing Diversity
- Total Quality Management
- Executive Presentation Skills
- The Principles of Fundraising
- Creating an Effective Planned Giving Program
- Developing Major Gifts

References

Available upon request.