

Resume for:  
**CHRISTINE P. GRAHAM**  
Consultant to Nonprofit Organizations  
President, CPG Enterprises, Inc.  
Editor and Publisher, Nonprofit Vermont  
www.cpgfundraising.com  
cpgraham@sover.net; 802-862-0327 (office), 802-343-0659 (cell)

Publications: CPG Enterprises, Inc.  
PO Box 199, Shaftsbury, VT 05262  
cpgraham@sover.net  
ON-GOING PROFESSIONAL ACTIVITIES

Consultant with a wide range of nonprofit clients, with specialization in fundraising and management issues.

Editor and Publisher of *Nonprofit Vermont Newsletter*, established in 1986; Editor of the *New Hampshire Directory of Foundations*, 2001-2008; founder of the Vermont Directory of Foundations (1986-2006, now published by the Vermont Community Foundation).

Author of several booklets and books on fundraising techniques and planning. See "Publications" for more information.

Trainer and Presenter of Fundraising and Management Workshops for Nonprofits

#### CURRENT STUDIES AND PROJECTS

- Rock Point School, Burlington VT 2008-
- Preservation Trust of Vermont, VT 2007-
- Vermont College of Fine Arts, Montpelier, VT 2008-
- Spring Lake Ranch, Cuttingsville, VT 2008-
- Vermont Natural Resource Council, Montpelier, VT 2007-
- Vermont Land Trust regional projects, ongoing
- Wellspring School, Chelsea, VT 2008-
- Community Sailing Center, Burlington VT 2008-

#### CURRENT CAPITAL CAMPAIGNS (counsel)

- Vermont Symphony Orchestra: \$3 million endowment campaign, full campaign consulting, 2006-
- Weston Playhouse Theatre Company : major capital campaign, full campaign consulting 2006-

#### CURRENT ADVISORY, ANNUAL FUND and COACHING CLIENTS

- Vermont Mozart Festival, fundraising assessment and planning, 2009

- ARCH, Middlebury, fundraising planning, 2009
- Long Trail School, Dorset , VT: fundraising assessment and planning, 2009
- Laraway School, Johnson , VT: campaign planning 2009
- Bryan Gallery, Jeffersonville, VT : fundraising assessment and planning, 2009
- Community Health Center, Burlington, VT: fundraising assessment, 2009
- Brattleboro Music Center, including a study, 2007-
- Southern Vermont Art Center: occasional campaign coaching and advising, 2006-
- Visiting Nurses Association of Chittenden and Grand Isle Counties: general fundraising following a successful capital campaign (and study) 2001-
- Community College of Vermont: creating and launching a development program, 2007-
- Lund Family Center, Burlington VT: 2007-; advising, coaching and a campaign
- Lake Champlain Maritime Museum, Basin Harbor, VT – since 1992, fundraising consultations and campaign
- Homeshare, capital campaign counsel and continuing fundraising counsel; 2005-

#### RECENT CLIENTS and PROJECTS

- Boys and Girls Club of Burlington, VT 2008
- The R&D Tarrant Foundation, Colchester, VT 2008: Planning
- Brattleboro Hospice, 2008-09
- River Arts, Morrisville, VT 2006-2008
- Copley Hospital, Morrisville, VT 2008
- Brookhaven School, Chelsea VT 2008-09
- Thompson House, Brattleboro, VT 2008
- Yestermorrow, Warren, VT, 2008
- Burlington City Arts: occasional long-range planning and campaign advising, 1997-present
- Matilda Joslyn Gage Foundation, Fayetteville NY; campaign coaching, 2007-
- Monadnock Conservancy, Keene NH, \$3 million endowment campaign following study, 2006-
- Center for Whole Communities: annual fund and development planning 2007-
- Family Center of Washington County, Vt., occasional campaign coaching following a feasibility study, \$3 million capital campaign; 2006-
- Lyric Theatre (with consultant Debby Bergh), 2008
- Yellow Barn Music School, organizational study and fundraising planning, 2006-07
- Burnham Library, Colchester, VT ; creating an annual appeal; 2006-07
- Goddard College, fundraising planning, 2007-
- The Well School, NH, fundraising planning, 2007-
- Lebanon Libraries, NH, feasibility study fall 2005 and 2006 work leading to a campaign (\$4 million building campaign)
- Piscataquog Watershed Association, New Boston NH, board and fundraising study, planning and coaching; 2007-
- Vajra Dakini Nunnery, Lincoln VT; fundraising and campaign planning, 2007-

- Gampo Abbey Monastery, Cape Breton, Nova Scotia; fundraising planning, 2007-
- The Haven, campaign coaching, 2007-
- Vernon Christian Retirement Home, Vernon Vermont; fundraising coaching, 2007-
- Vermont Stage Company, annual fund development, 2008-
- The Vermont Women's Fund, 2006-
- Fletcher Allen Health Care, Radiology Oncology Division, 2006-
- Mad River Glen Cooperative for the Single Chair (\$1.5 million): feasibility study for a campaign and related follow-up coaching and training.
- Center for Communication in Medicine, Bennington, developing a fundraising plan. 2006-
- Cathedral Square, based in Burlington: developing a fundraising plan, 2006-
- Winchester Learning Center, Winchester NH, planning for a campaign following a study, 2006.
- Vermont Land Trust: Capital Campaign and other fundraising: 1998-current (\$25 million)
- Planned Parenthood Mohawk Hudson, study and campaign, 2000-2008 (\$3 million)
- Fletcher Free Library, Burlington VT, feasibility study, planning and implementing an annual fund campaign, 2005
- Hildene Historic House: campaign planning, feasibility study: 2004-2007
- Dorset Theatre Festival, major gift planning , 2004- present
- Vermont Public Radio: feasibility study and campaign counsel, 2003-2007
- Buxton School(Williamstown, MA): study and campaign counsel, 2003- 2007
- Castleton State College: feasibility study, annual fund advising, capital campaign planning, 2003-2008
- Yellow Barn Music Festival , annual fund assessment, 2006
- Shelburne Farms: Planning for a Campaign and counsel 1998- 2004
- Westminster Cares, Vt., a study on sustainability and a potential campaign, 2005.
- Greater Burlington YMCA: feasibility study for a capital campaign, 2004-06
- The Nature Conservancy, Vermont Chapter: study and continuing counsel: 2004-08
- Woodbury College and Marlboro College, collaborative study for a credit-bearing program in nonprofit studies, 2005 (and continuing through present)
- Rosie's Girls of Northern New England Tradeswomen; program planning and replication, 2005-06

## TRAINING PROGRAMS

- Giving Monadnock: year-long fundraising training program for organizations in Keene NH area: board component, trainings, and key note speaker, 2001-2008
- Champlain College/Woodbury Institute, Marlboro College Certificate Program in Nonprofit Management and Fundraising, 2008-
- Americorps/VISTA workshops, annually since 2002
- Partners for Sacred Places, New Partners/New Dollars program: 2006-08
- Sustainable Fundraising Series, with Vermont Community Foundation and its Technical Assistance Program, three locations and 22 organizations, 2002-03, 2007

- The Youth Philanthropy Program, with the Vermont Agency of Human Services and support from the Bay Foundation, for up to 14 groups, 2002-03

#### KEY NOTE PRESENTATIONS AND RECENT TRAININGS

River Network National, 2006 and 2007, trainings at national conference  
 Vermont Museum and Gallery Alliance, key note speaker March 2005; "Getting the Fear Out of Fundraising"  
 CONFR, for New Hampshire nonprofits, key note speaker, Spring conference 2004  
 VANPO/TAP: Vermont Alliance for Nonprofit Organizations, several workshops per year 1986-2006  
 Land Trust Alliance (Northeastern regions), 2003-2006  
 Upstate New York History Alliance: conference presentations, Adirondack and Albany regions, 2005-  
 AFP-NNE: several trainings over the past years, in Vermont and New Hampshire

#### TEACHING

also see Key notes and Workshops listings

St. Michael's College: Course work in Graduate Management and Education Programs, and in the Nonprofit Certificate Program 1993 - 2004 (adjunct faculty)  
 University of Vermont, Historic Preservation Program 1995- present (adjunct)  
 Community College of Vermont, 1996- 98 (workshops)  
 Antioch New England Graduate School: 1988, 1994  
 Vermont Library Association: 1998-2001 workshops  
 State of Vermont Employee Training, Cyprian Center (grant proposal writing), 1998-2004  
 ODI/TAP: Organizational Development Institute, Technical Assistance Program, 1990-98

#### GRANTS AND AWARDS

- Briarcliff High School Hall of Distinguished Alumni Award, 2003
- Grant for book on "becoming a philanthropist"; the Milton Murray Foundation, 1999-00
- Fellow: The Snelling Center for Government, Leadership Program 1995-96.
- Project Grant: The Bay Foundation, for Youth Philanthropy Program in Vermont, 2002
- Research Grant: The Paul Foundation, 1993. Needs assessment and curriculum development for potential advanced degree and certificate programs
- Business and Professional Women, Bennington County, VT; Woman of the Year, 1988.
- Vermont Council on the Arts: Citation for Contribution to the Arts, 1986.

#### PUBLICATIONS

- *"Working from Strength,"* article on capital campaigns for smaller organizations, Jossey Bass, New Directions for Fundraising Series, March 1999.
- *"Is Endowment for Us?"* Grassroots Fundraising Journal, Chardon Press, 2002
- *Where the Heart Is* an allegory on philanthropy, commissioned by the Milton Murray Foundation for Philanthropy, publication pending, 2001
- *Starting With Staff:* commissioned and published by the National Trust for Historic Preservation; 2001, on first time staffing in a nonprofit organization.

- *Applying Yourself: a Primer for Grant Seeking and Writing*, 2002, published by CPG Enterprises
- *Asking: A Hands-on Learners' Guide to Gift Solicitation, with Practice Makes Perfect*, the Accompanying Facilitator's Guide, published by CPG Enterprises, 1998
- *Blueprint for a Capital Campaign, An Introduction for Board members, Volunteers and Staff*, published by CPG Enterprises, 1997
- "Nonprofit Vermont," newsletter for Vermont nonprofit organizations, published six times per year since 1986.
- *Vermont Directory of Foundations*: bi-annually 1986-2006; now published by the Vermont Community Foundation and available at [www.vermontcf.org](http://www.vermontcf.org).
- *New Hampshire Directory of Foundations*: annually since 2001
- *Keep the Money Coming: A Step by Step Guide to Annual Fundraising*; published 1993
- "What Grantmakers Wish", New England Quarterly, summer 1996

#### EDUCATION

Antioch Graduate School, M. Ed. in Organization and Management, 1982.

Vermont Law School, Environmental Law Center, Course work in Negotiation and Mediation, 1989.

Bennington College, B.A. in Literature and Music 1969.

Simmons College, 1965-67.

#### SERVICE ON BOARDS OF DIRECTORS

Vermont Ethics Network, board member, 2006-

The Chittenden County Hunger Council, 2007-

Task Force on the Nonprofit Sector, 2006-

The Fund for North Bennington: trustee, grant making fund to benefit the North Bennington, Vermont environs. 1992 - present.

Sage City Syndicate, North Bennington VT; community organization. 2006-

Vermont Community Foundation: Member; and Member of Founding Team for Technical Assistance Program for Vermont (TAP-VT) 1989 - present

First Day of School Foundation, founding board member and first chair, 2001- 2005

Population Community Foundation, board member, 1998- 2005

Vermont Youth Orchestra: Advisory Board Member 1994 - 00

School Board of Shaftsbury, VT: Elected Office, 1990-93.

.Preservation Trust of Vermont: Board of Directors, 1987 - 93.

Art Selection Committee for State Office Buildings: 1991 - 94.

Vermont Council on the Arts: Trustee, 1982-85.

Green Mountain Arts Consortium: first president and trustee, 1970-73.

United Counseling Service of Bennington: 1979-80.

Sage City Symphony - cofounder and member of the Board of Directors, 1973 - 88; 1991-96.

#### MEMBERSHIPS

Association of Fundraising Professionals (AFP), national and New England, since 1985

National Council on Planned Gifts, since 1998

Upper Valley Council on Planned Giving, since founding

Vermont Community Foundation, member since founding

#### FORMER POSITIONS

Vermont Institute for Science, Math and Technology: Director of Resource Development; 1993 - 1998 ( part time); NSF funded education reform project  
The Nature Conservancy, Vermont Chapter, Resource Director, 1988-93 (part time)  
Governor's Institutes of Vermont: Founder, Executive Director, 1982-88 (part time).  
Park McCullough House Museum: Interim Director, 1988.  
Bennington College: Director of Development and College Relations, Director of Special Projects and Director of Annual Fund and Alumni Relations; Founder of The July Program for High School Students, The Bennington Writers Workshop, the Bennington Abroad Program and the Bennington MFA Program,'76-82.  
Sage City Symphony: Co-founder and General Manager, 1973-88, 1991-2. (volunteer)  
American Cancer Society: 1976 Regional Director, Vermont Chapter  
Hoosac School: 1973-75, Director of Development.  
WBTV Radio: commercial copywriter and education news reporter (1970-73)

*Please feel free to contact the chief officers of any of my current or former clients for references, or ask for a separate listing of professional references.*

#### CONTACT INFORMATION

for publications: P.O. Box 199  
Shaftsbury, VT 05262  
phones: 802-862-0327 Northern VT Office and fax  
802-447-0256 Southern VT Office (do not leave a message, try other numbers)  
Cell phone: 802-343-0659  
e-mail: [cpgraham@sover.net](mailto:cpgraham@sover.net)  
Website: [www.cpgfundraising.com](http://www.cpgfundraising.com)

for consulting:  
283 South Union St., #1  
Burlington VT 05401

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*Biographical Information  
Christine P. Graham*

## **Christine P. Graham**

*Christine Graham is a specialist in Nonprofit Management and Fundraising. She has worked in the nonprofit sector since 1969 as staff and consultant to organizations of all sizes and in all fields, with a concentration in Northern New England organizations and a programmatic specialization in fundraising. She was the founder of the Governor's Institutes of Vermont and its first director, and established several academic and revenue-generating programs at Bennington College as Director of Special Projects prior to serving there as Director of Development. She served as Consulting Director of Resource Development at the Vermont Institute for Science, Math and Technology (now Vermont Institutes) during its first five years of operation.*

Christine Graham has worked with hundreds of nonprofits organizations over the past 35 years, serving as a consultant, writer and teacher since 1982. She specializes in fundraising planning and advisement, with a special focus on capital campaigns and building new and advancing annual fund programs. She has offered training through Giving Monadnock (NH), River Network and Land Trust Alliance (national), TAP and VANPO (VT), Upstate History Alliance (NY), AFP-NNE, CONFR (NH) and other regional organizations. She has taught in the University of Vermont Historic Preservation Program and St. Michael's College. She consults on all fundraising issues, and conducts studies and assessments for fundraising planning.

Christine Graham is the author of "Keep the Money Coming: a Strategic Guide to Annual Fundraising," "Blueprint for a Capital Campaign," "Asking" and "Practice Makes Perfect," "Working with Staff" (published by the National Trust for Historic Preservation), and "Applying Yourself" on grant seeking (2002). She is editor and publisher of Nonprofit Vermont Newsletter, and founded and edited the New Hampshire Directory of Foundations (2001-2008), and the Vt. Directory of Foundations (1988-2008) which is now published by the Vermont Community Foundation. Her offices are in Burlington and Shaftsbury Vermont.

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