

BETSY MCNAMARA

Principal, Senior Consultant
Full Circle Consulting
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PROFESSIONAL EXPERIENCE

PRINCIPAL, SENIOR CONSULTANT

2007-PRESENT

Full Circle Consulting, Concord, NH

- Independent consultant advancing the non-profit sector through improving organizational performance and outcomes. Services include capital campaign planning and execution, grant writing, annual fund planning and audits, and philanthropic advising.

DEVELOPMENT CONSULTANT

2003 – 2007

Betsy McNamara Consulting, Concord, NH

Selected Clients Include:

Alliance for Community Support	Penacook Community Center
Concord Community Music School	The Trust for Public Land
CATCH Neighborhood Housing	Red River Theatres
Granite State Independent Living	Rockingham Land Trust
League of NH Craftsmen	UNH/Institute on Disability
NH Public Radio	

GRANT MANAGER

CATCH Neighborhood Housing, Concord, NH

2001 – 2002

- Raised \$230,000 each year for the Annual Fund from foundations, trusts and corporations
- Responsible for all writing of grants and reporting on grants received
- Managed existing relationships
- Researched and cultivated relationships with new prospects

DIRECTOR OF DEVELOPMENT

CATCH Neighborhood Housing, Concord, NH

1993-1998, 2000-2001

- Raised more than \$300,000 annually in operating and reserve funds through individual gifts, direct mail, grants and special events
- Managed all aspects of communications

DIRECTOR OF DEVELOPMENT

Concord Community Music School, Concord, NH

1998 - 2000

- Raised \$300,000 annually through the Annual Fund, foundations and corporations
- Coordinated in \$2.6 million capital campaign
- Secured \$300,000 Community Development Finance Authority grant and \$250,000 Kresge Foundation Challenge Grant
- Conducted statewide communications campaign
- Responsible for all publications and community outreach

DIRECTOR OF ANNUAL GIVING

Franklin Pierce College, Keene, NH

1991-1993

- Raised \$218,000 annually through direct mail, phonathons, and personal asks
- Established strategy and goals, targeted constituencies to be included, and set timetables of campaign
- Recruited, motivated, and supervised alumni, parent and student volunteers to carry out solicitations

DIRECTOR OF DEVELOPMENT

Arthritis Foundation – New Hampshire Chapter

1989-1991

- Raised \$137,000 through special events, membership, and house-to-house campaigns annually
- Recruited, managed, and staffed volunteer committees for special events and financial development

CANVASS DIRECTOR

New Hampshire Citizen Action, Concord, NH

1988-1989

- Raised \$120,000 annually through direction of door-to-door outreach and fundraising program

EDUCATION

Hobart and William Smith Colleges B.A.

1987

AWARDS AND RECOGNITION

Hai Timiai: Selected for the Senior Honor Society for leadership, scholarship, character and service

1987

Richard Reinitz Award: For the ability to instill eagerness toward learning in others

1987

SELECTED AFFILIATIONS AND VOLUNTEER ACTIVITIES

Community Bridges, Board Member

2002 – Present

Community Bridges, President

2003 – 2005

Leadership Series, Institute on Disability, Graduate

2001

NH Coalition Against Domestic and Sexual Violence, Board Member

1994-1998

Leadership Greater Concord, Participant

1995