


Christina Carlson, M.S.W



Areas of Expertise

Executive management and fundraising for arts, human service and educational nonprofits. Notable strengths include:

- Strategic and operational leadership
- Board development, management and service
- Nonprofit management
- Strategic planning
- Coalition building
- Budget management
- Fundraising
- Public speaking and communications

Selected Achievements

1. Built numerous successful teams that outperformed objectives, client satisfaction benchmarks and revenue goals.
2. Increased revenue, both contributed and earned, at all organizations when serving in a leadership capacity.
3. Built partnerships with leading corporations, community based organizations, government agencies, educational partners, funding partners and diverse community leaders.
4. Built a three stage, five year \$70 million endowment campaign around an unprecedented lead gift totaling over \$30 million. To date, 51% of the total campaign goal has been secured.
5. Completed Stage 1 of a working capital campaign that allowed the Colorado Symphony to eliminate a structural deficit that had built up over 25+ years, allowing it to close its last fiscal year in the black with positive working capital.

Highlighted Experience

Chief Executive Officer

Urban Peak

2017 - present

- Provide overall leadership and management to staff and board ensuring the organization achieves and maintains a strong vision, purposeful mission.
- Ensure annual and long-range strategic plans are in alignment and adequate resources – both human capital and funding – are in place.
- Actively cultivate and nurture effective relationships with funders, stakeholders, collaborating agencies, and other community organizations.
- Oversee the annual budget process.
- Provide overall leadership and direction in developing policies and procedures to ensure compliance with all applicable laws and regulations and to attract and retain a diverse and engaged staff.
- Serve as a thought leader and policy advocate on the issues facing homeless and at-risk youth and participate in speaking, publishing, and presentation opportunities as identified.

Chief Advancement Officer

The Colorado Symphony

2014 - 2017

- Led all aspects of advancement for The Colorado Symphony, where total annual fundraising exceeds \$5.8 million.
- Designed and led three-phased \$70 million endowment campaign. Stage 1 has been completed and Stage 2 is over 50 percent complete.
- Oversaw both staff and organizational leadership, including direct management of a team of seven, management of the Board's Development Committee and served on the Senior Leadership Team.
- Planned and executed all donor events such as The Colorado Symphony Ball, Chamber Musicals, Beethoven & Brews, Summer Porch Party, and Sip for the Symphony

Development Director

DSST Public Schools

2013 – 2014

- Led all aspects of advancement efforts for DSST Public School network.
- Increased new dollars raised by 87 percent year-over year in FY 2015 to **\$14,139,738** total raised.
- Diversified individual donor base to include parents, new corporate partners and staff, resulting in increase of new donors by 72 percent, Increased Slice of Pi (signature fundraising event) sponsors by 21 percent.
- Participated as a member of the Director's Team and Leadership Team, and led the Advancement Committee.
- Built infrastructure to support comprehensive gift processing, donor data, grants management systems, donor cultivation, solicitation, and stewardship.
- Managed all donor events, school visibility, and community outreach.

Development Director

The Logan School for Creative Learning

2010—2013

- Led all aspects of development for The Logan School.
- Increased annual fundraising in the Annual Fund by 11 percent and parent participation from 73 percent to 97 percent in two years. Increased auction net revenue by 25 percent.
- Successfully completed vital phase of Endowment Campaign, tripling value to over **\$3 million**.

Executive Director

Family & Intercultural Resource Center

2002- 2006

Summit County, CO

- Created, implemented, and managed \$1,050,000 budget. Managed relationships with funders, including individual, state, federal and foundation sources.
- Managed entire operation of a 501(c)(3) nonprofit family center reporting to the Board of Directors. Oversaw between 20 and 25 employees as well as a revenue-generating thrift store and food bank.
- Collaborated with community agencies, individuals and governmental agencies to serve needs of families, immigrants and refugees.
- Increased revenue by 53 percent, client satisfaction by 38 percent, and client enrollment by 1,000 percent in 4 years.
- Recipient of Summit Foundation's "Outstanding Professional in a Non-Profit" award in November, 2003.

Additional Experience

Summer Scholars

Denver Department of Human Services

Arapahoe Department of Human Services

Stanley British Primary School

Director of Development

Child Protection Caseworker

Social Casework Intern

Teacher/Coach

Education

Master of Social Work, May 2002

Elementary Teaching Certification Program, 1997-98

Bachelor of Arts in Art History, May 1997

Intensive Spanish language study, Summer 1996

Spanish language and art history study, Fall 1995

University of Denver, Denver, CO

University of Colorado at Denver, Denver, CO

Willamette University, Salem, OR

San Miguel de Allende Language School, Mexico

University of San Francisco de Quito, Ecuador

Community Engagement

The Odyssey School, Denver, CO

The Civic Canopy, Denver, CO

The Family Resource Center Association, Denver, CO

Early Childhood Council, Summit County, CO

Right Start Project Steering Committee, Summit Co., CO

Warren Village, Denver CO

Board Member, Current

Board Member 2006-2015

Board Member, 2002-2009

Member, 2002-2006

Member, 2004-2006

Volunteer 1991- 1993