



Karen J. Schneider



ESC Consultant Since: 2016

Education:

M.B.A., Nonprofit Management, American Jewish University

B.A., Business Administration/Journalism, California State

University, Northridge

AREAS OF EXPERTISE: Board development, strategic planning, organizational development, conflict management, corporate philanthropy, major gifts, stewardship/cultivation, marketing

NONPROFIT SECTOR EXPERIENCE: At Keck Graduate Institute in Claremont, CA, Karen was the Vice President for Advancement. While in this position, she managed a portfolio of prospective major donors and oversaw a database conversion that resulted in 5,000 potential new donors. She managed the advancement team, developed strategies for major gifts and private grants as well as assessed and created the department's operations infrastructure.

Karen also worked as a consultant with a Private Day School and Synagogue as well as the Alzheimer's Association. At the Private Day School and Synagogue, Karen worked closely with the Board to develop a strategic plan, with particular emphasis on donor cultivation and capital campaigns. While working with the Alzheimer's Association, she provided strategic and fundraising support in the Development department, implementing a planned giving outreach program and assisting Board members in their fundraising efforts.

Previously, Karen was Senior Director of Special Projects for The Jewish Federation, where she led and implemented fundraising strategies, processes, and programs. She managed and cultivated major donors for various programs, along with targeting and organizing \$1 million plus donors for the Premier Philanthropy Program. Karen also led fundraising efforts and established programs as the Senior Officer of Major Gifts at City of Hope, raising \$3.5 million annually. Karen's additional development efforts were with the Banner Phoenix Partnership resulting in their first ever seven-figure gift.

NONPROFIT VOLUNTEER EXPERIENCE: Karen has been a member of various Boards including the Association of Fund Raising Professionals (AFP), the Los Angeles Valley College Foundation (LAVC), and of two synagogues – Shomrei Torah and Valley Beth Shalom.

ESC CLIENTS: New Roads School, Partnership Scholars Program

INTERESTS: Cooking, reading, Zumba, travel, movies, Tzedakah box collection