

JENNIFER DILLON

Fundraising & Financial Management Specialist

Jennifer Dillon has spent over a decade working in the non-profit arena working primarily as a community organizer and fundraiser. She has worked in all aspects of fundraising as a staff, volunteer, board member and consultant. Her passion for fundraising coupled with her passion for grassroots groups has resulted in a clear path: to provide accessible ways for every organization to create a culture of fundraising and financial literacy where staff, board members, and volunteers are all working together to build the organization's capacity.



She has provided trainings, coaching, and consultations a variety of organizations including volunteer-led groups and small to mid-level organizations across the country that focus on a wide variety of issues including education, immigration, LGBTQ rights, economic development/justice, environmental justice, female empowerment, criminal justice and youth development. She regularly trains on all aspects on fundraising and develops curriculum tailored to fit the need of the organization or audience she's training. She also had on-the-ground experience helping to ensure grassroots groups run efficiently.

Jennifer's prior work experience includes three and half years as the Development Director at Interfaith Worker Justice, a national advocacy organization based in Chicago. During her tenure there, she increased board and staff participation in fundraising efforts and tripled board giving. She also revamped the organization's major giving program resulting in doubling major donor giving. She was part of the training team and provided technical assistance and trainings to organization's network of 49 local affiliates. Before that, she worked as the Lead Organizer at Blocks Together, a grassroots community organization on Chicago's west side, where she organized campaigns on criminal justice, education, and housing issues. In her six years at Blocks Together, she led a campaign to win a new Chicago Public Library in the West Humboldt Park neighborhood, a severely under-resourced neighborhood.

In addition to her work with *do good*, she is the Development Director at Restaurant Opportunities Centers (ROC) United, a national advocacy and direct action organization dedicated to reforming restaurant workplaces across the country. As Development Director, she leads the organization's fundraising strategies including managing grants, building its donor program, and providing technical assistance and training to its network of centers across the country. She currently serves as a board member of GIFT: the Grassroots Institute for Fundraising Training, a national organization that promotes connections between fundraising, social justice, and movement-building. She is also a part of GIFT's trainer's network and has been trained by renowned fundraisers Kim Klein and Stephanie Roth. She is also a former intern of the Movement Activist Apprenticeship Program (MAAP) at the Center for Third World Organizing (CTWO) based in Oakland, California.

Jennifer received her Bachelor's Degree in Anthropology and Performing Arts from Beloit College in Beloit, Wisconsin. She is also a graduate of the Associated Colleges of the Midwest (ACM) Urban Studies Program. Jennifer is originally from St. Louis, Missouri.

Specialties

Strategic Partnerships and Relationship Building
Prospect and Donor Identification
Donor Cultivation and Stewardship
Government, Private Foundation, and Corporate Grantwriting
Research, Data Collection, and Analysis
Database management
Program Development/Implementation
Board Development
Budget Oversight and Financial Management
Social Networking and Fundraising Integration
Organizational Messaging and Outreach

Trainings and Skills

MAAP (Movement Activist Apprenticeship Program) (2000)
CAT: Community Action Training (2000)
National People's Action Power School (2001)
Applied Research Center Racial Justice Education Training (2003)
Effective Outreach Strategies and Tactics (2004)
Leadership Development (2004)
Building Relationships with Foundations and Corporations (2008)
ABC's of a Major Donor Program (2008)
Grassroots Fundraising Train the Trainer (2009)
Fundraising and Social Networking (2009)
Financial Management Train the Trainer (2010)
Major Donor Clinic (2010)

Service

Board member, GIFT: Grassroots Institute for Fundraising Training
Member, AFP: Association of Fundraising Professionals