

DOMENIC ARGENTIERI, CFRE

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EXECUTIVE PROFILE

Fundraising leader with 20 years of experience and a demonstrated track record of leading nonprofits to annually exceed revenue targets.

Effective at building high-functioning development teams delivering personalized customer service and tailored donor stewardship.

Dynamic executive with proven ability to grow organizations by maximizing its people, its case for support & delivering operational excellence.

CORE COMPETENCIES

Capital Campaign Management | Leadership Development
Best Practice Strategy and Scripted Execution | Mold High Performing Teams
Operational Excellence | Maximize Value Proposition

PROFESSIONAL EXPERIENCE

Argentieri Fundraising, Rochester NY
Principal Consultant

August 2021-Present

www.ArgentieriFundraising.com

Expert Philanthropy Counsel

Tailored services include:

- Annual Fund and Capital Campaign Management

Currently working with *Cracker Box Palace Animal Haven* in Alton, NY to increase their annual fund's contributed revenue and launch a \$10M capital campaign to restore farm buildings deemed historic by the Genesee Land Trust due to their Shaker Christian sect origins.

Accomplishments:

More than doubled annual contributed revenue from \$3.1M to \$6.6M in 5 years
Led orchestra's largest Capital Campaign to date (\$50M+)
Led leadership team that secured largest endowment gift to date (\$3M)
Cut the institution's structural deficit in half

- Responsible for leading the institution's comprehensive fundraising programs. A part of Top Management, I report directly to the Chief Executive Officer, and manage a staff of seven, along with an active group of 300+ volunteers, utilizing SWOT analysis and critical-path project management
- Worked with a Board of 40 prominent Trustees, I consulted daily with the Chairperson, CEO and CFO establishing aggressive sales goals while executing best-practices to substantially increase contributed revenue from individuals, corporations, grant-makers, foundations and government agencies
- Developed interdepartmental operational improvements to replace poor processes, time-wasting work arounds and prospect-engagement missteps with industry-proven strategies and structures to cultivate and manage sustainable growth from a shrinking donor-pool
- Architected the orchestra's largest capital campaign to date: launched in 2019 with a goal of \$50M

Course-Correction Development Leader:

- Led institution-wide conversion to best-in-class CRM system for improved sales analytics, moving from *Patron Manager* to *Salesforce*
- Led institution to a new, mobile-friendly website promoting more institutional messaging and enhanced patron and donor functions
- Led institution to change the bylaws fiscal year from Sept to June to increase contributed revenue

Contributed Revenue Results:

\$3.1M in 2015 - the year before my arrival
\$3.9M in 2016 - 26% YOY increase
\$4.8M in 2017 - 23% YOY increase
\$5.8M in 2018 - 21 % YOY increase
\$6.6M in 2019 - 14% YOY increase
\$4.8M in 2020 (Pandemic impacted year)

Peconic Bay Medical Center, Riverhead NY
Onsite Fundraising Counsel

May 2015 – June 2016

Accomplishments:

Counseled leadership team that secured a \$5M gift for cardiac care tower
Counseled leadership team that secured a \$2M gift for palliative care center
Counseled Medical Center's Capital Campaign for Cardiac Care (\$25M+)

- Over one year contract, I served as Onsite Fundraising Counsel for a large medical center at the east-end of Long Island, Peconic Bay Medical Center
- I counseled the hospital's capital campaign for cardiac care: launched January 2016 with a goal of \$25M
- Advised CEO, Board and Foundation VP on campaign strategy and execution: from assessments to feasibility studies to lead-commitments, through quiet-phase planning into public phase rollout
- Additionally, I performed as a Principal Gifts officer with a portfolio of 100 high-wealth prospects (net worth \$5M+) soliciting six and seven figure gifts, coaching a team of five sales reps
- I supervised the Foundation's grateful patient philanthropy program, managed a director and annual fund manager, and trained staff for best practices cultivating and soliciting high-wealth prospects

University of Rochester, Rochester NY
Major Gifts Officer School of Medicine (2013 – 2015)

2008 – 2015

Accomplishments:

Secured a \$2M Professorship for Neurology: Robert Fine Professorship

- Role: Discover, cultivate, solicit and steward major gifts (\$50k+) from Medical School alumni with special emphasis on education and medical research support
- Managed a portfolio of approximately 125 major gift prospects with specific solicitation goals outlined in annual performance metrics

Annual Fund Gift Officer (2010 – 2013)

- Role: Discover, cultivate, solicit and steward annual fund gifts (\$2k+) from University-wide alumni with special emphasis on multi-year pledges
- Managed a portfolio of approximately 200 major gift/discovery prospects with specific solicitation goals outlined in annual performance metrics

Development Assistant (2008 – 2010)

- Served as Development Assistant to Chief Advancement Officer, Jim Thompson, provided administrative support and project management

Telecomp Telefunding, Rochester NY
Development Assistant

2006 – 2008

- Telecomp was formerly a telefunding services company. I served as Development Assistant to the CEO

American Mathematical Society, Providence RI
Development Assistant

2002 – 2005

- Served as Development Assistant in the Meetings & Conferences Department

EDUCATION, CERTIFICATIONS & TRAINING

Alfred University, Alfred NY
Bachelor of Arts, Communications

1995 - 1999

Ramerman Leadership Group, Rochester NY
Executive Coaching

2017 - 2021

Certified FundRaising Executive
CFRE Certification

2021 - Present

PROFESSIONAL AFFILIATIONS

Association of Fundraising Professionals
Association for Healthcare Philanthropy
Certified Fund Raising Executive
Council for Advancement and Support of Education
National Institutes of Health
New York State Council for the Arts
The League of American Orchestras
The National Association of Charitable Gift Planners
The National Endowment for the Arts

PROFESSIONAL REFERENCES

"I had the pleasure of working with Domenic when serving on the board of directors for the Rochester Philharmonic Orchestra. Domenic is a talented fundraising leader with a keen mind for donor strategy and community outreach. Most importantly, he understands how to develop a donor-centric operation."

Jeremy A. Cooney
New York State Senator
56th Senate District

"During our time together at the University of Rochester, Domenic excelled at leadership annual giving and was quickly promoted to a major gift officer. He is a strategic thinker, and problem solver, with a positive and compassionate attitude. I would welcome the opportunity to work with Domenic again."

Peter Briechele, PhD
Vice President, Philanthropy
Rush University Medical Center

"I had the pleasure of working with Domenic at the University of Rochester where I saw his exceptional professional growth from a development assistant to a highly successful annual fund and major gift fundraiser. His kind and curious nature made him a wonderful colleague. Along with his breadth of experience, I would highly recommend him as a strategic partner."

Jonathan Schwartz
Executive Director of Campaign Management
Tufts University