

Caitlin Thompson

Nominating Committee Board Candidate

Nominating Committee Note: Caitlin brings critical fundraising expertise to the board at a time when CBI has no dedicated development professional. With extensive experience in major gifts and capital campaigns at the Handel & Haydn Society, she offers both technical skills and deep community connections. Her leadership in education nonprofits, service as the Commodore of Women's Sailing and Racing at CBI, and active role in Boston's nonprofit sector make her uniquely positioned to expand CBI's fundraising reach and partnerships.

1. In which of the desired qualifications do you have expertise and experience? Please describe related work experience, board experience, or academic training through which you developed these capabilities and how you used them in your various roles.

Fundraising: fundraising professional at Handel and Haydn Society as a Major and Institutional Gift Officer. Currently manage a major donor portfolio generating \$2.5-\$3M/year and an institutional portfolio of \$1.5M/year and I am currently one of three fundraisers leading a \$53M comprehensive campaign which has raised \$51.5M to date. Experienced with major gifts, foundation and government grants, capital campaign management, donor event planning, cash flow management, managing department budgets, and creating multi-year strategic fundraising plans.

2. Describe any experience you have serving on commercial or non-profit boards. On what committees did you serve?

CBI - Women's Sailing & Racing Committee for 2 years

CBI - Raise the Sails Committee

Arts & Business Council of Boston (A&BC) - pro-bono fundraising consultant on the campaign committee for board management during capital campaign

3. What are the strengths or capabilities you brought to those boards to address the entities' challenges? What were two or three contributions you made through your roles?

My background in donor relations allows me to navigate challenging conversations, serve as a leader with confidence and commitment, and provide creating and thoughtful input as needed. At CBI, I have served 2 years on the executive committee, stepping up into the Commodore role this year and leading with compassion and thoughtfulness. We have been able to implement changes within my first year including the addition of structured social events, amending the by laws (in progress), and strategizing addition of a new role to better serve Women's Sailing's engagements with CBI at large. I am now also serving on the Raise the Sails committee, utilizing my experience in Gala and donor events planning to further CBI's efforts.

At A&BC, I worked alongside the executive director to launch a capital campaign, navigating very challenging board conversations, the building out of the prospect pipeline, and ultimately leading a unanimous vote to launch the campaign which successfully closed last year.

4. Other than the board work you may have described above, in your professional life, in what

types of organizations and in what capacities have you served as a leader? What are or were your primary responsibilities in those roles?

Naturally, my work in Major Gifts requires me to engage with nonprofit leaders, board members, and donors with the utmost transparency, respect, and confidence. These roles, while not structurally a leadership role, require the same characteristic demands and handling. I have also led significant projects on teams including the completion of a \$25M capital campaign and managed a team of consultants, vendors, and staff to complete them.

5. Please describe any other professional skills, networks, or capabilities that you could bring to Community Boating as a member of the Board.

While fundraising is my professional expertise, I have a strong background in education. I have experience teaching a variety of things (music, swimming, fundraising, etc.) to all youth and adult ages which allows me to bring different perspectives to presentations and problems.

I also have a background in Marketing including PR, social media, rebranding, and press releases stemming from capital campaign marketing management. My strong writing skills come from grant writing and creating external content as part of large-scale campaigns.