

Stephanie Arcella, LMSW

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DEVELOPMENT EXPERIENCE

Fundraising Consultant (2/06 – Present)

a) **TakeTwo Services, L.P.** (7/11 – Present)

Co-Founder: Provide development/fundraising services through both the communications/ marketing lens and fundraising point of view. Provide fundraising and strategic plans; major giving campaign planning and implementation; board development and training; staff training; and other fundraising services. Clients include the Dave Nee Foundation, Lower East Side Family Union, and SCO Family of Services.

b) **Lawson Associates, New York, NY** (2/06 – Present)

New York Associate: Provide clients with fundraising strategy development; guidance in capital campaign development and execution; assistance in foundation and corporate grant cultivation and proposal writing; and prospect research. Clients include Big Brothers Big Sisters International, Project HOPE, YAI/National Institute for People with Disabilities, among others. Currently working with a client on the development of a \$50 million capital campaign. Have conducted feasibility studies for museums and social service organizations to shape their multi-year fundraising plans.

c) **International Coalition of Sites of Conscience, New York, NY** (3/08 – 8/08)

Development and Membership Coordinator: worked with staff to achieve the fundraising goals; wrote proposals and reports for the group's high profile funders including the Ford Foundation, the Oak Foundation, and Open Society Institute; and managed its membership program consisting of international museums and historic sites. Helped organization successfully increase an annual government grant by \$50,000; and helped organization secure its first international funder, for £300,000 over two years.

Sakhi for South Asian Women, New York, NY (04/04 – 11/09):

Development Coordinator/Consultant: worked closely with Executive Director, Board of Directors, and key volunteers in designing and implementing a sustainable fundraising strategy for this South Asian women domestic violence organization. Facilitated program development and fundraising strategy; proposal and report generation; annual benefit galas; Board, Benefit Committee and other volunteer fundraising activities; and donor stewardship and cultivation. Helped raise the budget by nearly \$300,000 (from \$500,000 to nearly \$800,000); helped raise \$425,000 more than previous years during '07 benefit event; refocused the Benefit Committee to include influential, high-net worth community members; started young professional group, Gen2, consisting of upcoming community members; and implemented the online giving.

Local Initiatives Support Corporation, New York, NY (5/03 – 4/04)

Development Associate: worked with Managing and Deputy Director in creating and implementing the fundraising plan for the organization's \$2.1 million budget. Areas of responsibility included all proposal and report writing, all prospect research, current funder relations, tracking funds, creating budgets, coordinating communication efforts, maintaining and assisting in development of website, and event planning.

Child Care Action Campaign, New York, NY (1/02 – 5/03)

Development Assistant: assisted Director of Development, Executive Director, and Board of Directors in meeting the organization's \$1 million budget. Areas of responsibility included proposal and report writing, prospect research, and benefit gala event coordination.

SOCIAL SERVICE EXPERIENCE

Morris Heights Health Center, Bronx, NY (10/08-Present)

Clinical Social Worker: Provide psychotherapy to community members in individual, collateral and group settings using a variety of behavioral health theories, including cognitive behavioral therapy, rational emotive behavioral therapy, psychodynamic therapy, and group therapy. Work with women, men, teenagers, and children (ages 5 and older). Have also begun grant writing for the organization.

Shelter Family Literacy Program, South Bronx, NY (4/01 - 1/02)

Program Director: Worked on a team in coordination with the Mayor's Office, J.M. Kaplan Fund, and Scholastic Inc. with a \$1.3 million budget to provide domestic violence survivors and their children access to literacy programs and job-readiness resources. Developed a curriculum with creative story writing and telling; reading groups; arts and crafts; cultural activities and festivities; computer skills and career development; and trips to museums, parks, and shows. Created monthly budgets and goals; and developed relationships with outside sources including national literacy experts, educators, local librarians, and publishers.

Women's Resource Center of Centre County, State College, PA (8/97 - 5/00)

Office Manager/Counselor Advocate: Provided crisis response, ongoing assistance, emotional support, and resources for sexual assault and domestic violence survivors through one-on-one sessions, shifts on a 24-hour hotline, and accompaniments at hospitals; trained, advised, and supported volunteer counselors on duty; and completed a 30-hour, intensive domestic violence/sexual assault crisis advocate-training course.

EDUCATION

Fordham University, Graduate School of Social Service, New York, NY

- ❖ MSW, February 2008; License earned in June 2008

The Pennsylvania State University, University Park, PA

- ❖ Bachelor of Arts, English, May 2000; studied abroad in Athens, Greece earning a Minor in Classics