



Stephanie Arcella, MSW

Email: Stephanie@take2services.com

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; grant writing and management; board development and training; staff training; and other fundraising services.

Clients have included:

- Belt Magazine: holiday/end-of-year campaign strategy and execution support
- Chhaya CDC: event planning and strategy
- Development in Gardening: grant writing for program in Africa
- DreamStreet Theatre Company: development and board counsel
- Chen Dance Center: grant writing
- generative somatics: grant writing and strategy
- Habilitation Center for the Handicapped: grant prospecting, writing, strategy
- Law Enforcement Against Prohibition: grant writing and development strategy
- National Minority Supplier Development Council: grant prospecting, grant writing, and strategy
- Organization of American States: development of a 5 year comprehensive fundraising plan
- SEED Impact: fundraising strategy development and support
- The Dave Nee Foundation: Director of Development services, including development strategy, event planning/fundraising/strategy, major donor cultivation, grant writing, and board development
- The Melton Foundation: development strategy and director support
- 651 ARTS: anniversary campaign strategy
- Spirit in Action: case for support development
- The University of Montana Foundation: grant writing
- Willie Mae Rock Camp: board training
- Women for Afghan Women: Director of Development search and transition; development strategy; event strategy and planning; grant writing
- You Gotta Believe: Director of Development services, including development strategy, event planning/fundraising/strategy, major donor cultivation, grant writing, and board development



Recent successes: For You Gotta Believe - Secured \$675,000 in new support for You Gotta Believe through grant writing and prospecting; \$35,000 through Cantor Fitzgerald Charity Day 2015, 2016, 2017 with celebrity guests Vanessa Williams and Rosie Perez; and supported the Board of Directors and Co-Chair committee through four successful event fundraising periods (raising a total of \$1.3 million+). For Women for Afghan Women, helped secured \$500,000+ in funding within 6 months of service. Also assisted in search for full time Director of Development and in the creation of the organization's fundraising plan. For Habilitation Center for the Handicapped - established a robust grant writing program and secured \$300,000+ in new grant support. For generative somatics - secured a three-year \$300,000 grant in general operating support from NoVo Foundation. For Law Enforcement Against Prohibition - Secured a new major donor through a "cold call" solicitation, which has resulted in \$100,000 in new support. Also, supporting the organization through a board development/leadership transition period and rebranding process.

b) **Lawson Associates, New York, NY (2/06 - 12/31/13)**

New York Associate: Provided 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 included Mosholu Montefiore Community Center, Project HOPE, YAI/National Institute for People with Disabilities, among others. With one client, successfully introduced it to nine new institutional funders and, with another client, helped develop a \$50 million capital campaign. Served on teams to conduct feasibility studies for museums and social service organizations to shape their multi-year fundraising plans.

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 proposal and report writing, 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 - 7/11)

Clinical Social Worker: Provided 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. Worked with women, men, teenagers, and children (ages 5 and older).

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 and advised 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 Minors in Classics.